

STONESOFT MSSP ●●● PROGRAM

As a Stonesoft MSSP, you ensure security of customers without the financial means or desire to manage security in-house. Thanks to you, they are better secured, more productive, can focus solely on their business and maintain peace of mind. How you accomplish this depends greatly on your technology partners.

Stonesoft MSSP Program enables you to:

- **provide enterprise grade security and 24/7 availability for your end customers**
- **co-operate with a partner that has experience of securing the most complex, critical and demanding networks in the world**
- **manage your customer environments efficiently with Stonesoft Management Center (SMC) and Customer Domains**
- **give your customers better visibility over their network security through Web Portal**
- **provide additional services to your end customers and increase your revenue**
- **raise your margins thanks to cost-efficient centralized management solution**
- **fulfill regulatory compliance requirements**

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Pay only for what you invoice



The unique, economical model offered by Stonesoft is designed to simplify your business. With the exception of the StoneGate appliances, no investment is needed before becoming an MSSP. All you have to do is pay one time per year for the number of nodes activated throughout the year.

- **Pay only for activated nodes**
- **The annual fee is 60 euros per activated nodes**
- **1 cluster = 1 node**
- **All nodes have a count value of 1**

Example of a city council made up of 9 distant sites + one central site equipped with a cluster, 3-year Basic support

Traditional Commercial Proposal

	Purchase cost	&	
Hardware (centralized FW-315 Cluster)	2 393,00 €	16,47 %	
Remote sites (FW-105)	4 534,88 €	31,21 %	
Management for 10 nodes	7 600,00 €	52,31 %	
TOTAL	14 527,88 €	40,36 €	per month per site

Stonesoft MSSP approach

	Purchase cost	&	
Hardware (centralized FW-315 Cluster)	2 393,00 €	34,54 %	
Remote sites (FW-105)	4 534,88 €	65,46 %	
Management for 10 nodes	0,00 €	0,00 %	
TOTAL	6 927,88 €		
TOTAL year 2	600,00 €	SMC fee	
TOTAL year 3	600,00 €	SMC fee	
TOTAL	8 127,88 €	22,58 €	per month per site

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Levels of MSSP Partnership Stonesoft

		ADVANCED	PREMIUM
MSSP Partner	MSSP contract signed (the partner must be an authorized reseller)	YES	Yes
	Minimum target volume	30 Nodes/year	50 nodes/year
	Number of engineers to be certified	2	4
	Joint end-user event	No	1 per year
	Access to NFR conditions for POC and demos	2	4
	Presence on partner website	YES	YES
	Follow-up meeting with Stonesoft	Quarterly	Monthly

		ADVANCED	PREMIUM
Stonesoft	Delivery	Delivery of SMC license + Web Portal + Domains	Delivery of HA license: SMC+ Web Portal + Domains
	Presence on Stonesoft website	Logo	Total visibility**
	Access to Stonesoft's resources	YES	YES
	Access to example service description document	NO	YES
	Access to webinar-on-demand service	YES	YES
	Joint marketing actions	2 Minimum*	4 Minimum*

* Type of possible marketing actions: press release, case study, joint meeting, common web presentation, lead generation campaigns, emailings

** (logo, redirection to the partner's website, presentation video, download of brochure...)

Why choose Stonesoft?

- **More than 20 years of experience in network security**
- **Reliable and robust technology**
- **Low TCO through efficient Centralized Management Center**
- **Visionary vendor that secures both physical and virtual environments (certified VMware Partner)**
- **Easy and quick steps to become an MSSP**
- **No initial investment to become MSSP thanks to the free acquisition of Stonesoft Management Center**
- **Levels of partnerships adapted to your needs, time and resources**



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