



Partner Program



## Does your UTM vendor measure up?

Partnering with the right security vendor is essential to the success of your business. Technologies, innovations and business structures are constantly changing, and it's important to work with a company that keeps up.

With the acquisition of Astaro, Sophos is in a very strong position to help grow your UTM and IT security business. And our goal is simple. As part of the Sophos Partner Program, you'll be able to successfully expand your business while providing your customers better security. As a 100% channel-focused vendor, we're committed to making it rewarding—and easy—for you to sell our innovative solutions. Working with us, you'll build a strong recurring revenue stream and benefit from unrivalled levels of customer satisfaction.



## Does your UTM vendor measure up?

### Sophos UTM at a glance

Sophos UTM is a complete security platform that lets your customers protect their users everywhere. With a network firewall at its heart, our UTM protects everything from network, web and email to endpoint computers and mobile devices.

Your customers can deploy Sophos UTM in whatever way works best for them: a hardware appliance, installed on a server, virtualized or in the cloud. It's modular, so they can plug in the features they need whenever they need them—it grows right along their business. And all functions are integrated into an intuitive, browser-based GUI with a free centralized UTM Manager, dramatically improving visibility.



#### Network Firewall

- › Stateful firewall
- › PPTP/L2TP remote access
- › IPv6 support
- › Amazon Virtual Private Cloud Connector



#### Network Protection

- › Intrusion prevention
- › SSL and IPsec VPN
- › Branch office VPN
- › HTML5 VPN portal



#### Webserver Protection

- › Web application firewall
- › Anti-malware scanning
- › Form hardening
- › URL hardening



#### Endpoint Protection

- › Endpoint anti-malware
- › Live protection
- › Device control
- › LiveConnect service



#### Email Protection

- › Anti-spam and anti-phishing
- › Dual virus protection
- › Supports S/MIME and Open-PGP for encryption



#### Web Protection

- › Antivirus and anti-spyware
- › URL filtering
- › Web application control
- › Interactive usage and user reporting



#### Wireless Protection

- › Wireless controller for Sophos Access Points
- › Multi-zone (SSID) support
- › Plug and play implementation
- › Easy hotspot configuration

### How we do it better

#### Better protection through continuous innovation

- › Protect every part of your customers' business, from the endpoint to the gateway with completely integrated Endpoint Protection in our UTM
- › Affordable and complete protection offered for even the smallest offices through our Remote Ethernet Device (RED)
- › A fully-fledged next-gen firewall stops threats before they reach the network
- › Ensure secure wireless networks including hot spots for visitors – centrally managed from the UTM console
- › Automatic updates of firmware and attack patterns keep your customers' safe from new threats

#### Easy to install and use

- › Plug and play Sophos RED and Access Points protect branch offices and provide secure WLANs throughout your customers' business
- › Zero-config and easy set-up of redundant high availability (HA) and cluster installations increase throughput and reliability at the same time
- › Sophos Smart Installer installs the latest available image on your customers' Sophos UTM platform of choice within minutes
- › Reusing existing user and group definitions from Active Directory and eDirectory, saving your customers time
- › User Portal available in local languages

#### Greater visibility and control with free UTM Manager

- › A centralized console lets your customers view information on their connected installations
- › With the centralized console, you or your customers can easily control all UTM appliances deployed at multiple sites
- › A reporting engine generates reports of combined data from any desired number of devices
- › Ideal for offering managed security services

#### Simple pricing and licensing

- › Select the modules that best fit your customers' needs
- › The more your customers subscribe to, the better value they get
- › Subscription-based licensing allows your customers to add on more functionality as their business grows

#### Flexible deployment and upgrade options

- › The same functionality is available on all appliance models
- › Your customers can choose between hardware, software or virtual appliance options
- › Easily scalable with active-active clustering of as many as 10 appliances

## Does your UTM vendor measure up?

### How Sophos stacks up against the competition

	 SOPHOS	 Dell SonicWALL	 WatchGuard	 FORTINET	 Check Point SOFTWARE TECHNOLOGIES LTD
	UTM	NSA	XTM	Fortigate	UTM-1
Firewall	✓	✓	✓	✓	✓
Intrusion Protection System	✓	✓	✓	✓	✓
IPSec & SSL VPN	✓	Limited	Limited	✓	✓
Plug & Protect branch office security (RED)	✓				
HTML5 VPN portal	✓				
Onboard Reporting	1000s	Few	Few	Few	Few
Anti-spam, URL Filtering	✓	✓	✓	✓	✓
Concurrent, independent antivirus Engines	2	1	1	1	1
Clientless Email Encryption (TLS, S/MIME, OpenPGP)	✓				
Application Control	✓	Larger models	✓	✓	✓
Filtering of HTTPS data	✓	Larger models	Limited	Limited	
Web Application Firewall	✓				✓
Integrated wireless controller for external APs	✓	✓		✓	✓
Integrated Endpoint Protection	✓	Limited		Limited	Limited
End user self-service portal	✓				
Active/Active Cluster with integrated loadbalancing	✓	Limited	Larger models	✓	✓
Zero-configuration HA	✓				
Free central manager	✓				
Choice of Hardware, Software or Virtual solution	✓	HW only	HW only	HW & virtual	✓
Runs on standard Intel-HW, not requiring proprietary ASICs	✓				✓

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**Join the Sophos Partner Program today.  
Accelerate your profitability.**

- ▶ **Competitive and incremental discounts** Our Partner Program offers a highly competitive and consistent rewards structure. We extend a base discount to all partners. And, we make it easy for you to generate additional revenue, rewarding you each time you develop and support new sales opportunities. The more you invest in Sophos, the more you earn. It's that simple.
- ▶ **Complete security from a single vendor** Our complete security strategy and integrated product suites mean you can cover all of your customers' security needs from one vendor. And, you own more of their security budget. Our innovative and endorsed solutions simplify security, letting your customers focus on their business.
- ▶ **Comprehensive training and certification** We equip you with all the sales and technical training you need to successfully sell and deliver our solutions. And the higher certification levels you achieve, the more you are rewarded.
- ▶ **Unparalleled customer satisfaction** Trusted by over 100 million users, we have an unyielding commitment to customer satisfaction. Confidently build a strong, recurring revenue stream and take advantage of extensive cross-sell opportunities. We also provide best-in-class, 24/7/365 support, as well as upgrades as standard for many of our customers.
- ▶ **With you every step of the way** Our sales, marketing and technical support teams are committed to helping you every step of the way. We'll deliver the people, products and tools you need to succeed. We also offer strong marketing programs and campaigns, helping you in communicating your brand while acquiring new business opportunities.
- ▶ **Try our UTM solutions for yourself** It's easy for any interested partner to get started. Contact Sophos to get a not-for-resale (NFR) license. Or take advantage of our comprehensive starter packs at a very attractive discount.

**Who are we?**

More than 100 million users in 150 countries rely on Sophos' complete security solutions as the best protection against complex threats and data loss. Simple to deploy, manage and use, our encryption, endpoint security, web, email, mobile and network security solutions are backed by SophosLabs—a global network of threat intelligence centers. Sophos is headquartered in Boston, U.S. and Oxford, U.K.

Learn more about our  
Partner Program and  
Sophos UTM  
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