

Region: US (\$)   
 Currency: US Dollars

Price per user

**One Year Subscription Pricing**

SUBSCRIPTION SERVICES	5-9	10-14	15-24	25-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
Enterprise Security and Control	n/a	n/a	n/a	n/a	n/a	74.75	62.50	50.00	41.75	33.25
Endpoint Security and Control	124.75	93.75	73.00	57.25	49.75	43.00	35.75	28.75	24.00	19.25
Endpoint Security and Data Protection	n/a	112.50	87.75	68.75	59.75	51.75	43.00	34.50	29.00	24.25
Email Security and Control [1]	91.00	68.25	53.25	41.75	36.50	31.25	26.00	21.00	17.50	14.00
Web Security and Control [2]	n/a	n/a	n/a	n/a	n/a	41.00	34.25	27.50	23.00	18.25
Sophos NAC Advanced	n/a	n/a	n/a	n/a	n/a	37.50	31.25	25.00	21.00	16.75

**ADD-ONS**

Exchange add-on (AV only) [3]	10.50	8.00	6.25	5.00	4.25	3.75	3.00	2.50	2.00	1.75
Domino add-on (AV only) [4]	34.75	26.00	20.25	16.00	14.00	12.00	10.00	8.00	6.75	5.50
Domino add-on (AV,AS,content) [4]	64.25	48.25	37.50	29.50	25.75	22.00	18.50	14.75	12.25	10.00
SafeGuard Device Encryption add-on [5]	n/a	18.75	14.75	11.50	10.00	8.75	7.25	5.75	5.00	5.00

[1] Use of these licenses on an email appliance requires the additional purchase of at least one email appliance, detailed below.

[2] Requires the additional purchase of at least one web appliance, detailed below.

[3] 'Exchange add-on (AV only)' is available for Endpoint Security and Control, and cannot be sold standalone.

[4] 'Domino add-on (AV only)' and 'Domino add-on (AV,AS,content)' are available for Endpoint Security and Control, Email Security and Control and Enterprise Security and Control, and cannot be sold standalone.

[5] 'SafeGuard Device Encryption add-on' must match number of users of corresponding subscription service(s), and cannot be sold standalone. Includes SafeGuard Disk Encryption and SafeGuard PrivateCrypto. Minimum 1 year term.

INDIVIDUAL PRODUCTS	5-9	10-14	15-24	25-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
SAV Interface	39.75	29.75	23.25	18.25	15.00	12.00	10.00	8.00	6.75	5.50
Sophos NAC Advanced Informant Server	n/a	n/a	n/a	n/a	n/a	5.75	4.75	3.75	3.25	2.50
Sophos NAC Quickscan service (one time only)	2,000.00									

**Price per Server**

SERVER ONLY LICENSES	1	2-4	5-9	10-24	25-49	50+
Sophos Anti-Virus - Server Only - Windows	936.00	728.00	468.00	374.00	312.00	249.00
Sophos Anti-Virus - Server Only - Linux/Unix	1,871.00	1,455.00	936.00	748.00	624.00	499.00

**Options and Discounts**

MULTI-YEAR LICENSES	2 yrs	3 yrs	4 yrs	5 yrs
For multi-year licenses, multiply the first year base price by the following factor:	1.5	2.0	2.5	3.0

**MULTI-BUY DISCOUNTS**

**Combined service discount**

When buying two subscription services co-terminated, both services are discounted at

25%

**Additional service discount**

When adding a new subscription service, co-terminated new services discounted at

25%

TECHNICAL SUPPORT OPTIONS	% of Subscription	License term minimums				
		1 yr	2 yrs	3 yrs	4 yrs	5 yrs
Premium Support	15%	3,500	5,250	7,000	8,750	10,500
Platinum Support	25%	16,500	24,750	33,000	41,250	49,500
Half Day Professional Services		n/a				
One Day Professional Services		2,280				

**SECTOR DISCOUNTS**

Sector Discount	Education	Government	Non-profit / Charity
	30%	30%	30%

See Sophos Pricing Guidelines attached.

**Sophos Enterprise Price List February 23, 2009**

Region: US (\$)
   
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**Perpetual License and Appliance Pricing**

**SOPHOS SECURITY APPLIANCES**

Model	Per Appliance	One Year Warranty Extension	Model	Per Appliance	One Year Warranty Extension
ES1000 Email Appliance [6]	3295.00	500.00	WS1000 Web Appliance [7]	4500.00	675.00
ES5000 Email Appliance [6]	7995.00	1200.00			
ES8000 Email Appliance [6]	13995.00	2100.00			

[6] Requires Sophos Email Security and Control license, minimum 75 users  
 [7] Requires Sophos Web Security and Control license, minimum 100 users

**Price per machine**

SAFEGUARD ENTERPRISE	CD only	5 pack	10-19	20-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
SafeGuard Enterprise Bundle [8]	15.00	n/a	n/a	n/a	n/a	n/a	90.00	84.00	78.00	73.00
SafeGuard Management Center	15.00	n/a	n/a	n/a	21.50	20.00	19.00	17.60	16.30	15.30
SafeGuard Device Encryption	15.00	590.00	111.00	107.00	102.00	95.00	90.00	84.00	78.00	73.00
SafeGuard BitLocker Client	15.00	n/a	n/a	n/a	34.00	32.00	30.00	28.00	26.00	24.00
SafeGuard Data Exchange	15.00	156.50	28.10	27.00	25.80	24.00	22.80	21.10	19.60	18.30
SafeGuard Configuration Protection	15.00	n/a	n/a	n/a	16.10	15.00	14.20	13.20	12.30	11.50

**SAFEGUARD ENTERPRISE MIDDLEWARE**

SafeGuard Enterprise Middleware Package / Generic			n/a	n/a	5.40	5.00	4.70	4.40	4.10	3.80
SafeGuard Enterprise Middleware Package / AET SafeSign [9]			n/a	n/a	5.40	5.00	4.70	4.40	4.10	3.80
SafeGuard Enterprise Middleware Package / AET SafeSign			[9]	[9]	[9]	[9]	[9]	[9]	[9]	[9]
SafeGuard Enterprise Middleware Package / Charismathics			n/a	n/a	5.40	5.00	4.70	4.40	4.10	3.80

[8] This is a special Sophos package consisting of Safeguard Device Encryption, Safeguard Management Center and 1 year maintenance. Minimum of 400 machines encrypted required.  
 To apply for the multibuy discount, the SafeGuard Enterprise Bundle license quantity must be at least 40% of the size of the Endpoint Security and Control or Enterprise Security and Control license.  
 [9] If the customer already has the AET Safesign middleware, there is no additional charge for the Safeguard Enterprise middleware.

SafeGuard Product Updates and Support	1 yr	2 yrs	3 yrs
Standard Support (24/7) and Updates	20%	38%	54%
Premium Support and Updates	25%	48%	69%
Platinum Support and Updates	35%	68%	99%

Note: This is a percentage of the Perpetual License price. All Perpetual Licenses require at least Standard Support to be purchased

Product Updates and Support for SafeGuard Enterprise Bundle only	1 yr	2 yrs	3 yrs
Standard Support (24/7) and Updates	Included	19%	36%
Premium Support and Updates	5%	29%	50%
Platinum Support and Updates	15%	48%	77%

Note: This is a percentage of the Perpetual License price

**MULTI-BUY DISCOUNTS**

Combined product discount	Co-terminating product
Endpoint Security and Control or Enterprise Security andn Control with Safeguard Enterprise Encryption Bundle	Add Safeguard Enterprise Bundle to Endpoint Security andn Control or Enterprise Security and Control
Both elements discounted at 25%	Bundle discounted at 25%

Enterprise Middleware Package / Generic

Supported Middleware Vendors	Middleware
ActivIdentity	ActivClient
Aladdin	PKI Client
A-Trust	a.sign
RSA	Authentication Client
Siemens	CardOS API

Enterprise Middleware Package / Charismathics

Supported Card Operating Systems	Format	Type
Siemens CardOS	CSSI	ISO 7816
Charismathics click'n'crypt		
Eutron Cryptoidentity ITSEC		I, I/64
Eutron OTP Sign		
Vasco Digipass 860		

Enterprise Middleware Package / AET

Supported Card Operating Systems	Format	Type
G+D StarCOS SPK 2.3, SPK 3	PKCS#15	ISO 7816
G+D Sma@rtCafé	PKCS#15	JavaCard
Gemalto Cyberflex	PKCS#15	JavaCard
Gemalto GemXpresso	PKCS#15	JavaCard
IBM JCOP 20, 21id, 30, 41	PKCS#15	JavaCard
Oberthur CosmopolIC	PKCS#15	JavaCard
Oberthur IDone	PKCS#15	JavaCard
Orga JCOP 20, 30	PKCS#15	JavaCard
KeyCorp MultOS 4.2	PKCS#15	MultOS

  

Supported USB Tokens	Format	Type
Eutron Cryptoidentity ITSEC		P, FIPS
MARX CryptToken		

See Sophos Pricing Guidelines attached.

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Price per user

SUBSCRIPTION SERVICES		5-9	10-14	15-24	25-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
<b>Enterprise Security and Control</b>											
<i>Includes: Sophos Endpoint Security Control, Sophos Email Security and Control, Sophos Web Security and Control</i>											
	<b>1 year</b>	n/a	n/a	n/a	n/a	n/a	74.75	62.50	50.00	41.75	33.25
	<b>2 years</b>	n/a	n/a	n/a	n/a	n/a	112.13	93.75	75.00	62.63	49.88
	<b>3 years</b>	n/a	n/a	n/a	n/a	n/a	149.50	125.00	100.00	83.50	66.50
	<b>4 years</b>	n/a	n/a	n/a	n/a	n/a	186.88	156.25	125.00	104.38	83.13
	<b>5 years</b>	n/a	n/a	n/a	n/a	n/a	224.25	187.50	150.00	125.25	99.75
<b>Endpoint Security and Control</b>											
<i>Includes: Sophos Anti-Virus (anti-virus, anti-spyware, PUA detection, HIPS, application control) , Sophos Client Firewall, Sophos Mobile Security, SAV for NetApp Filers, Enterprise Console, Sophos NAC, DHCP Server Module</i>											
	<b>1 year</b>	124.75	93.75	73.00	57.25	49.75	43.00	35.75	28.75	24.00	19.25
	<b>2 years</b>	187.13	140.63	109.50	85.88	74.63	64.50	53.63	43.13	36.00	28.88
	<b>3 years</b>	249.50	187.50	146.00	114.50	99.50	86.00	71.50	57.50	48.00	38.50
	<b>4 years</b>	311.88	234.38	182.50	143.13	124.38	107.50	89.38	71.88	60.00	48.13
	<b>5 years</b>	374.25	281.25	219.00	171.75	149.25	129.00	107.25	86.25	72.00	57.75
<b>Endpoint Security and Data Protection</b>											
<i>Includes: Endpoint Security and Control, SafeGuard Disk Encryption and SafeGuard PrivateCrypto.</i>											
	<b>1 year</b>	n/a	112.50	87.75	68.75	59.75	51.75	43.00	34.50	29.00	24.25
	<b>2 years</b>	n/a	168.75	131.63	103.13	89.63	77.63	64.50	51.75	43.50	36.38
	<b>3 years</b>	n/a	225.00	175.50	137.50	119.50	103.50	86.00	69.00	58.00	48.50
	<b>4 years</b>	n/a	281.25	219.38	171.88	149.38	129.38	107.50	86.25	72.50	60.63
	<b>5 years</b>	n/a	337.50	263.25	206.25	179.25	155.25	129.00	103.50	87.00	72.75
<b>Email Security and Control</b>											
<i>Includes: Licenses for Anti-spam, Anti-virus and Email Policy using Sophos PureMessage Exchange[10], SAV Interface, Sophos Email Appliances Software [11], Sophos PureMessage UNIX [12]</i>											
	<b>1 year</b>	91.00	68.25	53.25	41.75	36.50	31.25	26.00	21.00	17.50	14.00
	<b>2 years</b>	136.50	102.38	79.88	62.63	54.75	46.88	39.00	31.50	26.25	21.00
	<b>3 years</b>	182.00	136.50	106.50	83.50	73.00	62.50	52.00	42.00	35.00	28.00
	<b>4 years</b>	227.50	170.63	133.13	104.38	91.25	78.13	65.00	52.50	43.75	35.00
	<b>5 years</b>	273.00	204.75	159.75	125.25	109.50	93.75	78.00	63.00	52.50	42.00
<b>Web Security and Control</b>											
<i>Includes: Sophos Web Security Appliance Software (minimum of 100 users)</i>											
	<b>1 year</b>	n/a	n/a	n/a	n/a	n/a	41.00	34.25	27.50	23.00	18.25
	<b>2 years</b>	n/a	n/a	n/a	n/a	n/a	61.50	51.38	41.25	34.50	27.38
	<b>3 years</b>	n/a	n/a	n/a	n/a	n/a	82.00	68.50	55.00	46.00	36.50
	<b>4 years</b>	n/a	n/a	n/a	n/a	n/a	102.50	85.63	68.75	57.50	45.63
	<b>5 years</b>	n/a	n/a	n/a	n/a	n/a	123.00	102.75	82.50	69.00	54.75
<b>Sophos NAC Advanced</b>											
<i>Includes: Sophos NAC Advanced user licenses, Policy Server licenses and DHCP Server Module</i>											
	<b>1 year</b>	n/a	n/a	n/a	n/a	n/a	37.50	31.25	25.00	21.00	16.75
	<b>2 years</b>	n/a	n/a	n/a	n/a	n/a	56.25	46.88	37.50	31.50	25.13
	<b>3 years</b>	n/a	n/a	n/a	n/a	n/a	75.00	62.50	50.00	42.00	33.50
	<b>4 years</b>	n/a	n/a	n/a	n/a	n/a	93.75	78.13	62.50	52.50	41.88
	<b>5 years</b>	n/a	n/a	n/a	n/a	n/a	112.50	93.75	75.00	63.00	50.25

**Notes**

- [10] Sophos PureMessage Notes available via Domino add-on
- [11] Minimum of 75 users required
- [12] Minimum of 25 users required

See Sophos Pricing Guidelines attached.

**Sophos Enterprise Price List February 23, 2009**

Region: US (\$)   
 Currency: US Dollars

Price per user

COMBINED SUBSCRIPTION SERVICES		5-9	10-14	15-24	25-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
<b>Enterprise Security and Control with NAC Advanced</b>											
<i>Includes: Enterprise Security and Control, Sophos NAC Advanced</i>											
1 year	n/a	n/a	n/a	n/a	n/a	n/a	99.25	82.75	66.25	55.25	44.25
2 years	n/a	n/a	n/a	n/a	n/a	n/a	148.88	124.13	99.38	82.88	66.38
3 years	n/a	n/a	n/a	n/a	n/a	n/a	198.50	165.50	132.50	110.50	88.50
4 years	n/a	n/a	n/a	n/a	n/a	n/a	248.13	206.88	165.63	138.13	110.63
5 years	n/a	n/a	n/a	n/a	n/a	n/a	297.75	248.25	198.75	165.75	132.75
<b>Endpoint Security and Control with NAC Advanced</b>											
<i>Includes: Endpoint Security and Control, Sophos NAC Advanced</i>											
1 year	n/a	n/a	n/a	n/a	n/a	n/a	60.25	50.25	40.25	33.50	26.75
2 years	n/a	n/a	n/a	n/a	n/a	n/a	90.38	75.38	60.38	50.25	40.13
3 years	n/a	n/a	n/a	n/a	n/a	n/a	120.50	100.50	80.50	67.00	53.50
4 years	n/a	n/a	n/a	n/a	n/a	n/a	150.63	125.63	100.63	83.75	66.88
5 years	n/a	n/a	n/a	n/a	n/a	n/a	180.75	150.75	120.75	100.50	80.25
<b>Endpoint and Email Security and Control</b>											
<i>Includes: Endpoint Security and Control, Email Security and Control</i>											
1 year	162.00	121.50	94.50	74.25	64.50	55.50	46.25	37.00	31.00	24.75	
2 years	243.00	182.25	141.75	111.38	96.75	83.25	69.38	55.50	46.50	37.13	
3 years	324.00	243.00	189.00	148.50	129.00	111.00	92.50	74.00	62.00	49.50	
4 years	405.00	303.75	236.25	185.63	161.25	138.75	115.63	92.50	77.50	61.88	
5 years	486.00	364.50	283.50	222.75	193.50	166.50	138.75	111.00	93.00	74.25	
<b>Endpoint Security and Control with Exchange add-on (AV only)</b>											
<i>Includes: Endpoint Security and Control, Exchange add-on (AV only)</i>											
1 year	135.25	101.50	79.00	62.00	54.00	46.50	38.75	31.00	25.75	20.75	
2 years	202.88	152.25	118.50	93.00	81.00	69.75	58.13	46.50	38.63	31.13	
3 years	270.50	203.00	158.00	124.00	108.00	93.00	77.50	62.00	51.50	41.50	
4 years	338.13	253.75	197.50	155.00	135.00	116.25	96.88	77.50	64.38	51.88	
5 years	405.75	304.50	237.00	186.00	162.00	139.50	116.25	93.00	77.25	62.25	
<b>Endpoint Security and Control with Domino add-on (AV only)</b>											
<i>Includes: Endpoint Security and Control, Domino add-on (AV only)</i>											
1 year	159.50	119.75	93.00	73.25	63.75	54.75	45.75	36.50	30.50	24.50	
2 years	239.25	179.63	139.50	109.88	95.63	82.13	68.63	54.75	45.75	36.75	
3 years	319.00	239.50	186.00	146.50	127.50	109.50	91.50	73.00	61.00	49.00	
4 years	398.75	299.38	232.50	183.13	159.38	136.88	114.38	91.25	76.25	61.25	
5 years	478.50	359.25	279.00	219.75	191.25	164.25	137.25	109.50	91.50	73.50	
<b>Endpoint Security and Control with Domino add-on (AV,AS,content)</b>											
<i>Includes: Endpoint Security and Control, Domino add-on (AV,AS,content)</i>											
1 year	155.25	116.50	90.50	71.25	62.00	53.25	44.50	35.50	29.75	23.75	
2 years	232.88	174.75	135.75	106.88	93.00	79.88	66.75	53.25	44.63	35.63	
3 years	310.50	233.00	181.00	142.50	124.00	106.50	89.00	71.00	59.50	47.50	
4 years	388.13	291.25	226.25	178.13	155.00	133.13	111.25	88.75	74.38	59.38	
5 years	465.75	349.50	271.50	213.75	186.00	159.75	133.50	106.50	89.25	71.25	
<b>Endpoint and Web Security and Control</b>											
<i>Includes: Endpoint Security and Control, Web Security and Control</i>											
1 year	n/a	n/a	n/a	n/a	n/a	n/a	63.00	52.50	42.00	35.00	28.00
2 years	n/a	n/a	n/a	n/a	n/a	n/a	94.50	78.75	63.00	52.50	42.00
3 years	n/a	n/a	n/a	n/a	n/a	n/a	126.00	105.00	84.00	70.00	56.00
4 years	n/a	n/a	n/a	n/a	n/a	n/a	157.50	131.25	105.00	87.50	70.00
5 years	n/a	n/a	n/a	n/a	n/a	n/a	189.00	157.50	126.00	105.00	84.00
<b>Email and Endpoint Security and Data Protection</b>											
<i>Includes: Endpoint Security and Data Protection, Email Security and Control</i>											
1 year	n/a	121.50	94.75	74.25	64.75	55.75	46.50	37.50	31.25	25.00	
2 years	n/a	182.25	142.13	111.38	97.13	83.63	69.75	56.25	46.88	37.50	
3 years	n/a	243.00	189.50	148.50	129.50	111.50	93.00	75.00	62.50	50.00	
4 years	n/a	303.75	236.88	185.63	161.88	139.38	116.25	93.75	78.13	62.50	
5 years	n/a	364.50	284.25	222.75	194.25	167.25	139.50	112.50	93.75	75.00	
<b>Web and Endpoint Security and Data Protection</b>											
<i>Includes: Endpoint Security and Data Protection, Web Security and Control</i>											
1 year	n/a	n/a	n/a	n/a	n/a	n/a	69.75	58.00	46.50	39.00	32.00
2 years	n/a	n/a	n/a	n/a	n/a	n/a	104.63	87.00	69.75	58.50	48.00
3 years	n/a	n/a	n/a	n/a	n/a	n/a	139.50	116.00	93.00	78.00	64.00
4 years	n/a	n/a	n/a	n/a	n/a	n/a	174.38	145.00	116.25	97.50	80.00
5 years	n/a	n/a	n/a	n/a	n/a	n/a	209.25	174.00	139.50	117.00	96.00
<b>Web and Email Security and Control</b>											
<i>Includes: Sophos Web Security and Control, Email Security and Control</i>											
1 year	n/a	n/a	n/a	n/a	n/a	n/a	54.25	45.25	36.25	30.25	24.25
2 years	n/a	n/a	n/a	n/a	n/a	n/a	81.38	67.88	54.38	45.38	36.38
3 years	n/a	n/a	n/a	n/a	n/a	n/a	108.50	90.50	72.50	60.50	48.50
4 years	n/a	n/a	n/a	n/a	n/a	n/a	135.63	113.13	90.63	75.63	60.63
5 years	n/a	n/a	n/a	n/a	n/a	n/a	162.75	135.75	108.75	90.75	72.75

See Sophos Pricing Guidelines attached.

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Region: US (\$)   
 Currency: US Dollars

Price per user

INDIVIDUAL PRODUCTS		5-9	10-14	15-24	25-49	50-99	100-199	200-499	500-999	1,000- 1,999	2,000- 4,999
<b>SAV Interface</b>											
	<b>1 year</b>	39.75	29.75	23.25	18.25	15.00	12.00	10.00	8.00	6.75	5.50
	<b>2 years</b>	59.63	44.63	34.88	27.38	22.50	18.00	15.00	12.00	10.13	8.25
	<b>3 years</b>	79.50	59.50	46.50	36.50	30.00	24.00	20.00	16.00	13.50	11.00
	<b>4 years</b>	99.38	74.38	58.13	45.63	37.50	30.00	25.00	20.00	16.88	13.75
	<b>5 years</b>	119.25	89.25	69.75	54.75	45.00	36.00	30.00	24.00	20.25	16.50
<b>Sophos NAC Advanced Informant Server</b>											
<i>Adds NAC Informant Reporting Server licenses to Sophos NAC Advanced</i>											
	<b>1 year</b>	n/a	n/a	n/a	n/a	n/a	5.75	4.75	3.75	3.25	2.50
	<b>2 years</b>	n/a	n/a	n/a	n/a	n/a	8.63	7.13	5.63	4.88	3.75
	<b>3 years</b>	n/a	n/a	n/a	n/a	n/a	11.50	9.50	7.50	6.50	5.00
	<b>4 years</b>	n/a	n/a	n/a	n/a	n/a	14.38	11.88	9.38	8.13	6.25
	<b>5 years</b>	n/a	n/a	n/a	n/a	n/a	17.25	14.25	11.25	9.75	7.50
<b>Quickscan Service</b>											
<b>Sophos NAC Quickscan service</b>	<b>1 time only</b>	2000.00									

SERVER-ONLY LICENSES		Price per Server					
Term	1	2-4	5-9	10-24	25-49	50+	
<b>Sophos Anti-Virus - Server Only - Windows</b>							
<i>Includes SAV and SAVI licenses for use on INTERNAL servers. Only for use in situations where user counts cannot be obtained. Not for use with OEM or ISP licenses.</i>							
<b>1 year</b>	936.00	728.00	468.00	374.00	312.00	249.00	
<b>2 years</b>	1404.00	1092.00	702.00	561.00	468.00	373.50	
<b>3 years</b>	1872.00	1456.00	936.00	748.00	624.00	498.00	
<b>4 years</b>	2340.00	1820.00	1170.00	935.00	780.00	622.50	
<b>5 years</b>	2808.00	2184.00	1404.00	1122.00	936.00	747.00	
<b>Sophos Anti-Virus - Server Only - Linux/Unix</b>							
<i>Includes SAV and SAVI licenses for use on INTERNAL servers. Only for use in situations where user counts cannot be obtained. Not for use with OEM or ISP licenses.</i>							
<b>1 year</b>	1871.00	1455.00	936.00	748.00	624.00	499.00	
<b>2 years</b>	2806.50	2182.50	1404.00	1122.00	936.00	748.50	
<b>3 years</b>	3742.00	2910.00	1872.00	1496.00	1248.00	998.00	
<b>4 years</b>	4677.50	3637.50	2340.00	1870.00	1560.00	1247.50	
<b>5 years</b>	5613.00	4365.00	2808.00	2244.00	1872.00	1497.00	
<b>SAV Interface - Server Only</b>							
<b>1 year</b>	936.00	728.00	468.00	374.00	312.00	249.00	
<b>2 years</b>	1404.00	1092.00	702.00	561.00	468.00	373.50	
<b>3 years</b>	1872.00	1456.00	936.00	748.00	624.00	498.00	
<b>4 years</b>	2340.00	1820.00	1170.00	935.00	780.00	622.50	
<b>5 years</b>	2808.00	2184.00	1404.00	1122.00	936.00	747.00	

See Sophos Pricing Guidelines attached.

## Sophos Pricing Guidelines

This price list is confidential to Sophos and its partners, and should not be distributed per the nondisclosure terms in our partnership agreement.

### Current Release

All quotes/proposals issued by Sophos staff from the date on the cover sheet of this document must be based on this price list.

Quotes/proposals issued prior to this date will be honored for 30 days from the date of quote/proposal.

### General Subscription Pricing and Licensing Guidelines

- Local taxes are not included in the price.
- All subscription licenses include 24/7 technical support, management/reporting tools, and product updates.
- All prices are per User License for the number of years stated. The number of User Licenses is calculated by taking the number of Users deriving benefit from the licensed product, regardless of which Computers, mobile devices, or virtual machines are running the product. Customers in education and health industries may alternatively calculate User Licenses as 2) the number of Computers protected OR 3) for email only: the number of mailboxes protected.
- The terms "Computer", "User", "Server", "User License", "Server License" are defined in the current EULA.
- If more than 25% of the total number of Computers running SAV or Endpoint Security and Control software are Servers, these Servers must be protected by a SAV Server Only license.
- Server-only pricing covers servers used for internal business purposes. If servers provide services for third parties the customer must purchase an application service provider license.
- If customers purchase Server Licenses for use on virtual servers (VMWare etc.) then they must purchase one license for each concurrent running instance of SAV. For example if SAV is running concurrently on 5 virtual servers on a single physical server, then 5 licenses are needed.
- All SAVI orders must include details of which third party products SAVI will run on. A separate SAVI license is needed for each new application (e.g. web, email).
- The sector discounted price is calculated as: the total license price x (1- sector discount percentage). The same sector discount percentage is applied to all Sophos subscription licenses.
- The standard sector discount and multi-year discounts apply to the NAC Advanced per user and NAC Advanced Informant per user licenses.

- Licenses over 5 years in length (including any free or competitive upgrade period) need pre-approval from Sophos pricing committee.
- Minimum order size is E50 or equivalent in local currency unless order is placed through Sophos Online Ordering system.
- Combined service discounts only apply to the Security & Control services or Security and Data Protection services; they do not apply to combinations of individual products or individual products with Security & Control services.
- Customers may purchase different services at different user counts (1000 endpoint & 5000 email etc) but will only get the multi-product discounts for the number of common/shared users. The user bands used will be set for the individual products.
- Pricing for purchases for 5,000 users or more are available. Please contact your Sophos representative directly for deal-specific pricing.
- The sector discount for Sophos Small Business Solutions is 10%. This applies to all regions and all sectors.

### Sophos NAC Advanced

**TOTAL PRICE = SOPHOS NAC ADVANCED PER USER LICENSE (priced per user) + QUANTITY OF INFORMANT MODULE LICENCES REQUIRED (priced per user)**

- All Sophos NAC prices are per user license per year and the minimum number of licenses sold is 100.
- Sophos NAC Advanced Policy Server licenses are included with the Sophos NAC Advanced user licenses. A minimum of 1 policy server will be required for any Sophos NAC Advanced installation but the total number will depend upon the network environment.
- There is an additional per user charge for each installation of the Sophos NAC Informant Module software. The number of Informant Module licenses will depend on the number of broadcast domains.
- Sophos NAC Advanced can be purchased independently of any other Sophos product.
- The customer is purchasing a license to use the software for the duration of the contract.
- Licenses over 5 years in length (including any free or competitive upgrade period) need pre-approval from the pricing committee.

- The sector discounted price is calculated as: total price of all NAC user and server licenses x (1- NAC sector discount percentage).
- The standard sector discount and multi-year discounts apply to the NAC Advanced per user and NAC Advanced Informant per user licenses.
- Quickscan is a service provided by Sophos to show the compliance state of prospect networks. It should be used as a sales tool.

### Sophos Appliance Pricing Guidelines

**TOTAL PRICE = HARDWARE PRICE (per hardware unit) + LICENSE PRICE (based on number of users)**

- Hardware Pricing Includes: Hardware unit, 3-year advance replacement hardware warranty, shipping from nearest Sophos distribution center.
- Price does not include premium or platinum support, local taxes or customs/duties.
- Channel partner discounts are at the regional Sophos sales team's discretion - to a maximum of 35% (30% in Australia and North America).
- Discounts on multiple-unit sales of the WS1000 are at the regional Sophos sales team's discretion.
- Sector discounts can ONLY be applied to licenses on appliances products. No sector discounts apply to the appliance hardware.
- Appliance software licensing covers all the hardware units owned by the customer. i.e. If a customer has 500 users they need software licenses for 500 users to cover however many appliances they purchase.
- Appliances are sold with a 3 year warranty included. An additional 4th year warranty is also offered on some models at an additional one time charge.
- The ES4000 hard drive (ES4000 146GB HDD FRU unit) and power supply (ES4000 Power Supply FRU unit) are field replaceable and may be sold to customers piecemeal If customers need to hold spare parts, need parts outside of warranty, or need to be billed for shipping back incomplete units. Pricing for these units are available upon request.
- Existing Customers (including PMU, PMWE, MM, SAVI licensees) may not be used on the appliances. However, existing customers using any Sophos gateway product qualify for a pro-

## Sophos Pricing Guidelines

rated credit based on the remaining value of the products already licensed.

10. Customers purchasing email or web appliances should expect to purchase new appliances at the time their warranty expires.

### Sophos Appliance Guidelines for Extending Warranty

The following policy provides options for customers reaching the end of their 3-year hardware warranty:

#### Option 1:

- Sell the customer a 1-year advance replacement warranty extension.
- This extension is a short-term method of deferring the hardware replacement decision. The customer should be encouraged to replace their hardware within the year.
- The 1-year warranty extension must be purchased before the existing 3-year warranty expires.
- No additional extensions will be allowed (i.e. the longest warranty we will ever provide is the 3-year original warranty + the 1-year extension).
- The appliance serial number (e.g. NNGxxxxxxxx) will need to be entered into Pivotal at the time the warranty extension is sold.
- Software will be guaranteed to run on all appliances covered by a hardware warranty.

#### Option 2:

- The customer can continue running licenses on out-of-warranty hardware.
- Sophos will continue to provide Managed Appliance monitoring services, however if the hardware fails, the customer will need to purchase new hardware to replace it.
- Software is not guaranteed to run on out-of-warranty appliances.

### Endpoint Security and Data Protection Guidelines

- Sophos Endpoint Security and Data Protection (ESDP) is focused on customers less than 1000 users, but available to customers of all sizes.

- Customers can only purchase ESDP or Endpoint Security for their entire estate.
- At the end of the subscription period, ESDP customers will be able to renew, or cancel and remove the encryption from their machines, or purchase a perpetual license for SafeGuard Enterprise.

### SafeGuard Enterprise Software Guidelines

1. No sector discounts apply to SafeGuard Software Licenses
2. A multibuy discount is offered on the SafeGuard Enterprise Bundle when it is bought in conjunction with, or by an existing customer of Endpoint or Enterprise Security and Control. To apply for the multibuy discount, the SafeGuard Enterprise Bundle license quantity must be at least 40% of the size of the Endpoint or Enterprise Security and Control license. Any additional SafeGuard Enterprise components and maintenance purchased at the same time also benefit from the multibuy discount. Other than this, there are no discounts for purchasing multiple SafeGuard components together
3. All licenses are perpetual and are per number of "client machines" (workstations, notebooks, Terminal Server clients).
4. All license orders require a Product Update and Support contract to be purchased for a minimum of 1 yr. The SafeGuard Enterprise Bundle includes 1 year Standard Product Update and Support
5. CDs include electronic versions of the manuals.
6. Five machines license packs provides a software license for up to 5 machines and include the CD.
7. Price bands provide costs for a license for a certain number of machines. The CD is not included and needs to be ordered separately.
8. Safeguard Device Encryption and Safeguard Data Exchange can be purchased standalone if the customer does not require central management.
9. For installations of over fifty users, if the customer requires a centrally managed solution, purchase SafeGuard Management center licenses equivalent to the total quantity of machines protected by any other module.
10. If the customer is using smartcards or tokens for authentication, purchase a Safeguard Enterprise Middleware license for each encrypted machine.