

SonicWALL Aventail E-Class SRA Partner Brief

SECURE REMOTE ACCESS

Secure Remote Access Solutions for the Enterprise

SonicWALL® Aventail® E-Class Secure Remote Access (SRA) solutions, flexibly deployable as a hardware or a virtual appliance, provide complete application access with full security, control and granular policy management for today's enterprise. These powerful SSL VPN solutions are easy to manage, and increase productivity by providing employees and extranet business partners with secure, clientless access to the resources they need from any device, anywhere, with the unmatched security of SSL VPN. Unlike "fat client" VPNs which can be cumbersome to use and manage, SonicWALL Aventail E-Class SRA solutions deliver a complete remote access control solution without escalating infrastructure costs or complexity.

Value Propositions for your Business

- Increased scalable revenue opportunities from upgrades and add-on feature upgrades to an established SonicWALL Aventail E-Class SRA customer base of over 1,700 companies and growing
- New upsell revenue opportunities to a growing base of SonicWALL IPSec and SSL VPN customers
- A best of breed SSL VPN solution, SonicWALL Aventail E-Class SRA has been recognized as a leader in the SSL VPN industry Gartner Magic Quadrant five consecutive times, and is also recognized as an industry leader by Forrester Research, IDC Research and Infonetics
- Lower administrative burden due to lightweight, easily-deployed Web-delivered clients ; remote help desk and troubleshooting functions supported directly from the SRA appliance; and support for complex Web-based applications without deploying access agents to the browser
- Offers your customers the benefits of network access control (NAC) today, without the cost and complexity of other immature NAC solutions. SonicWALL Aventail E-Class SRA solutions are easier than ever to deploy and manage with a more intuitive Setup Wizard, simplified policy objects and streamlined activity monitoring.

Value Propositions for your Customer

- Easily managed, centralized administration of access control, endpoint control and policy enforcement
- Provides employees, partners and customers with secure access from home, remote offices, partner extranets, hotels, airport kiosks, WiFi hotspots and contingent emergency locations

- Easy, seamless experience for users of PCs, laptops, PDAs or smartphones across all leading platforms—including Windows®, Windows Vista®, Windows Mobile®, Linux®, Macintosh® and iPhone®
- Quick to implement and easy to maintain; no "fat client" installation or support required; remote help desk and troubleshooting functions supported directly from the SRA appliance
- Integrates seamlessly behind any firewall allowing you to leverage your existing network infrastructure. Administrators have even greater control over portal access, content and design with the newly-enhanced SonicWALL WorkPlace Portal.

Competitive Advantages

- Highly scalable, granular policy management for users and groups
- Ease-of-administration and ease-of-use
- The most advanced endpoint control and data protection in their class
- Broadest set of integrated access options in their class
- Multi-platform support for true anywhere access
- Broad application support

Qualifying Questions for your Customer

- Do you need remote access to email, VoIP, client/server, host-based applications, server-based applications such as Citrix® or WTS, file shares or printers?
- Do you support "road warriors" and other remote users on Windows, Windows Vista, Linux, Mac OS, iPhone or Windows Mobile-powered devices?
- Do you want to reduce costs and overhead by simplifying deployment and management of remote access for employees?
- Do you need a cost-effective, flexible solution for extending remote access during an emergency, business disruption or seasonal spike?
- Do you have the need to share information with your business partners, but at the same time you don't want to provide your partners with access to your corporate network?



DYNAMIC SECURITY FOR THE GLOBAL NETWORK™

Effective Planning Leverages Marketing Resources to Drive Key Marketing Activities

Characteristics	SSL VPN	IPSec VPN
Remote Location	Mobile and transient: e.g., home computers, hotel or airport kiosks, Internet cafés, smartphones and PDAs	Fixed: remote office or branch office
Security of Remote Network	Managed and/or unmanaged, with varying levels of trust	Managed and trusted only
Type of Network Accessed	Intranets, extranets and subnets with a range of requirements for granular access control	Entire subnets with no application access control requirements
User Type Examples	Remote office employees, road warriors, day extenders, teleworkers, IT staff, consultants, business partners, suppliers, customers, emergency-relocated staff	Remote office employees, IT staff
Type of Client Computer	Corporate IT-managed or unmanaged Windows, Windows Vista, Macintosh, Linux, Windows Mobile, or iPhone devices	Corporate IT-controlled only
Client Computer Examples	Windows, Windows Mobile, Macintosh, iPhone and Linux devices including PCs, laptops, kiosks, WiFi terminals, smartphones and PDAs	Corporate laptops, site-to-site gateways

SonicWALL Aventail E-Class SRA SKUs

SonicWALL SRA EX6000

SonicWALL SRA EX6000 Appliance	01-SSC-9601
SonicWALL SRA 5-User Lab*	01-SSC-9610
SonicWALL SRA 10-User	01-SSC-9611
SonicWALL SRA 25-User	01-SSC-9612
SonicWALL SRA 50-User	01-SSC-9614
SonicWALL SRA 100-User	01-SSC-9616
SonicWALL SRA 250-User	01-SSC-9618

SonicWALL SRA EX7000

SonicWALL SRA EX7000 Appliance	01-SSC-9602
SonicWALL SRA 5-User Lab*	01-SSC-9610
SonicWALL SRA 50-User	01-SSC-9614
SonicWALL SRA 100-User	01-SSC-9616
SonicWALL SRA 250-User	01-SSC-9618
SonicWALL SRA 500-User	01-SSC-9647

SonicWALL SRA 1,000-User	01-SSC-9649
SonicWALL SRA 2,000-User	01-SSC-9651
SonicWALL SRA 5,000-User	01-SSC-8470

SonicWALL E-Class SRA Virtual Appliance

SonicWALL SRA Virtual Appliance	01-SSC-8468
10 Concurrent User License	01-SSC-9611
25 Concurrent User License	01-SSC-9612
50 Concurrent User License	01-SSC-9614

*Includes appliance add-ons. For license and support SKUs please visit www.sonicwall.com

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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