

SonicWALL Secure Remote Access for SMB Partner Brief

SECURE REMOTE ACCESS

Secure Remote Access and Support For Mobile Workforces

The SonicWALL® Secure Remote Access (SRA) Series for the SMB, featuring the SRA 1200 and SRA 4200, delivers an easy to manage and cost-effective SSL VPN solution for organizations with mobile, remote and temporary employees. The SonicWALL SRA 1200 is ideal for smaller organizations of up to 50 users. The SRA 4200 provides medium-sized businesses with an enterprise-class remote access solution, supporting up to 500 users.

The SonicWALL SRA Series also offers clientless remote support and remote access capability via a licensable add-on module, SonicWALL Virtual Assist/Virtual Access. The SonicWALL Virtual Assist enables a technician to assume control of a customer's PC or laptop in order to provide assistance. Alternatively, Virtual Access can increase productivity by enabling administrators or authorized end users to gain secure remote access to their unattended Windows-based computers from anywhere via SonicWALL SRA. As a result, service can be provided on-demand while keeping costs low. The SonicWALL SRA Series is available as both a standalone hardware appliance and as a virtual appliance.

Value Propositions for Your Business

- New revenue opportunity: Cross-sell small- to medium-sized businesses who already own a firewall (SonicWALL or non-SonicWALL)
- First SSL VPN remote access solution designed specifically to meet the needs and budgets of small- to medium-sized businesses
- Increased deal size when selling a network security appliance (SonicWALL or non-SonicWALL)
- Lower administrative burden rather than supporting "fat" IPSec VPN clients
- Increase customer satisfaction and your support staff's productivity while lowering costs by using SonicWALL Virtual Assist/Virtual Access to provide on-demand remote support for your customers
- Recognize revenue opportunity by targeting customers who need Web Application Firewall (WAF) Service to help meet Payment Card Industry Data Security Standard compliance (PCI DSS)

Value Propositions for Your Customer

- Secure clientless access using only a standard Web browser allows for anytime, anywhere access for mobile, remote and temporary employees—ideal for connections from work/home PCs, guest offices at remote locations, airport terminals and wireless Internet access locations
- Granular controls prevent remote users from viewing or using restricted network resources
- SRA Series for the SMB is available in the form of hardware appliances as well as virtual appliances, making it flexible and easy to deploy.
- SRA Virtual Appliances can continue to scale as the organization grows
- Support for Windows®, Mac®, Linux® and Windows Mobile platforms increases productivity by enhancing remote workforce flexibility
- Quick to implement and easy to maintain; no "fat client" installation or support required
- Clean access for endpoints when SSL VPN technology is used in conjunction with SonicWALL Unified Threat Management devices
- User portal increases ease-of-use by allowing for greater customization, icon-based look-and-feel, dynamic page updates, and advanced user help features
- A Technical Support department can use SonicWALL Virtual Assist to provide hands-on troubleshooting assistance to customers
- Virtual Access functionality enables authorized end users to gain secure remote access to their unattended Windows-based computers from anywhere
- Web Application Firewall Service offers a subscription-based service that employs a dynamically updated signature database as well as custom signatures to protect against modern Web-based threats

Competitive Advantages

- Scaled and priced for small- to medium-sized businesses
- Remote access, remote support and Web Application Firewall (WAF) capabilities in a single appliance
- Easy to install and manage
- Built-in tokenless two-factor authentication for added security
- Secure access to Web applications while leveraging strong authentication and granular policies via application offloading
- Enhanced security benefits from content inspection behind SonicWALL network security firewall appliance (Clean VPN)
- WAF is a value-added-service that can help organizations protect Web applications against Web-based attacks, and meet PCI compliance

Qualifying Questions for Your Customer

1. Do you have mobile and/or a temporary workforce who need access to your network resources from anywhere, anytime and from any computer, including those that are not owned or controlled by your IT organization?
2. Do you need varying levels of control over specific network resources for each of your remote employees?
3. Are you spending significant of resources, time and money supporting remote employees, partners or customers?
4. Would using an on-demand support tool to assist your employees or customers reduce your IT burden?
5. Does your line of business support one or more Web applications that are susceptible to Web-based attacks?
6. Do you use Web applications that accept sensitive user data, such as credit card or Social Security Numbers?
7. Do you currently have, or plan to deploy, a VMWare ESX based virtual appliance to provide secure remote access, remote PC support or Web application security?



DYNAMIC SECURITY FOR THE GLOBAL NETWORK™

When to use SSL VPN vs. IPSec VPN

Characteristic	SSL VPN	PSec VPN
Security of Remote Network	Unmanaged and untrusted	Managed and trusted
Type of Network Accessed	Entire subnets with no application access control required Networks that require granular access control (e.g. intranet, extranets)	Entire subnets with no application access control required
User Type Examples	Remote office employees, IT staff, mobile employees, telecommuters, consultants, customers, business partners	Remote office employees, IT staff
Type of Client Computer	Corporate controlled or unmanaged asset	Corporate controlled only
Client Computer Examples	Corporate laptops, kiosk terminal, home PC, customer or business partner PCs	Corporate laptops, site-to-site gateways

SKUs – SRA 1200

SKU	Description
01-SSC-6063	SonicWALL SRA 1200 – 5 Concurrent Users
01-SSC-6068	SRA 1200 Additional Users (50 User Maximum) Add 5 Concurrent Users
01-SSC-6069	Add 10 Concurrent Users

SKUs – SRA 4200

SKU	Description
01-SSC-5998	SonicWALL SRA 4200 – 25 Concurrent Users
01-SSC-5599	SRA 4200 Additional Users (500 User Maximum) Add 10 Concurrent Users
01-SSC-6005	Add 25 Concurrent Users
01-SSC-6012	Add 100 Concurrent Users

SKUs – SonicWALL Virtual Assist/Virtual Access¹

SKU	Description
01-SSC-5967	Up to 1 concurrent Technician tunnel
01-SSC-5974	Up to 5 concurrent Technician tunnels
01-SSC-5971	Up to 10 concurrent Technician tunnels
01-SSC-5972	Up to 25 concurrent Technician tunnels

¹ Support for the SonicWALL Virtual Assist/Access module is included with the support for the appliance on which it is enabled.

SKUs – SonicWALL SRA Virtual Appliance

SKU	Description
01-SSC-8469	SonicWALL SRA Virtual Appliance– 5 Concurrent Users
01-SSC-9182	SonicWALL SRA Virtual Appliance Add 5 User
01-SSC-9183	SonicWALL SRA Virtual Appliance Add 10 User
01-SSC-9184	SonicWALL SRA Virtual Appliance Add 25 User

SonicWALL Web Application Firewall Service

SKU	Description
01-SSC-8877	SonicWALL Web Application Firewall Service for SRA 1200 (1-year)
01-SSC-8878	SonicWALL Web Application Firewall Service for SRA 1200 (2-years)
01-SSC-8879	SonicWALL Web Application Firewall Service for SRA 1200 (3-years)
01-SSC-6055	SonicWALL Web Application Firewall Service for SRA 4200 (1-year)
01-SSC-6056	SonicWALL Web Application Firewall Service for SRA 4200 (2-years)
01-SSC-6057	SonicWALL Web Application Firewall Service for SRA 4200 (3-years)
01-SSC-9185	SonicWALL Web Application Firewall for SRA Virtual Appliance (1-year)
01-SSC-9186	SonicWALL Web Application Firewall for SRA Virtual Appliance (2-years)
01-SSC-9187	SonicWALL Web Application Firewall for SRA Virtual Appliance (3-years)

For more information, visit www.sonicwall.com and log in to PartnerLink.

SonicWALL's line-up of dynamic security solutions

NETWORK
SECURITY



SECURE
REMOTE ACCESS



WEB AND E-MAIL
SECURITY



BACKUP
AND RECOVERY



POLICY AND
MANAGEMENT

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