

Sophos Small Business Edition Price List

REGION: US (\$)

4/15/2009

All prices in: US Dollars

Per User Pricing

Sophos Security Suite SBE

Desktop and file server anti-virus, desktop firewall, and email anti-virus and anti-spam

Sophos Control Center
 Sophos Anti-Virus for Windows (including detection of Adware, Spyware and Potentially Unwanted Applications (PUA)) and Sophos Anti-Virus for Mac
 Sophos Client Firewall for Windows
 PureMessage for Microsoft Exchange (anti-virus and anti-spam)

No. Users	3-4	5-9	10-24	25-49	50-99
1 yr	79.50	65.25	62.75	55.25	53.50
2 yr	119.25	97.88	94.13	82.88	80.25
3 yr	159.00	130.50	125.50	110.50	107.00
4 yr	198.75	163.13	156.88	138.13	133.75
5 yr	238.50	195.75	188.25	165.75	160.50

Sophos Computer Security SBE

Desktop and file server anti-virus and desktop firewall

Sophos Control Center
 Sophos Anti-Virus for Windows (including detection of Adware, Spyware and Potentially Unwanted Applications (PUA)) and Sophos Anti-Virus for Mac
 Sophos Client Firewall for Windows

No. Users	3-4	5-9	10-24	25-49	50-99
1 yr	59.00	48.50	46.75	41.00	39.75
2 yr	88.50	72.75	70.13	61.50	59.63
3 yr	118.00	97.00	93.50	82.00	79.50
4 yr	147.50	121.25	116.88	102.50	99.38
5 yr	177.00	145.50	140.25	123.00	119.25

Sophos Anti-Virus SBE

Desktop and file server anti-virus

Sophos Control Center
 Sophos Anti-Virus for Windows (including detection of Adware, Spyware and Potentially Unwanted Applications (PUA)) and Sophos Anti-Virus for Mac

No. Users	3-4	5-9	10-24	25-49	50-99
1 yr	45.50	37.25	36.00	31.50	30.75
2 yr	68.25	55.88	54.00	47.25	46.13
3 yr	91.00	74.50	72.00	63.00	61.50
4 yr	113.75	93.13	90.00	78.75	76.88
5 yr	136.50	111.75	108.00	94.50	92.25

Pack Pricing

Sophos Security Suite SBE

User Packs	3	5	10	15	20	25	50
1 yr	238.50	326.25	627.50	941.25	1,255.00	1,381.25	2,675.00
2 yr	357.75	489.38	941.25	1,411.88	1,882.50	2,071.88	4,012.50
3 yr	477.00	652.50	1,255.00	1,882.50	2,510.00	2,762.50	5,350.00
4 yr	596.25	815.63	1,568.75	2,353.13	3,137.50	3,453.13	6,687.50
5 yr	715.50	978.75	1,882.50	2,823.75	3,765.00	4,143.75	8,025.00

Sophos Computer Security SBE

User Packs	3	5	10	15	20	25	50
1 yr	177.00	242.50	467.50	701.25	935.00	1,025.00	1,987.50
2 yr	265.50	363.75	701.25	1,051.88	1,402.50	1,537.50	2,981.25
3 yr	354.00	485.00	935.00	1,402.50	1,870.00	2,050.00	3,975.00
4 yr	442.50	606.25	1,168.75	1,753.13	2,337.50	2,562.50	4,968.75
5 yr	531.00	727.50	1,402.50	2,103.75	2,805.00	3,075.00	5,962.50

Sophos Anti-Virus SBE

User Packs	3	5	10	15	20	25	50
1 yr	136.50	186.25	360.00	540.00	720.00	787.50	1,537.50
2 yr	204.75	279.38	540.00	810.00	1,080.00	1,181.25	2,306.25
3 yr	273.00	372.50	720.00	1,080.00	1,440.00	1,575.00	3,075.00
4 yr	341.25	465.63	900.00	1,350.00	1,800.00	1,968.75	3,843.75
5 yr	409.50	558.75	1,080.00	1,620.00	2,160.00	2,362.50	4,612.50

Qualifying questions

- Are you a new customer or do you have an existing Sophos license? (new, renewal or switch)
- How many users/computers including servers (whichever is greater) do you have? (License size)
- What platforms are you running? (To decide which is appropriate enterprise or small business)
- How do you protect your Apple Macs? (Central management/one license for Windows and Mac)
- How are you stopping hackers targeting your business? How do you protect remote laptop users? (Firewall)
- How are you stopping spam and email-borne malware entering your business? (PureMessage)
- How would you like to get up to two years for free by buying a multi-year license? (Multi-year discount)

Key selling points

Feature	Benefit
Streamlined installation inc. Active Directory	Ensures rapid protection of all users
Designed for non-technical users	You can protect yourself easily from all the latest threats
Sophos Anti-Virus protects against multiple threats. Viruses, worms, spyware, adware, potentially unwanted applications	Customers only have to buy and install one product to stop and remove multiple threats
Sophos Client Firewall stealth mode and has better application control and central management than other basic firewalls	Mobile users get better protection. Prevents intrusion by hackers and stops internet and network worms inside the network too. Easy to deploy and manage
Sophos Control Center manages anti-virus and client firewall for Windows and Mac computers and file servers all with one license	Simple and cost effective to protect and manage a network with Windows and Mac computers
Award-winning 24/7 support as standard for the entire duration of the license	Peace of mind. Expert help whenever you need it
Remote disinfection and clean-up of malware, adware and PUAs. Our protection from common PUAs, also allows organizations to selectively authorize applications	Quick and easy to repair and recover from an infection on an unprotected machine or centrally authorize/remove potentially unwanted applications
Decision Caching technology eliminates the necessity (and the system overhead) of repetitive virus scanning.	Fast scanning and low network overheads maximizes desktop performance and user productivity
Genotype technology proactively protects against new emerging threats and spam before specific, signature-based protection is released	Proactive threat and spam detection delivers higher detection rates and better protection against emerging and day zero threats
Bandwidth throttling for client updates to minimize end-user impact during product updates over slow network/internet links	Keeps remote users protected without interrupting their work, even those with limited bandwidth.
Virus updates are much smaller than competitors' products typically 1-2kb	Faster distribution of protection against the latest threats without slowing down the network
SophosLabs - Sophos was the fastest to respond to the top five threats of 2005 among the leading global IT security vendors	Assurance that protection will be rapid , reliable and will combat blended threats

Sophos Small Business Solutions Pricing Guidelines

The Sophos Small Business Solutions price list contains the current pricing for three small business solutions (Sophos Security Suite Small Business Edition, Sophos Computer Security Small Business Edition and Sophos Anti-Virus Small Business Edition) offered by Sophos.

1. Local taxes are not included in the price.
2. The minimum small business license is 3 users.
3. The user number should be the greater of: 1) the number of servers and computers protected, or 2) the number of users protected.
4. All orders require the end user's valid email address, full mailing address including zip/postal code, and telephone number.
5. Email server protection supports Exchange 2000/2003/2007 running on Windows 2000/2003/XP Professional.
6. System requirements for Small Business Solutions are available at <http://www.sophos.com/products/small-business/sys-reqs-sss.html>
7. Home use is not included with Small Business Edition (SBE).
8. Includes 24/7 technical support by telephone, email and online for the full duration of the license.
9. Small business licenses of over 100 users can be sold at the 100 user price-per-user cost. It is highly recommended that customer test the software in their environment before purchasing - Sophos does not test the software in environments with over 100 users and will not address specific customer issues due to use in 100+ user environments.
10. The maximum sector discount for Sophos Small Business Solutions is 10%. This applies to all regions and all sectors.
11. Existing Enterprise customers can choose to move to the equivalent small business solution. However, the new small business pricing will only apply when their current license is due for renewal, except in situations where the small business license is more than their current license.
12. Customers using Sophos Small Business Suite V1.x can get Sophos Security Suite Small Business Edition V2.0 free of charge, during the period of their existing license.
13. Customers using Sophos PureMessage Small Business Edition can be offered Sophos Security Suite Small Business Edition V2.0 at any time in the period up to renewal, free of charge. At renewal time they can choose to purchase Sophos Security Suite at list price or Email Security and Control.