

TAG-Watchguard "Security-As-A-Service" Program

Total Security								
Model	Monthly MSRP	Member Wholesale Cost	Less Watchguard Discount*	Less TAG Volume Rebate*	Net Member Cost After Rebates	Margin To Member Monthly	Margin Percentage Earned By Member	36 Month Margin
T15	\$ 41.00	\$ 30.50	\$ 3.58	\$ 2.14	\$ 24.79	\$ 16.21	40%	\$ 583.56
T15W	\$ 52.00	\$ 38.00	\$ 4.47	\$ 2.66	\$ 30.87	\$ 21.13	41%	\$ 760.76
T35	\$ 86.00	\$ 62.50	\$ 7.38	\$ 4.38	\$ 50.75	\$ 35.25	41%	\$ 1,269.10
T35W	\$ 104.00	\$ 75.00	\$ 8.83	\$ 5.25	\$ 60.92	\$ 43.08	41%	\$ 1,550.90
T35R	\$ 199.00	\$ 145.00	\$ 16.88	\$ 10.15	\$ 117.97	\$ 81.03	41%	\$ 2,917.08
T55	\$ 145.00	\$ 104.00	\$ 12.18	\$ 7.28	\$ 84.54	\$ 60.46	42%	\$ 2,176.48
T55W	\$ 170.00	\$ 124.00	\$ 14.64	\$ 8.68	\$ 100.68	\$ 69.32	41%	\$ 2,495.58
T70	\$ 179.00	\$ 130.00	\$ 15.31	\$ 9.10	\$ 105.59	\$ 73.41	41%	\$ 2,642.80
M200	\$ 170.00	\$ 125.00	\$ 14.86	\$ 8.75	\$ 101.39	\$ 68.61	40%	\$ 2,469.80
M270	\$ 185.00	\$ 137.00	\$ 16.41	\$ 9.59	\$ 111.00	\$ 74.00	40%	\$ 2,663.94
M370	\$ 245.00	\$ 178.00	\$ 21.12	\$ 12.46	\$ 144.42	\$ 100.58	41%	\$ 3,620.96
M470	\$ 399.00	\$ 290.00	\$ 34.41	\$ 20.30	\$ 235.29	\$ 163.71	41%	\$ 5,893.60
M440	\$ 699.00	\$ 517.00	\$ 61.33	\$ 36.19	\$ 419.48	\$ 279.52	40%	\$ 10,062.74
M570	\$ 615.00	\$ 450.00	\$ 53.41	\$ 31.50	\$ 365.09	\$ 249.91	41%	\$ 8,996.80
M670	\$ 859.00	\$ 625.00	\$ 74.08	\$ 43.75	\$ 507.17	\$ 351.83	41%	\$ 12,665.80
M4600*	\$1,350.00	\$ 990.00	\$ 117.65	\$ 69.30	\$ 803.05	\$ 546.95	41%	\$ 19,690.10
M5600*	\$3,399.00	\$2,519.00	\$ 298.08	\$ 176.33	\$2,044.59	\$1,354.41	40%	\$ 48,758.68
Cloud Small MSSP Appliance	\$ 105.00	\$ 84.00	\$ 10.50	\$ 5.15	\$ 68.36	\$ 36.65	35%	\$ 1,319.22
Cloud Medium MSSP Appliance	\$ 246.00	\$ 197.00	\$ 24.60	\$ 12.07	\$ 160.33	\$ 85.67	35%	\$ 3,084.05
Cloud Large MSSP Appliance	\$ 526.00	\$ 421.00	\$ 52.60	\$ 25.79	\$ 342.61	\$ 183.39	35%	\$ 6,601.97
Cloud XLarge MSSP Appliance	\$1,049.00	\$ 839.00	\$ 104.90	\$ 51.39	\$ 682.71	\$ 366.29	35%	\$ 13,186.33
FireboxV Small MSSP Appliance	\$ 105.00	\$ 84.00	\$ 10.50	\$ 5.15	\$ 68.36	\$ 36.65	35%	\$ 1,319.22
FireboxV Medium MSSP Appliance	\$ 246.00	\$ 197.00	\$ 24.60	\$ 12.07	\$ 160.33	\$ 85.67	35%	\$ 3,084.05
FireboxV Large MSSP Appliance	\$ 526.00	\$ 421.00	\$ 52.60	\$ 25.79	\$ 342.61	\$ 183.39	35%	\$ 6,601.97
FireboxV XLarge MSSP Appliance	\$1,049.00	\$ 839.00	\$ 104.90	\$ 51.39	\$ 682.71	\$ 366.29	35%	\$ 13,186.33
XTMv Datacenter MSSP Virtual Appliance	\$3,350.00	\$2,680.00	\$ 335.00	\$ 164.15	\$2,180.85	\$1,169.15	35%	\$ 42,089.40
XTMv Large Office MSSP Virtual Appliance	\$1,680.00	\$1,344.00	\$ 168.00	\$ 82.32	\$1,093.68	\$ 586.32	35%	\$ 21,107.52
XTMv Medium Office MSSP Virtual Appliance	\$ 520.00	\$ 416.00	\$ 52.00	\$ 25.48	\$ 338.52	\$ 181.48	35%	\$ 6,533.28
XTMv Small Office MSSP Virtual Appliance	\$ 79.00	\$ 63.00	\$ 7.90	\$ 3.86	\$ 51.24	\$ 27.76	35%	\$ 999.25
WatchGuard AP420	\$ 45.50	\$ 33.50	\$ 3.47	\$ 2.35	\$ 27.68	\$ 17.82	39%	\$ 641.52
WatchGuard AP322	\$ 37.00	\$ 27.00	\$ 2.78	\$ 1.89	\$ 22.33	\$ 14.67	40%	\$ 528.12
WatchGuard AP325	\$ 33.25	\$ 24.25	\$ 2.50	\$ 1.70	\$ 20.05	\$ 13.20	40%	\$ 475.20
WatchGuard AP125	\$ 26.00	\$ 19.00	\$ 1.96	\$ 1.96	\$ 15.71	\$ 10.29	40%	\$ 370.44
DNSWatch Go								
Authpoint MFA								

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Members earn Silver or Gold Discounts from Watchguard based upon appropriate certifications

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Members earn up to 7% of Wholesale Price from TAG when monthly volume equals \$1500; (3.5% at \$500/Month)

Basic Security								
Model	Monthly MSRP	Member Wholesale Cost	Less Watchguard Discount*	Less TAG Volume Rebate*	Net Member Cost After Rebates	Margin To Member Monthly	Margin Percentage Earned By Member	36 Month Margin
T15	\$ 24.00	\$ 18.00	\$ 2.08	\$ 1.26	\$ 14.67	\$ 9.34	39%	\$ 336.06
T15W	\$ 31.00	\$ 22.50	\$ 2.57	\$ 1.58	\$ 18.35	\$ 12.65	41%	\$ 455.30
T35	\$ 48.50	\$ 36.00	\$ 4.18	\$ 2.52	\$ 29.30	\$ 19.20	40%	\$ 691.12
T35W	\$ 58.75	\$ 43.50	\$ 5.03	\$ 3.05	\$ 35.42	\$ 23.33	40%	\$ 839.72
T35R	\$ 120.00	\$ 87.00	\$ 9.58	\$ 6.09	\$ 71.33	\$ 48.67	41%	\$ 1,752.12
T55	\$ 79.50	\$ 59.00	\$ 6.88	\$ 4.13	\$ 47.99	\$ 31.51	40%	\$ 1,134.28
T55W	\$ 97.00	\$ 72.00	\$ 8.34	\$ 5.04	\$ 58.62	\$ 38.38	40%	\$ 1,381.74
T70	\$ 101.00	\$ 75.00	\$ 8.71	\$ 5.25	\$ 61.04	\$ 39.96	40%	\$ 1,438.60
M200	\$ 96.00	\$ 72.00	\$ 8.46	\$ 5.04	\$ 58.50	\$ 37.50	39%	\$ 1,349.84
M270	\$ 110.00	\$ 80.00	\$ 9.31	\$ 5.60	\$ 65.09	\$ 44.91	41%	\$ 1,616.70
M370	\$ 139.00	\$ 103.00	\$ 12.02	\$ 7.21	\$ 83.77	\$ 55.23	40%	\$ 1,988.36
M470	\$ 224.00	\$ 168.00	\$ 19.51	\$ 11.76	\$ 136.73	\$ 87.27	39%	\$ 3,141.76
M440	\$ 399.00	\$ 300.00	\$ 34.73	\$ 21.00	\$ 244.27	\$ 154.73	39%	\$ 5,570.30
M570	\$ 349.00	\$ 260.00	\$ 30.31	\$ 18.20	\$ 211.49	\$ 137.51	39%	\$ 4,950.40
M670	\$ 485.08	\$ 362.00	\$ 42.08	\$ 25.34	\$ 294.58	\$ 190.50	39%	\$ 6,857.92
M4600*	\$ 769.00	\$ 575.00	\$ 66.75	\$ 40.25	\$ 468.00	\$ 301.00	39%	\$ 10,835.90
M5600*	\$1,949.00	\$1,460.00	\$ 169.08	\$ 102.20	\$1,188.72	\$ 760.28	39%	\$ 27,370.00
Cloud Small MSSP Appliance	\$ 54.00	\$ 43.00	\$ 5.40	\$ 2.65	\$ 35.15	\$ 18.85	35%	\$ 678.46
Cloud Medium MSSP Appliance	\$ 127.00	\$ 102.00	\$ 12.70	\$ 6.22	\$ 82.68	\$ 44.32	35%	\$ 1,595.63
Cloud Large MSSP Appliance	\$ 272.00	\$ 218.00	\$ 27.20	\$ 13.33	\$ 177.07	\$ 94.93	35%	\$ 3,417.41
Cloud XLarge MSSP Appliance	\$ 542.00	\$ 434.00	\$ 54.20	\$ 26.56	\$ 352.84	\$ 189.16	35%	\$ 6,809.69
FireboxV Small MSSP Appliance	\$ 54.00	\$ 43.00	\$ 5.40	\$ 2.65	\$ 35.15	\$ 18.85	35%	\$ 678.46
FireboxV Medium MSSP Appliance	\$ 127.00	\$ 101.60	\$ 12.70	\$ 6.22	\$ 82.68	\$ 44.32	35%	\$ 1,595.63
FireboxV Large MSSP Appliance	\$ 272.00	\$ 218.00	\$ 27.20	\$ 13.33	\$ 177.07	\$ 94.93	35%	\$ 3,417.41
FireboxV XLarge MSSP Appliance	\$ 542.00	\$ 434.00	\$ 54.20	\$ 26.56	\$ 352.84	\$ 189.16	35%	\$ 6,809.69
XTMv Datacenter MSSP Virtual Appliance	\$1,922.00	\$1,537.60	\$ 192.20	\$ 94.18	\$1,251.22	\$ 670.78	35%	\$ 24,148.01
XTMv Large Office MSSP Virtual Appliance	\$ 961.00	\$ 769.00	\$ 96.10	\$ 47.09	\$ 625.61	\$ 335.39	35%	\$ 12,074.00
XTMv Medium Office MSSP Virtual Appliance	\$ 294.00	\$ 235.00	\$ 29.40	\$ 14.41	\$ 191.39	\$ 102.61	35%	\$ 3,693.82
XTMv Small Office MSSP Virtual Appliance	\$ 45.00	\$ 36.00	\$ 4.50	\$ 2.21	\$ 29.30	\$ 15.71	35%	\$ 565.38
WatchGuard AP420	\$ 39.00	\$ 28.50	\$ 2.97	\$ 2.00	\$ 23.53	\$ 15.47	40%	\$ 556.92
WatchGuard AP322	\$ 30.50	\$ 22.25	\$ 2.28	\$ 1.56	\$ 18.41	\$ 12.09	40%	\$ 435.24
WatchGuard AP325	\$ 24.00	\$ 17.50	\$ 1.79	\$ 1.23	\$ 14.48	\$ 9.52	40%	\$ 342.72
WatchGuard AP125	\$ 16.00	\$ 11.75	\$ 1.22	\$ 0.82	\$ 9.71	\$ 6.29	39%	\$ 226.44
DNSWatch Go								
Authpoint MFA								

* Members earn Silver or Gold Rebates from Watchguard based upon appropriate certifications

* Members earn up to 7% of Wholesale Price from TAG when monthly volume equals \$1500; (3.5% at \$500/Month)

Authpoint Multi Factor Authentication Licenses

(Sold in 10-License Blocs)

# of Licenses	10-License Monthly MSRP	10-License Member Wholesale Cost	Less Watchguard Discount*	Less TAG Volume Rebate*	Net Member Cost After Rebates	Margin To Member Monthly	Margin Percentage Earned By Member	36 Month Margin
10 - 250	\$ 20.00	\$ 15.00	\$ 2.00	\$ 0.91	\$ 12.09	\$ 7.91	40%	\$ 284.76
260-1000	\$ 20.00	\$ 13.50	\$ 2.00	\$ 0.81	\$ 10.70	\$ 9.31	47%	\$ 334.98
> 1000	\$ 20.00	\$ 12.00	\$ 2.00	\$ 0.70	\$ 9.30	\$ 10.70	54%	\$ 385.20

DNSWatch GO

(Sold in 10-License Blocs)

# of Licenses	10-License Monthly MSRP	10-License Member Wholesale Cost	Less Watchguard Discount*	Less TAG Volume Rebate*	Net Member Cost After Rebates	Margin To Member Monthly	Margin Percentage Earned By Member	36 Month Margin
10 - 250	\$ 30.00	\$ 22.50	\$ 3.00	\$ 1.37	\$ 18.14	\$ 11.87	40%	\$ 427.14
260-1000	\$ 30.00	\$ 18.00	\$ 3.00	\$ 1.05	\$ 13.95	\$ 16.05	54%	\$ 577.80
> 1000	\$ 30.00	\$ 14.25	\$ 3.00	\$ 0.79	\$ 10.46	\$ 19.54	65%	\$ 703.35