



Small business solutions, version 2.0 Pricing cheatsheet

Sophos Security Suite SBE 2.0

Includes>> Desktop and file server anti-virus, desktop firewall and email anti-virus and anti-spam
 Sophos Control Center, Sophos Anti-Virus for Windows (inc. Adware/PUA) and Sophos Anti-Virus for Mac
 Sophos Client Firewall for Windows 2000/XP
 PureMessage for Windows/Exchange (anti-virus and anti-spam)
 24/7 technical support by telephone, email and online for the full duration of the license

User packs	1yr	2yr	3yr	5yr
5	£258.00	£387.00	£516.00	£774.00
10	£471.00	£706.50	£942.00	£1,413.00
15	£706.50	£1,059.75	£1,413.00	£2,119.50
20	£942.00	£1,413.00	£1,884.00	£2,826.00
25	£985.00	£1,477.50	£1,970.00	£2,955.00
50	£1,910.00	£2,865.00	£3,820.00	£5,730.00
100	£3,680.00	£5,520.00	£7,360.00	£11,040.00

Sophos Computer Security SBE 2.0

Includes>> Desktop and file server anti-virus and desktop firewall
 Sophos Control Center, Sophos Anti-Virus for Windows (inc. Adware/PUA) and Sophos Anti-Virus for Mac
 Sophos Client Firewall for Windows 2000/XP
 24/7 technical support by telephone, email and online for the full duration of the license

User packs	1yr	2yr	3yr	5yr
5	£192.00	£288.00	£384.00	£576.00
10	£350.00	£525.00	£700.00	£1,050.00
15	£525.00	£787.50	£1,050.00	£1,575.00
20	£700.00	£1,050.00	£1,400.00	£2,100.00
25	£732.50	£1,098.75	£1,465.00	£2,197.50
50	£1,415.00	£2,122.50	£2,830.00	£4,245.00
100	£2,730.00	£4,095.00	£5,460.00	£8,190.00

Sophos Anti-Virus SBE 2.0

Includes>> Desktop and file server anti-virus
 Sophos Control Center, Sophos Anti-Virus for Windows (inc. Adware/PUA) and Sophos Anti-Virus for Mac
 24/7 technical support by telephone, email and online for the full duration of the license

User packs	1yr	2yr	3yr	5yr
5	£147.50	£221.25	£295.00	£442.50
10	£269.00	£403.50	£538.00	£807.00
15	£403.50	£605.25	£807.00	£1,210.50
20	£538.00	£807.00	£1,076.00	£1,614.00
25	£562.50	£843.75	£1,125.00	£1,687.50
50	£1,090.00	£1,635.00	£2,180.00	£3,270.00
100	£2,100.00	£3,150.00	£4,200.00	£6,300.00

Important notes

The user number should be the greater of: 1) the number of servers and computers protected, or 2) the number of users protected. Home use is not included with small business solutions. **A valid email address, postal address and telephone number is required with all orders.**

If a pack size is required that is not shown above please contact your account manager for a per user pricing quote

Desktop and file server protection: Windows 98 SE/Me/2000/2003/XP Home and Pro and Mac OS X 10.2 and higher.
 Please note Sophos Control Center requires Windows 2000/2003/XP Pro

Email server protection: Exchange 2000/2003 and Windows 2000/2003/XP Pro



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Qualifying questions

- Are you a new customer or do you have an existing Sophos licence? (new, renewal or switch)
- How many users/computers including servers (whichever is greater) do you have? (Licence size)
- What platforms are you running? (To decide which is appropriate enterprise or small business)
- How do you protect your Apple Macs? (Central management/one licence for Windows and Mac)
- How are you stopping hackers targeting your business? How do you protect remote laptop users? (Firewall)
- How are you stopping spam and email-borne malware entering your business? (PureMessage)
- How would you like to get up to two years for free by buying a multi-year licence? (Multi-year discount)

Key selling points

Feature	Benefit
Streamlined installation inc. Active Directory	Ensures rapid protection of all users
Designed for non-technical users	You can protect yourself easily from all the latest threats
Sophos Anti-Virus protects against multiple threats. Viruses, worms, spyware, adware, potentially unwanted applications	Customers only have to buy and install one product to stop and remove multiple threats
Sophos Client Firewall stealth mode and has better application control and central management than other basic firewalls	Mobile users get better protection. Prevents intrusion by hackers and stops internet and network worms inside the network too. Easy to deploy and manage
Sophos Control Center manages anti-virus and client firewall for Windows and Mac computers and file servers all with one licence	Simple and cost effective to protect and manage a network with Windows and Mac computers
Award-winning 24/7 support as standard for the entire duration of the licence	Peace of mind. Expert help whenever you need it
Remote disinfection and clean-up of malware, adware and PUAs. Our protection from common PUAs, also allows organizations to selectively authorize applications	Quick and easy to repair and recover from an infection on an unprotected machine or centrally authorise/remove potentially unwanted applications
Decision Caching technology eliminates the necessity (and the system overhead) of repetitive virus scanning.	Fast scanning and low network overheads maximizes desktop performance and user productivity
Genotype technology proactively protects against new emerging threats and spam before specific, signature-based protection is released	Proactive threat and spam detection delivers higher detection rates and better protection against emerging and day zero threats
Bandwidth throttling for client updates to minimize end-user impact during product updates over slow network/internet links	Keeps remote users protected without interrupting their work, even those with limited bandwidth.
Virus updates are much smaller than competitors' products typically 1-2kb	Faster distribution of protection against the latest threats without slowing down the network
SophosLabs - Sophos was the fastest to respond to the top five threats of 2005 among the leading global IT security vendors	Assurance that protection will be rapid , reliable and will combat blended threats