

# 2010 Web Security Gateway Pricing – USD (NA & Canada)

Effective : March 1, 2010

Pricing Per Seat												
Range units Band	250-299 50's G	300-399 100's H	400-499 100's I	500-599 100's J	600-699 100's K	700-799 100's L	800-899 100's M	900-999 100's N	1,000 100's O	1,001-2,500 100's P	2,501-5,000 100's Q	5,001-10,000 100's R
WebSense Web Security Gateway <sup>1</sup>	\$52.24	\$52.24	\$52.24	\$43.00	\$42.00	\$42.00	\$41.00	\$41.00	\$41.00	\$38.00	\$36.00	\$34.00
WebSense Web Security Gateway Anywhere <sup>1</sup>	\$65.30	\$65.30	\$65.30	\$53.75	\$52.50	\$52.50	\$51.25	\$51.25	\$51.25	\$47.50	\$45.00	\$42.50
Range Band	250-10,000 X											
WebSense V5000 G2 Appliance	\$5,995.00											
WebSense V5000 G2 Appliance NFR	\$2,995.00											
WebSense V5000 G2 Appliance Warranty	Free of Charge <sup>2,3</sup>											
WebSense V10000 G2 Appliance	\$16,000.00											
WebSense V10000 G2 Appliance NFR	\$8,000.00											
WebSense V10000 G2 Appliance Warranty	Free of Charge <sup>2,4</sup>											
Technical Support												
Range Band	250-1,000 X									1,001-10,000 Y		
Premium Support - Web	\$3,000.00									15% of Total Product Net Price – Minimum \$3,000.00		

<sup>1</sup> For WebSense Web Security Gateway and WebSense Web Security Gateway Anywhere, WebSense requires the purchase of Premium Support - Web. For customers over 10,000, WebSense recommends the purchase of Mission Critical Support.

<sup>2</sup> WebSense V5000 G2 Appliance Warranty and WebSense V10000 G2 Appliance Warranty is Free of Charge for 36 months.

<sup>3</sup> WebSense V5000 G2 Warranty includes Next Business Day Support.

<sup>4</sup> WebSense V10000 G2 Standard Warranty includes 4-hour Support.

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the WebSense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Orders for subscriptions up to 299 users may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your WebSense sales representative.

#### Renewals

Same list prices as above.

#### Premium Support - Web

No multi-year discounts apply.

#### High Availability/ Redundant Keys

There is a 25% additional charge for customers that have purchased multiple copies of WebSense software to accommodate high availability, redundancy or load sharing. This only applies to Web Security Gateway and Web Security Gateway Anywhere software.

#### Upgrades or Changes to Existing Subscriptions

Call your WebSense sales representative.

#### Multi-year Discounts

15% for 2 years, 20% for 3 years. This only applies to Web Security Gateway and Web Security Gateway Anywhere software.

#### Educational Institutions

30% discount off total subscription price. This only applies to Web Security Gateway and Web Security Gateway Anywhere software.

## Building a Part Number

① Product Name	Part #
Websense Web Security Gateway	WSG
Websense Web Security Gateway Anywhere	WSGA
Websense V5000 G2 Appliance	V5KG2
Websense V5000 G2 Appliance NFR	V5KG2N
Websense V5000 G2 Appliance Warranty	V5KG2W
Websense V10000 G2 Appliance	V10KG2
Websense V10000 G2 Appliance NFR	V10KG2N
Websense V10000 G2 Appliance Warranty	V10KG2W
Premium Support – Web	PSW

③ Market	Product Part #	Appliance Part #	
Business	CP	XX	
Education	SC	XX	
④ Subscription Duration	Product Part #	Appliance/NFR Part #	Appliance Warranty Part #
Length of Subscription	# of months (two-digit format)	XX	36
⑤ Type of Order	Product Part #	Appliance Part #	
New	N	N	
Renew	R	Not Applicable	
Additional Seats	S	Not Applicable	
Migration	M	Not Applicable	

② User Band	Product Part #	Appliance Part #	Support Part #
250 - 299	G	X	X
300 - 399	H		
400 - 499	I		
500 - 599	J		
600 - 699	K		
700 - 799	L		
800 - 899	M		
900 - 999	N		
1,000	O		
1,001 - 2,500 *	P		
2,501 - 5,000 *	Q		
5,001 - 10,000 *	R		

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See example below.

\* For orders in excess of 1,000 seats, please use the designated part number for the appropriate seat band and enter the precise number of seats in increments of 100 on the order.

### EXAMPLE

Websense Web Security Gateway for a three year period. Your client is a business consisting of 600 employees and is a new customer.

- ① Websense Web Security Gateway = **WSG**
- ② 600 Seats = **K**
- ③ Business Market = **CP**
- ④ 36-month Subscription = **36**
- ⑤ Type of Order = **N**

**Part Number**      **WSG-K-CP36-N**

Websense V10000 G2 Appliance Warranty to be added to the order above.

- ① Websense V10000 G2 Appliance Warranty = **V10KG2W**
- ② 600 Seats = **X**
- ③ Business Market = **XX**
- ④ 36-month Subscription = **36**
- ⑤ Type of Order = **N**

**Part Number**      **V10KG2W-X-XX36-N**

For more information visit [www.channel.websense.com](http://www.channel.websense.com), email [partner-intl@websense.com](mailto:partner-intl@websense.com).

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**Italy** [websense.it](http://websense.it)  
**Japan** [websense.jp](http://websense.jp)

**Mexico** [websense.com/latam](http://websense.com/latam)  
**PRC** [prc.websense.com](http://prc.websense.com)  
**Spain** [websense.com.es](http://websense.com.es)  
**Sweden** [websense.com](http://websense.com)  
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