

WatchGuard Offers Pay-as-You-Go

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WatchGuard expands the FlexPay program to include fully automated monthly billing for network security hardware and services, available on both three-year and pay-as-you-go terms.



According to the company, the subscription-based offering allows solution provider to purchase WatchGuard security hardware and services from participating distributors without commitment or upfront costs. Thus, partners can procure WatchGuard solutions in whatever best matches the way they deal with end customers, be it existing one- and three-year fixed term contracts, MSSP pre-paid points and flexible monthly payments.

“MSPs and resellers are increasingly leveraging monthly, pay-as-you-go options for their customers, but because so few vendors and distributors offer compatible purchasing structures, they’re often faced with capital bottlenecks and cash flow issues,” the company says. “As a 100% channel-focused company that’s dedicated to partner support and enablement, the new WatchGuard Subscriptions offering is designed to further simplify, streamline and strengthen how our partners do business with WatchGuard and meet their customers’ security needs.”

WatchGuard Subscriptions are available now for tabletop and rackmount Fireboxes and security services.

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