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Desk hours - 8:30-8:00 Eastern

Market Development – Emily Kerr

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www.sophos.com

Vendor Program Overview

Sophos is a developer and vendor of security software and hardware, providing endpoint, encryption, email, web, mobile and network security as well as Unified Threat Management products. Sophos is largely focused on providing security to small and mid-market businesses.

Key Products

EndUser Products - Cloud, EndUser Protection & Suites, Data Protection & Mobile Protection

Network Products - UTM Total Protect, UTM SG Hardware Appliances & TotalProtect, UTM Hardware Appliance & HW Licenses, UTM Software Licenses, UTM EndPoint Protection, UTM Peripherals (RED, AP, EP, IPsec, Accessories)

****Please note End-of-Sale (EoS) date for the following Network Security products will be June 30, 2015:**

- All Sophos UTM Series appliances
- AP 30 Ceiling-mount Access Point

Services - Professional Services, Enhanced Support

Authorization Requirements

Sophos restricts the sale of product to Sophos partners only. Please reach out to Emily Kerr; Emily.kerr@ingrammicro.com for the initial process.

Subscriptions

All Sophos subscription SKUs are available in specific, fixed term lengths: 12 months, 24 months, 36 months and 1 month extensions.

- Note that one month extension SKUs are a special type of SKU that can only be purchased along with another yearly multiple SKU. One month SKUs are not available for purchase on their own.
- To purchase a license for a specific term other than these fixed term lengths, 'stack' up SKUs to make up that term.

Ordering Requirements

To assure prompt processing of your Sophos orders, please be sure to include the following information when placing your order with us:

Please note that orders with Special Pricing/Deal Registration would have to be done through the Licensing desk; please contact Sophos-Licensing@Ingrammicro.com

1. PO number
2. End-user agency/organization name
3. End-user shipping street address, city, state and zip code
4. End-user contact name - first and last name required
5. End-user contact phone number

6. End-user contact email address (email domain must match business name)
7. License ID (required for all renewals)
8. Expiration date for all licenses and co-term dates (if applicable)

Product Delivery

Sophos's normal processing time on orders is 2-3 business days. Licenses are delivered via email. The delivery must go directly to the end user; however, resellers can request to be copied in on the license e-mail.

Renewals

Renewals must be purchased within 30 days of the renewal date of the license. All renewals require License IDs at time of purchase.

Important Notes

The following changes to UTM subscriptions are managed through <http://myutm.sophos.com> and cannot be done through Click2License.

- Co-termination of all subscriptions within a specific license
- Upgrade users-band of software-platform installations in exchange for a term reduction
- Enable clustering or increasing the number of active nodes on an existing license.

Returns Overview

Returns are not available for Sophos.

Please contact our licensing desk with any questions.

July 21, 2015