

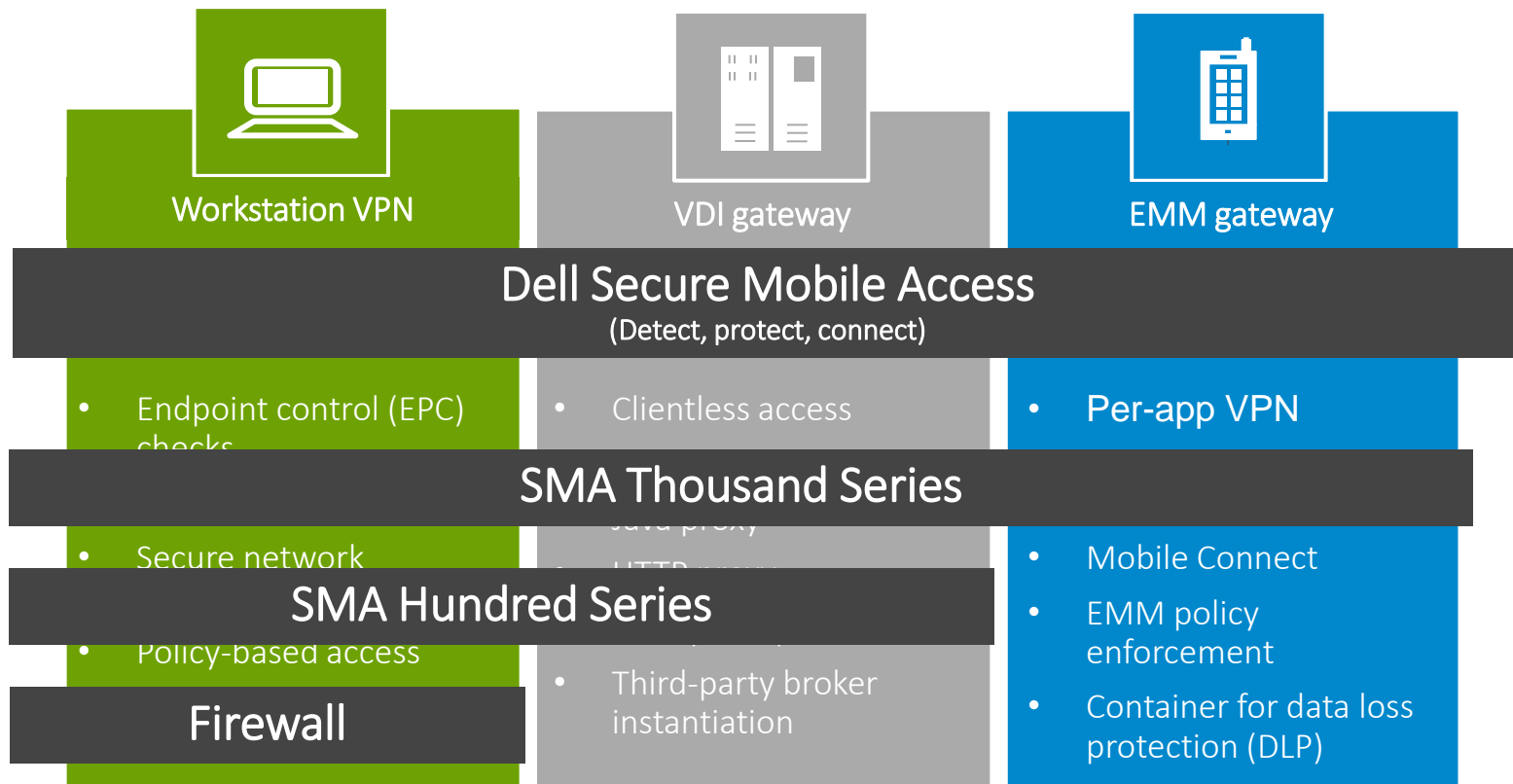
# SMA 200/400 Partner Update

February 2016



Security

# SMA Product Capabilities



# SMA Product Range

## SMA Thousand Series



SRA EX9000



SMA 7200



SMA 6200



Virtual Appliance  
Vmware, HyperV



Mobile Connect



Spike License



End Point Control



Secure Virtual Assist



Advanced Reporting



Native Access Modules

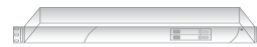
## SMA Hundred Series



SMA 400



SMA 200



Virtual Appliance



Mobile Connect



Secure Virtual Access



Secure Virtual Assist



Secure Virtual Meeting



Web App Firewall



Spike License



End Point Control

Simple, policy-enforced per app VPN access to corporate data and resources without compromising security

Secure mobile access for all users, devices, apps and resources

# SMA Model Feature Comparison

Features	SMA x00 Virtual	SMA 200	SMA 400	SMA 8200v (virtual)	SMA 6200	SMA 7200	EX 9000
Maximum concurrent users	50	50	250	5,000	2000	10,000	20,000
Mobile Connect for iOS, MacOSX, Android, Kindle Fire, Chrome OS Win	Yes	Yes	Yes	Yes	Yes	Yes	Yes
End-user device authorization policy acceptance, management and reporting	No	No	No	Yes	Yes	Yes	Yes
Mobile application VPN access control	No	No	No	Yes	Yes	Yes	Yes
End Point Control	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Web Application Firewall (WAF)	Yes	Yes	Yes	No	No	No	No
Secure Virtual Assist	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Spike license packs	Yes	Yes	Yes	Yes	Yes	Yes	Yes

# SMA x00 Series



New



New



	SMA 200	SMA 400	SMA x00 Series VM
Target use	SMB companies with up to 50 employees	Mid-enterprise companies with up to 250 employees	SMB companies with up to 50 employees
Concurrent users	Stackable user license options include 5 or 10 concurrent users	Stackable user license options include 10, 25 and 100 concurrent users	Stackable user license options include 5, 10 and 25 concurrent users
Additional features	Application Offload, Bookmarks	Bookmarks, Application Offload, High Availability	Application Offload, Bookmarks, easy to deploy
NetExtender & Mobile Connect	Windows, Mac OS, Linux, Android, iOS, Chrome OS		
Add-on (Paid) Services (Remote Support, Web Application Security, etc.)	<ul style="list-style-type: none"> <li>• <b>Secure Virtual Assist</b> – remote desktop help and support tool</li> <li>• <b>Secure Virtual Access</b> – provides remote PC management and control</li> <li>• <b>Secure Virtual Meeting</b> – for instant, cost-effective collaboration</li> <li>• <b>Web Application Firewall</b> – detects and protects web applications from web-based threats. Helps in achieving PCI compliance (section 6.6 of PCI DSS 1.2).</li> <li>• <b>Spike Licensing</b> – increase the licensed user count for short usage spikes</li> <li>• <b>Dynamic Support</b> – options include 8x5 or 24x7 for one, two or three years</li> </ul>		

# SMA x000 Series



	SMA 8200v (virtual)	SMA 6200
Target use	Mid-size enterprise with up to 5,000 concurrent users, support for VM Ware and <b>Hyper-V</b>	Midsize enterprise with <b>2,000 concurrent users</b>
Concurrent users	Stackable user license in increments of 5, 10, 25, 50, 100, 250, 500, 1,000, 2,500 or 5,000 concurrent user license	Stackable user license in increments of 5, 10, 25, 50, 100, 250, 500, 1,000 concurrent user license
Add-on features	<ul style="list-style-type: none"><li>• <b>Spike License</b>- Allows for the immediate increase of the remote user count in the event of a business disruption</li><li>• <b>Virtual Assist</b>- Remote desktop help and support tool</li><li>• <b>Advanced Reporting</b>- robust hierarchical log analysis tool</li><li>• <b>Support</b>- 24x7 support</li></ul>	<ul style="list-style-type: none"><li>• <b>Spike License</b>- Allows for the immediate increase of the remote user count in the event of a business disruption</li><li>• <b>Virtual Assist</b>- Remote desktop help and support tool</li><li>• <b>FIPS Support</b>- License required for FIPS mode (Future)</li><li>• <b>Advanced Reporting</b>- robust hierarchical log analysis tool</li><li>• <b>Support</b>- 24x7 support</li></ul>

# SMA x000 Series

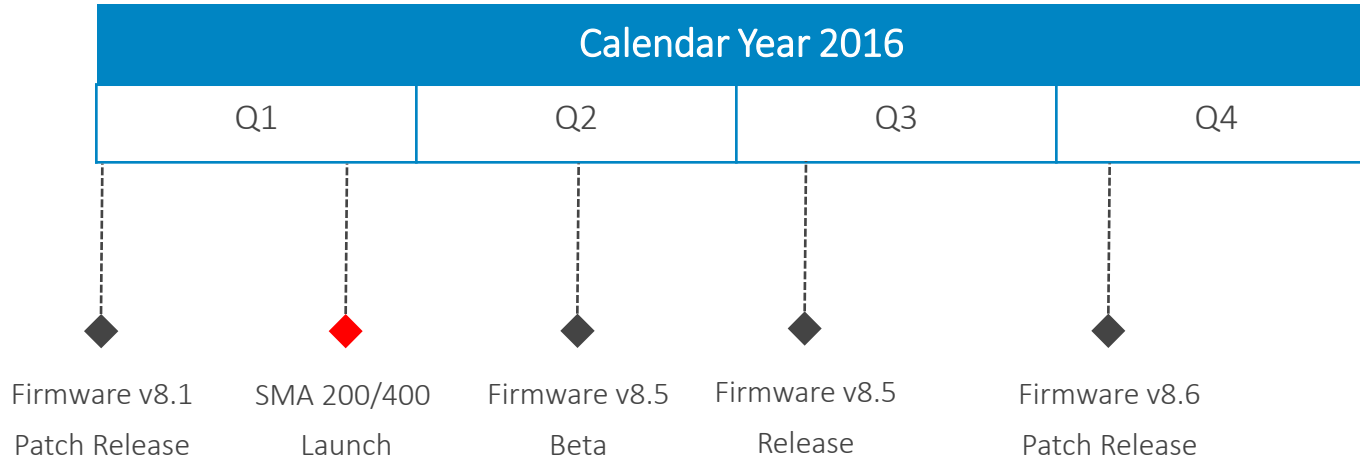


	SMA 7200	E-Class SRA EX9000
Target use	Large Enterprise, supports up to <b>10,000 users</b>	Large Enterprise, supports up to 20,000 users
Concurrent users	Stackable user license in increments of 5, 10, 25, 50, 100, 250, 500, 1,000, 2,500 or 5,000, 7500 and 10,000 concurrent user license	Stackable user license in increments of 100, 250, 500, 1,000, 2,500, 5,000, 7,500, 10,000, 15,000, and 20,000 concurrent user license
Add-on features	<ul style="list-style-type: none"><li>• <b>Spike License</b> - Allows for the immediate increase of the remote user count in the event of a business disruption</li><li>• <b>Virtual Assist</b> - Remote desktop help and support tool</li><li>• <b>FIPS Support</b>- License required for FIPS mode (Future)</li><li>• <b>Advanced Reporting</b> - robust hierarchical log analysis tool</li><li>• <b>E-Class Support</b> - 24x7 support for E-Class solutions</li></ul>	<ul style="list-style-type: none"><li>• <b>Spike License</b> - Allows for the immediate increase of the remote user count in the event of a business disruption</li><li>• <b>Virtual Assist</b> - Remote desktop help and support tool</li><li>• <b>FIPS Support</b> - License required for FIPS mode</li><li>• <b>Advanced Reporting</b> - robust hierarchical log analysis tool</li><li>• <b>E-Class Support</b> - 24x7 support for E-Class solutions</li></ul>

# SMA 200/400



# SMA 200/400 Roadmap Timeline



Hardware Refresh

Brand Consistency

New Features

# SMA 200/400 Hardware Improvements

Both new models have 2x CPU cores and 2x RAM than previous models

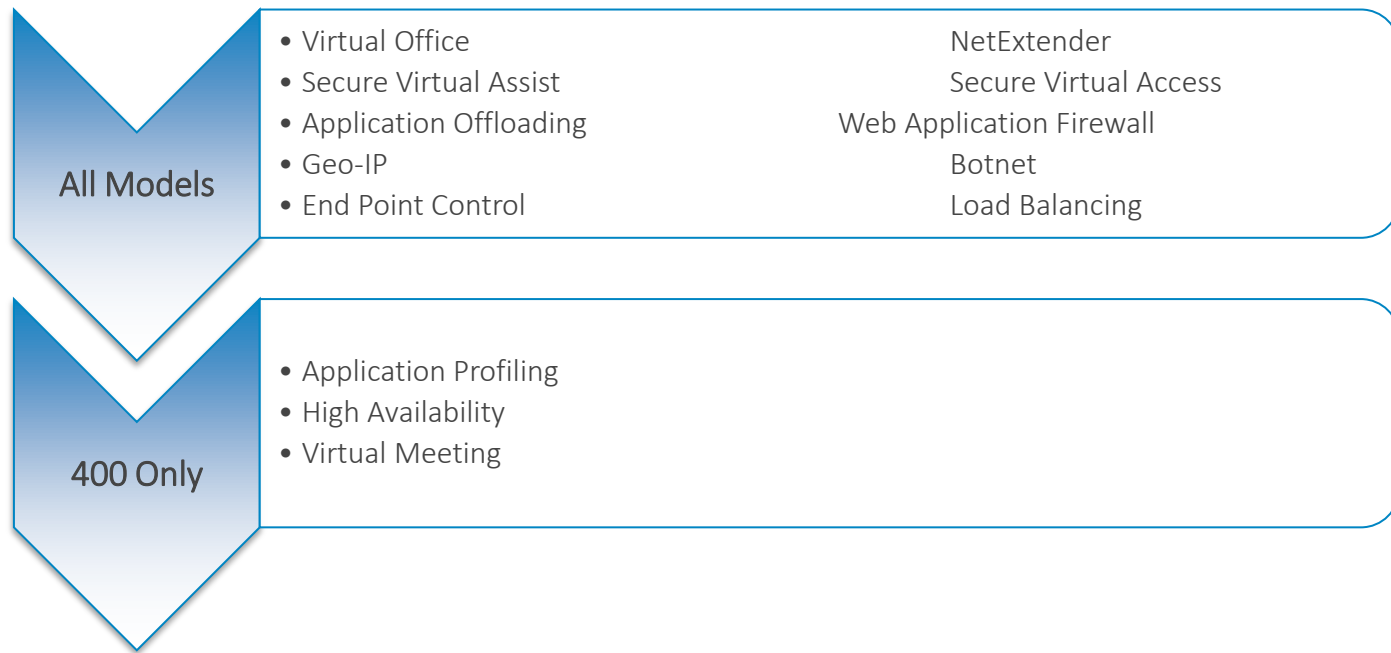
Supports processor cryptography acceleration

Boot up process 5x faster

Performance accelerated by up to 3x on SMA 400 and 1.5x on SMA 200

Greater reliability at higher number of sessions

# SMA 200/400 Feature Comparison



# SMA 200/400 8.1 Release

- Bug fixes and security updates
- European Language keyboard support for RDP HTML5 Bookmark
- New and more robust Operating System for Safemode with improved file RW performance
- Safemode also supports a CLI that was not available in the SRA

# SMA 200/400 8.5 Release

- Multicore Virtual Appliance
- Personal Device Authorization
- Exchange Portal
- Connect Agent
- Unified Bookmarks
- SSH/Telnet Improvements
- TouchId/Fingerprint support for Mobile Connect version 4.0
- Enhanced password security for Local Users

# MSRP Pricing and SKUs

01-SSC-2231	SMA 200, WITH 5 USER LICENSE	\$1,250
01-SSC-2232	SMA 200 ADDITIONAL 5 CONCURRENT USERS	\$250
01-SSC-2233	SMA 200 ADDITIONAL 10 CONCURRENT USERS	\$395
01-SSC-2234	SMA 200 24X7 SUPPORT FOR UP TO 25 USERS (1 YEAR)	\$295
01-SSC-2235	SMA 200 24X7 SUPPORT FOR UP TO 50 USERS (1 YEAR)	\$445
01-SSC-2236	SMA 200 24X7 SUPPORT FOR UP TO 25 USERS (2 YEARS)	\$500
01-SSC-2237	SMA 200 24X7 SUPPORT FOR UP TO 50 USERS (2 YEARS)	\$755
01-SSC-2238	SMA 200 24X7 SUPPORT FOR UP TO 25 USERS (3 YEARS)	\$755
01-SSC-2239	SMA 200 24X7 SUPPORT FOR UP TO 50 USERS (3 YEARS)	\$1,070
01-SSC-2240	SMA 200 10 DAY 50-USER SPIKE LICENSE	\$275
01-SSC-2241	SMA 200 WEB APPLICATION FIREWALL (1 YEAR)	\$960
01-SSC-2242	SMA 200 VIRTUAL ASSIST UP TO 5 CONCURRENT TECHNICIANS	\$2,295
01-SSC-2243	SMA 400, WITH 25 USER LICENSE	\$1,995
01-SSC-2244	SMA 400 ADDITIONAL 10 CONCURRENT USERS	\$515
01-SSC-2245	SMA 400 ADDITIONAL 25 CONCURRENT USERS	\$995
01-SSC-2246	SMA 400 ADDITIONAL 100 CONCURRENT USERS	\$2,875
01-SSC-2247	SMA 400 24X7 SUPPORT FOR UP TO 100 USERS (1 YEAR)	\$605
01-SSC-2248	SMA 400 24X7 SUPPORT FOR 101 TO 500 USERS (1 YEAR)	\$1,750
01-SSC-2249	SMA 400 24X7 SUPPORT FOR UP TO 100 USERS (2 YEARS)	\$1,035
01-SSC-2250	SMA 400 24X7 SUPPORT FOR 101 TO 500 USERS (2 YEARS)	\$3,060
01-SSC-2251	SMA 400 24X7 SUPPORT FOR UP TO 100 USERS (3 YEARS)	\$1,460
01-SSC-2252	SMA 400 24X7 SUPPORT FOR 101 TO 500 USERS (3 YEARS)	\$4,130
01-SSC-2253	SMA 400 10 DAY 500-USER SPIKE LICENSE	\$2,175
01-SSC-2254	SMA 400 WEB APPLICATION FIREWALL (1 YEAR)	\$960
01-SSC-2255	SMA 400 VIRTUAL ASSIST UP TO 10 CONCURRENT TECHNICIANS	\$3,445

# Product Marketing

# AGENDA

- SMA Value Proposition to Customer Decision Makers
- SMA Value Proposition to Channel
- Where to Focus Selling SMA



# Value Proposition to Customer Decision Makers

- Provides mobile users **secure access** to allowed network resources
- Provides **secure access** across all OSs and mobile devices
- Offers customer easy **security policies** configuration for their needs

# Value Proposition to Field & Channel

- SonicWALL SMA + Firewall offers a superior solution
- Produces the opportunity for a broader sale than firewall only
- Opens door to revisit SonicWALL firewall customers and upsell

# Where to Focus Selling SMA

- Leverage established Dell relationships and installations
- Focus on key vertical & horizontal target markets
- Target *customer decision makers* and sell as a solution, not a product

# Join us a Virtual Peak Performance 2016

- Thursday, March 17
- 8:00am PST – 1:00pm PST
- All session will be recorded and available for six months

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## Virtual Peak Performance 2016

Come for knowledge. Leave with Power.

March 17, 2016 | 8am - 1pm PST

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### Virtual Peak Performance 2016

March 17th, 8:00am-1:00pm PST

#### Keynote Speakers:

Curtis Hutcheson - VP & General Manager, Security Solutions

Steve Pataky - VP, WW Channels

Patrick Sweeney - VP, WW Marketing



# Sessions at Virtual Peak Performance 2016

1. Sandboxing
2. Multi-tenancy
3. Distributed network
4. Threat Research report
5. Identity and Access Management
6. K-12 and Higher Education
7. Government

# Supporting Information

# SSL VPN Features (Common)

SSL VPN Features	NGFW	SMA 200/400/VM	6200/7200/8200v/9000
Max Licensable users	50	500	20,000+
Network Level Access for Windows, Mac, Windows Mobile and Linux clients	●	●	●
Mobile Connect for iOS and Android	●	●	●
Support for SSH/Telnet/VNC Bookmarks	●	●	p
Tunnel Client Auto Updates	●	●	●
Split Tunnel / Tunnel All Modes	●	●	●
Web Based Remote Access	p	●	●
Two-Factor Authentication/ One-Time Password (OTP)	p	●	●
Granular Access Control	●	●	●
Customizable Portal	p	●	●
SonicWALL Virtual Assist	●	●	●
Portal Based Fileshares	-	●	●

# SSL Features (Differentiated)

SSL VPN Features	NGFW	SMA 200/400/VM	6200/7200/8200v/9000
SonicWALL Virtual Access/Meeting	-	●	-
SonicWALL Web Application Firewall (WAF)	-	●	-
Multiple Customizable SSL VPN Portals	-	●	●
Native ActiveSync Support	-	●	●
DeviceID (Windows, Mac OS, iOS, Android, Linux)	-	-	●
Application Specific Policies	-	-	●
Advanced Endpoint Control (NAC)	-	P	●
Integrated Agent Provisioning	-	-	●
Advanced Authentication Support (Authentication Failover, Stacked Authentication, Dynamic Group Support, User Variable Support)	-	-	●
Cache Cleaner	-	p**	●
Secure Desktop (SDE)	-	-	●
Native Access Modules (NAM) Citrix/Vmware/RDP	-	P	●
HA- 2 Node Active / Active Clustering	●****	p***	●
ICSA SSL VPN Certified	-	-	●
FIPS Certified	●	-	●



# Questions?



Security