



ANZ PARTNER CONFERENCE 28th & 29th April 2016



BALI 2011



GOLD COAST 2012



FIJI 2013



MALAYSIA 2014



GOLD COAST 2015

QUEENSTOWN, NEW ZEALAND 2016

The Southern Hemisphere's leading alpine and lake resort all year round. Surrounded by majestic mountains and set on the crystal clear shores of Lake Wakatipu, the natural beauty and the unique energy of the region create the perfect backdrop for adventure, exploration and relaxation.

Join WatchGuard executives and product experts to learn the latest trends and innovations in network security. Work with the sales and marketing team to develop targeted plans and commitment to grow your business to the next level. Have the opportunity to interact and discuss business while enjoying the views of this breathtaking location.

WHO SHOULD ATTEND?

One person may attend from each WatchGuard reseller with additional representatives attending subject to purchasing a ticket (as per the additional attendees section) and space being available. Both business and technical information will be discussed. Our executives will deliver presentations on the state of the security business, WatchGuard's direction for growth in 2016, and the latest exciting products that will be heading your way. We will also be encouraging spouses to attend all activities outside the first day of conferencing at a subsidized rate as we understand that they often play a strong supporting role within your organisation. Places at this conference are limited and are subject to availability. WatchGuard Resellers and Partners in Australia and New Zealand (as well as the South Pacific Islands) are eligible to attend this conference.

WHAT WILL IT COST?

Qualified **GOLD** WatchGuardONE Partners - ANZ

Flights, ground transport, 3 nights of accommodation, conference attendance, activities and meals will be covered for one attendee.

Qualified **SILVER** WatchGuardONE Partners - ANZ

Ground transport, 3 nights of accommodation, conference attendance, activities and meals will be covered for one attendee. Flights must be purchased separately.

WatchGuardONE Partners must be certified by March 31st 2016 to be eligible for the benefits listed above.

WATCHGUARD REGISTERED RESELLERS AND ADDITIONAL ATTENDEES

Attendance can be purchased at a ticket price of \$800 AUD (Including GST) per person. This ticket price includes ground transport, 3 nights of accommodation, conference attendance, activities and meals. Flights must be purchased separately.

SPOUSES ARE WELCOME

We would also like to invite spouses to attend this conference at a cost of \$800 AUD (Including GST) including ground transport, accommodation (shared with existing attendee), activities and meals (Not including lunch on the 28th April 2016). Flights must be purchased separately. Contact us for information on payment methods and processes.



EVENT SPEAKERS



Sean Price - Vice President of Worldwide Sales, WatchGuard Technologies

Sean Price is a seasoned sales and business development executive with more than 30 years of experience building and managing high-performance direct and indirect sales organizations for high-tech, information security companies. Sean specializes in utilizing a broad range of complementary sales channels to effectively grow small to mid-sized tech companies at a rapid pace and has experience building partner programs, communities, and measurement tools, setting the foundation from which to achieve accelerated growth.



Coletta Vigh - Director of Global Channel Programs, WatchGuard Technologies

Coletta Vigh is responsible for all aspects of the WatchGuard ONE Partner Program, enabling channel Partners and internal sales teams as well as leading messaging, global program enforcement, infrastructure alignment, and benefits realization. Coletta has held channel related roles for the past 12+ years and has had the pleasure of performing technical, sales and most recently channel program roles. She will be discussing the WatchGuard ONE Partner program.



Andrew Young - Vice President of Product Management, WatchGuard Technologies

With more than 20 years of progressive experience and successful track record of leading network security, identity management, encryption, and data protection in a global enterprise software company, Andrew Young is in a position to take WatchGuard's product strategy and development to the next level. He will be discussing WatchGuard's current products as well as what we can expect to see in 2016.



David Higgins - Regional Director, WatchGuard Technologies ANZ

As the Regional Director for WatchGuard Australia and New Zealand, David Higgins drives local operations and growth. He brings more than 30 years of experience in the Technology Industry specifically through Channels and has been on the frontline during times of immense change and development. He has an extensive history in network security that includes time spent with global security organisations such as Trend Micro and Sophos.



Rob Collins - Senior Systems Engineer, WatchGuard Technologies APAC

As the Senior Systems Engineer for Asia Pacific, Rob Collins has 15 years experience in IT Security from both a vendor and end user perspective. He is an expert in the latest security trends and is the go-to-guy for technical solutions and enquiries that require an additional level of knowledge and experience. Leading the APAC Pre-Sales Engineering efforts, Rob endeavours to make selling WatchGuard as easy as possible.

Additional speakers to be confirmed.



Believe and ★ACHIEVE★ 2016



WHAT IS INVOLVED?

We have an action packed agenda for this two day conference. **Take a look!**

DAY 1 - 28th April 2016

- ★ Opening address
- ★ WatchGuard strategy and company direction
- ★ WatchGuardONE and channel programs
- ★ New product strategy & development
- ★ Lunch
- ★ Core Unified Threat Management
- ★ Interactive workshops
- ★ Voice of the customer – Success story
- ★ Secure wireless
- ★ Awards dinner reception

DAY 2 - 29th April 2016

- ★ Shover Jet
- ★ Skyline Gondola
- ★ Buffet lunch
- ★ Skyline Luge
- ★ TSS Earnslaw Steamship on Lake Wakatipu
- ★ Farmstead dinner



Fly in on Wednesday the 27th April 2016 | Fly out on Saturday the 30th April 2016

REGISTER NOW

We look forward to your attendance at the WatchGuard Australia & New Zealand Partner Conference in Queenstown, New Zealand.



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www.watchguard.com