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## WATCHGUARD® COMPETITIVE TRADE-IN PROGRAM EMEA END USER



### WatchGuard® Technologies is Offering you a Special Program to Trade-in an existing Firewall/VPN Appliance for a WatchGuard® Appliance!

End users are eligible, **2 February 2004 through 26 March 2004**, to receive an instant rebate on select Firebox® SOHO 6, Firebox® X and Firebox® Vclass appliances\*. The requirements for the end user to be eligible for the rebate are to have an existing Firewall/VPN appliance\*\* to trade-in and purchase at least \$3,000USD MSRP of WatchGuard appliances, services and/or options.

#### Here's how to receive your rebate:

- 1) Contact a [WatchGuard Authorized Reseller](#) and tell them you're interested in the WatchGuard Competitive Trade-in Program.
- 2) Your reseller will process the request for the trade-in rebate.
- 3) When you have been approval for the trade-in rebate from your reseller, purchase the new Firebox SOHO 6, Firebox X or Firebox Vclass appliance. Your new product price will reflect the rebate discount from your reseller.
- 4) Within 60 days of the authorization approval date, WatchGuard must receive the competitive product(s). Please ship to the following address (please reference authorization number on the outside of the box):

#### GERMANY (DACH)/CENTRAL EUROPE/NORDIC REGION

WatchGuard Technologies, Inc.

**ATTN: Competitive Trade-in Program**

Chilehaus A

Fischertwiete 2

20095 Hamburg

Germany

#### UNITED KINGDOM/SOUTHERN EUROPE/BENELUX REGION

WatchGuard Technologies, Inc.

**ATTN: Competitive Trade-in Program**

Castle Court, 41 London Road

Reigate, Surrey

UK, RH2 9RJ

*See the Terms & Conditions that follow for further program restrictions and requirements.*

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## REBATE OFFER FOR WATCHGUARD TRADE-IN PROGRAM

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The end user has two ways of saving:

**1) Instant rebate on select SOHO 6, Firebox X and/or select Firebox Vclass purchases (see rebate schedule below)**

OR

**2) 50% of the MSRP of the Trade-in competitive VPN/Firewall appliance.**

Whichever discount is the lesser amount is the rebate amount. The competitive trade in claim form will help in calculating the rebate amount.

A minimum of \$3,000USD MSRP of WatchGuard appliances must be purchased in order to receive the rebate amount.

## \*REBATE SCHEDULE FOR WATCHGUARD TRADE-IN PROGRAM

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MODEL	MSRP (USD)	REBATE
<b>Firebox SOHO 6 Models</b>		
WG006000      Firebox SOHO 6	\$499	Up to 20%
WG006010      Firebox SOHO 6tc	\$659	Up to 20%
WG006020      Firebox SOHO 6 Wireless	\$590	Up to 20%
WG006030      Firebox SOHO 6tc Wireless	\$740	Up to 20%
<b>Firebox X Models</b>		
WG40500      Firebox X500	\$2,090	Up to 20%
WG40700      Firebox X700	\$2,510	Up to 20%
WG41000      Firebox X1000	\$3,350	Up to 20%
WG42500      Firebox X2500	\$5,240	Up to 20%
<b>Firebox Vclass Models</b>		
WG600650      Firebox V60L	\$3,665	Up to 20%
WG600600      Firebox V60	\$6,890	Up to 20%
WG600800      Firebox V80	\$8,915	Up to 20%
WG601000      Firebox V100	\$15,215	Up to 20%
WG602000      Firebox V200	\$66,125	Up to 20%

## \*\*QUALIFYING COMPETITIVE PRODUCTS

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**NOTE:** If the trade-in model is not listed on the below list, please contact your WatchGuard Account Manager or local WatchGuard Reseller to see if another competing product will qualify.

MANUFACTURER/MODEL
Cisco PIX 506E and above
SonicWALL Tele3 TZ, SOHO 3, PRO series, GX 250
NetScreen 5XP series, 5XT series, NetScreen 10 and above
Symantec 200R, VelociRaptor series
Nokia IP series

**Terms and Conditions:**

1. The WatchGuard Trade-in Program is in effect February 2, 2004 through March 26, 2004.
2. Offer valid on select end user Firebox SOHO 6, Firebox X and Firebox Vclass purchases. Firebox III and Firebox V10 models are not eligible for the Trade-in Program.
3. End user must purchase at least \$3,000USD MSRP of WatchGuard products in order to qualify for the rebate.
4. Rebates cannot be combined with Schoolmate educational and government discounts and/or Not For Resale (NFR) purchases.
5. Trade-in rebate requires approval from the WatchGuard Trade-in Administration.
6. The Trade-in rebate must be redeemed within 30 days of authorization.
7. Trade-in program offer is either what is identified in the rebate schedule OR 50% of the MSRP of the Trade-in competitive VPN/Firewall appliance. Whichever discount is less is the rebate amount.
8. No exceptions or substitutions are allowed. Offer is valid on new WatchGuard purchases only.
9. Reseller has 60 days from authorization approval date to ship back to WatchGuard. If the competitive trade-in product(s) are not received within 60 days of authorization approval date, the reseller will be invoiced by WatchGuard for the issued rebate amount.
10. Distributors or resellers found to be abusing the WatchGuard trade-in program by not providing the trade-in rebate to qualifying end users may face penalties from WatchGuard, which may include but are not limited to: dissolution of partnership status, loss of specific partnership benefits as deemed appropriate by WatchGuard, exemption from participating in any or all WatchGuard promotions or programs that benefit partners or end users.
11. WatchGuard reserves the right to change or cancel any aspect of this program at any time.