

# SOPHOS

Security made simple.



# Sophos Not-for-Resale Program

## Program Description

The Sophos NFR (Not-for-Resale) Program offers Sophos partners access to our solutions at a discounted cost. The products may be used for internal training, customer demonstration, or for in-house use. We encourage all partners to participate in the program and set up our solutions in your own environment so your staff can fully understand the benefits and features of the Sophos products, and be better prepared to demonstrate the products to customers.

Active Partners who have signed the Sophos reseller agreement and are in good standing are eligible for certain free software licenses and discounted hardware appliances and accessories, as set out below.

## Program Eligibility

All contracted Silver, Gold, Platinum and National Partners are eligible for the Sophos NFR Program. The maximum number of licenses, appliances and accessories available to the partner under the NFR Program is determined by partner level:

Support level	Silver	Gold	Platinum	National*
<b>Software</b>				
ESG Software Licenses	10	50	100	100
ESG Software Discount	100%	100%	100%	100%
Firewall Licenses	2	3	4	4
SW/Virtual Firewall & FullGuard Subscription Discount	100%	100%	100%	100%
<b>Hardware</b>				
Hardware Appliances	2	3	4	4
Accessories (AP/RED)	2	3	4	4
Hardware & Accessories Discount	50%	50%	50%	50%
<b>Management Tools</b>				
Cloud Firewall Manager Access v1	Yes	Yes	Yes	Yes
Sophos Firewall Manager	1	1	1	1
iView Licenses	1	1	1	1
Management Tools Discount	100%	100%	100%	100%

License allowances are by product (i.e. Silver partners can have 10 licenses of Central Endpoint Advanced and 10 of Safeguard, not 10 total). Any requests beyond the above allocations must be approved by an authorized representative of Sophos.

\*NA & ANZ only

## Product Segments

Products included in the NFR Program are listed below. All NFR orders can be placed for a maximum 12 months term, and may be renewed at the end of the term.

### ESG Software

- Enduser Protection Web & Email plus Sandstorm Subscription
- Safeguard Enterprise Encryption
- Mobile Control Advanced
- Central Endpoint Advanced
- Central Mobile Security
- Central Mobile Control Standard
- Central Email Standard
- Central Server Advanced (cannot exceed 10% of allotted licenses)
- Central Wireless
- Central Endpoint Intercept X
- Reflexion products: RTC, RADAR Lite

### Firewall Software

- UTM FullGuard Bundle plus Sandstorm Subscription (virtual up to 250 users or hardware up to 450 series)
- XG Firewall Software/Virtual Base Firewall plus FullGuard Bundle (up to 4 core/6GB memory limitation)
- SFOS FullGuard Bundle Renewal SKUs for Cyberoam NG Series

### Hardware

- SG Series Appliances (up to 450 series)
- XG Series Appliances (up to 450 series)
- Web and Email Appliances
- RED Appliances (up to RED 50 series)
- Access Points (up to AP 100 series)

## Product Segments & Available Products Continued

### Management Tools:

- Sophos Firewall Manager (SFM)
- iView Reporting
- Cloud Firewall Manager (SCFM)

## Support

All NFR units will be supported – partners will receive the same level of support that they get with their partner level in the Sophos Partner Program.

## NFR Ordering Process

**Software Licenses:** Submit your NFR software license request to your Sophos CAM. Please include:

- The product and user count you are requesting
- The promo code for your region and partner level

**Hardware Appliances:** Submit your NFR hardware request to your Sophos Distributor and copy your Sophos CAM (UK Partners should submit orders to your Sophos CAM). Please include:

- The appliance(s) and/or accessories you want quoted
- The promo code for your region and partner level

NFR orders will be processed within 2 weeks.

### NFR codes:

#### APJ

Japan Partners: NFR\_JAPAN

ANZ Silver Partners: NFR\_ANZ\_SILVER

ANZ Gold Partners: NFR\_ANZ\_GOLD

ANZ Platinum Partners: NFR\_ANZ\_PLATINUM

Rest of APAC: NFR\_APAC

#### EMEA

UK Partners: NFR\_UK

DACH Authorized Partners: NFR\_DACH\_AUTHORIZED

DACH Silver Partners: NFR\_DACH\_SILVER

DACH Gold Partners: NFR\_DACH\_GOLD

DACH Platinum Partners: NFR\_DACH\_PLATINUM

Rest of EMEA: NFR\_EMEA

#### AMER

LATAM Silver Partners: NFR\_LATAM\_SILVER

LATAM Gold Partners: NFR\_LATAM\_GOLD

LATAM Platinum Partners: NFR\_LATAM\_PLATINUM

LATAM Regional Partners: NFR\_LATAM\_REGIONAL

NA Silver Partners: NFR\_NA\_SILVER

NA Gold Partners: NFR\_NA\_GOLD

NA Platinum Partners: NFR\_NA\_PLATINUM

NA National Partners: NFR\_NA\_NATIONAL

## Sophos Not-for-Resale Program

### NFR Terms and Conditions:

- NFR hardware is available to Partners through Sophos authorized distributors in limited quantities.
- NFR promotional codes are eligible for all Web and Email appliances and SG and XG Appliances up to the 450 series.
- NFR hardware, accessories, software and services may be used solely and exclusively by the Partner for the following purposes:
  - Partner led product demonstrations to prospective customers
  - Testing at the Partner's facility solely for internal development and training of the products with Partner staff
  - Partner in-house production use to support its own infrastructure
- Any other use not specifically provided for herein is strictly prohibited. In particular, but without limitation, all for-profit use, such as hosting of managed services, is strictly prohibited. If the Partner wishes to use hardware for other uses, it must first pay Sophos the difference between the NFR price and the list price.
- NFR Eligibility is based on partner level. At Sophos's sole discretion, Sophos may allow the Partner to purchase additional NFRs.

**Reselling NFR Hardware:** A Partner may sell or otherwise give NFR hardware and accessories to a third party after 12 months of ownership by completing a transfer of ownership. No NFR software subscriptions may be included with the hardware. If the Partner wishes to sell or give the NFR hardware and accessories to a third party prior to the expiry of such period, it must first pay Sophos the difference between the NFR price and the list price.

- All software, hardware, services and accessories acquired under the NFR Program are subject to the terms and conditions of the Sophos end user license agreement at [www.sophos.com/en-us/legal](http://www.sophos.com/en-us/legal) and any software that has been provided free of charge shall be deemed to be a "Free Tool" for the purposes of such agreement.
- "Active partners" are defined as having more than 2 transactions in the last 5 months for the purposes of this program.
- Sophos reserves the right to terminate any Sophos partner from participation in the NFR Program for any reason.
- Sophos reserves the right to change or cancel the NFR Program at any time and for any reason.

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