1-800-456-8000 x76797
Websense-Licensing@Ingrammicro.com
Desk hours - 8:30-8:00 Eastern
Market Development – Lindsey Lamendola
1-800-456-8000 x67372
www.Websense.com

Vendor Program Overview

Websense delivers Web, data, and messaging security solutions for organizations of all types and sizes, from small offices of 25 users to large, distributed enterprises of 100,000 users or more, from sectors from business, to education, to healthcare.

Different businesses have different needs, so Websense has solutions to meet the needs of customers across multiple industries. Websense works even in the most stringently regulated organizations to provide customers with visibility and control across communication channels and protocols. With an advanced policy framework to mitigate risks, Websense helps enable business while keeping pace with dynamic Web 2.0 threats.

Key Products

Websense Web Security - Websense Web Security solutions provide the industry's best security against modern threats at the lowest total cost of ownership. Choose the Web security solution area that meets your specific needs.

Websense Email Security - Websense® email security solutions integrate best-in-class email security with Web security and data security technology to achieve unparalleled visibility into emerging threats and one of the highest levels of email protection from inbound and outbound email security risks.

Websense Data Security - Websense® data loss prevention (DLP) technologies are part of the Websense TRITON™ solution and provide market-leading DLP capabilities designed to secure sensitive information and intellectual property, as well as manage and enforce regulatory requirements. Supporting a wide range of deployment options, Websense DLP solutions enable organizations to deploy the DLP solution that best meets their needs with reduced cost and complexity.

Maintenance/Support

Websense is a subscription based product that will need to be renewed at expiration. Product updates and standard support are included with each subscription. Websense Premium Support is available at an additional cost.

Media

Media is not available for Websense licenses.

Authorization Requirements

Any reseller with a current Ingram Micro account can sell Websense products.

Ordering Requirements

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

1. Reseller's Ingram Micro account number
2. PO number

3. End-user company name
4. End-user shipping street address, city, state and zip code
5. End-user contact name - first and last name required
6. End-user contact phone number
7. End-user contact email address
8. Ingram Micro quote # is available

Product Delivery
Websense Software's normal processing time on orders is 2 business days. Licenses are delivered via email. The delivery must go directly to the end user; however, resellers are copied on the license e-mail. Appliances are shipped via UPS ground.

Renewals
Renewals must be purchased within 90 days of the renewal date of the license, or they will be considered new business.

Pricing Programs
Federal Government: Websense offers an additional discount to federal government agencies. Please call our desk at 1 (800) 456-8000, ext. 76797 so that we can look up your customer and provide you with products and costs. Federal Government orders cannot be placed on Click2License.
Academic - Websense offers a 30% discount for accredited schools and libraries. Approval from Websense is required for academic pricing.

Pricing Levels
Pricing and band levels vary for each product line. Please contact the Websense licensing desk for assistance.

Important Notes
Websense has a month end order cut off at 8pm eastern the weekday before calendar month end. Please have your orders in at least 4 hours prior to this cut off to ensure processing.
Websense has a no return policy.
Websense offers product training. Please visit their site for details Training and Certification