



# SONICWALL SECURITY-AS-A-SERVICE

**Bundled network security service offering for SonicWall service provider partners**

## What is SECaaS?

Offer your customers a turn-key subscription service for all of their essential network security needs. SonicWall Security-as-a-Service (SECaaS) bundles a next-generation firewall (NGFW) with a comprehensive security suite, mobile and wireless security, management and reporting, and 24x7 support – all at an affordable monthly rate.

There is no upfront cost or investment. The SECaaS program aligns service provider recurring revenue with a recurring expense model, allowing you to grow your business more effectively.



### What is included in the SECaaS bundle?

The SECaaS offering creates a powerful, single security solution consisting of the following products:

- The SonicWall NGFW delivers all of these services. Each appliance bundles all hardware and services needed for comprehensive network protection from a wide range of emerging threats.
- Your choice of either the SonicWall Comprehensive Gateway Security Suite (CGSS) or Advanced Gateway Security Suite (AGSS), depending upon the capabilities you require.
  - The Comprehensive Gateway Security Suite (CGSS) offers all-in-one network protection that combines gateway anti-virus, anti-spyware, intrusion prevention, application intelligence and control, content filtering, firmware updates and 24x7 support.
  - The Advanced Gateway Security Suite (AGSS) includes all of the features of CGSS, plus adds our Capture Advanced Threat Protection

(ATP) multi-engine sandbox. This adds another layer of protection, empowering you to discover and stop unknown, zero-day attacks such as ransomware, before they infiltrate your network

- Optional Global Management System (GMS) provides you with a powerful and intuitive solution to centrally manage and rapidly deploy SonicWall firewall, anti-spam, email security and secure mobile access solutions for your customers.

All of the necessary security components are bundled into a convenient and attractive monthly subscription price with no upfront investment required.

### Benefits

Ease of acquiring new customers

- No customer IT staff required
- No initial customer investment
- Predictable expense model
- Turn-key offering

Simplified business model

- No upfront capital expenditures
- Recurring revenue stream
- Broad product and services portfolio
- Minimal ongoing management

Comprehensive network security solution

“SECaaS is an easy sell because it allows the customer to always have a current firewall with no capital expenditure.”

**RICHARD RAUE, PRESIDENT  
HI-TECH COMPUTERS OF RUSTON**





```

mirror_mod.use_x = False
mirror_mod.use_y = True
mirror_mod.use_z = False
elif _operation == "MIRROR_Z":
    mirror mod.use x = False
  
```

Feature	Description
No customer IT staff required	Grow your business by acquiring new customers that need to implement a network security solution for their organization but lack the required IT staff or expertise.
No initial customer investment	With no initial costs to purchase SECaaS, customers can deploy a network security solution that fits within virtually any budget.
Predictable expense model	SECaaS enables customers to pay a fixed monthly fee for their security services, providing a straight-forward, simplified model for managing expenses.
Turn-key offerings	SECaaS solutions combine all the components needed to deliver managed network security in a single, ready-to-deploy bundle.
No upfront capital expenditures	Partners who sell SECaaS pay no upfront costs to acquire the firewall appliance and instead pay a monthly fee for the equipment they place at customer sites.
Recurring revenue stream	Because SECaaS is based on a monthly subscription fee, partners have a recurring revenue stream with no expiration date.
Broad product and services portfolio	SonicWall provides a broad portfolio of award-winning security solutions within the SECaaS program, allowing partners to deliver on a diverse range of customer needs.
Minimal ongoing management	Using GMS, partners can manage their customers' firewall, services, users and more through a single console, reducing ongoing administrative overhead.

**Flexibility to deploy based on your organization's expertise and capabilities**

Already have experienced security and managed services staff?

Great! Provide the managed security services yourself.

- Utilize the SECaaS program to package an offering to your customers with no upfront costs and just a monthly fee.

Need assistance? Have limited infrastructure, managed services, or security expertise?

No problem, we'll manage the solution for you.

- Utilize SonicWall SECaaS certified providers to have the managed security services provided on your behalf. Expand your product portfolio and scale your business via these white-labeled security services.

**Ready to join the program?**

For general inquiries or to join the program, email us at:

[SECaaS@sonicwall.com](mailto:SECaaS@sonicwall.com).

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## About Us

SonicWall has been fighting the cybercriminal industry for over 27 years, defending small, medium-sized businesses and enterprises worldwide. Our combination of products and partners has enabled an automated real-time breach detection and prevention solution tuned to the specific needs of the more than 500,000 organizations in over 215 countries and territories, so you can do more business with less fear. For more information, visit [www.sonicwall.com](http://www.sonicwall.com) or follow us on Twitter, LinkedIn, Facebook and Instagram.

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