Price List
Version 13-3
Currency USD
NA and Canada

Web	SKU
TRITON Enterprise	TE
TRITON Security Gateway Anywhere	TSGA
TRITON Security Gateway	TSG
Client Policy Manager	CPM
Cloud Web Security	HW
ACE in the Cloud	AITC
Cloud Web Security Gateway	HWSG
Mobile Filter	WMF
Remote Filtering	RMF
Security Filtering	PG3
Sophos Anti-Virus (1 year)	SAV
Sophos Anti-Virus (3 year)	SAV
TRITON ThreatScope	TRTSCP
SurfControl Web Filter	WITD
Web Filter Anti Virus	WWFAV
Websense Express	WSX
Websense Web Filter	WS
Websense Web Security	SS
Websense Web Security Gateway	WSG
Websense Web Security Gateway Anywhere	WSGA

Data	SKU
TRITON Enterprise	TE
TRITON Security Gateway Anywhere	TSGA
TRITON Security Gateway	TSG
Advanced Email Encryption	AEE
Content Gateway (Note: w/SSL)	CGD
Upgrade to Data Protect for WSGA Customers	WDP4WSGA
Upgrade to Data Security Suite for WSGA Customers	WDD
Upgrade to Websense Data Security Suite for ESGA Customers	WDSS4ESGA
Websense Data Endpoint	WDE
Websense Data Discover	WDD
Websense Data Monitor	WDM
Websense Data Security Gateway	WDP
Websense Data Security Suite	WDSS
Websense Image Analysis	IA

Email	SKU
TRITON Enterprise	TE
TRITON Security Gateway Anywhere	TSGA
TRITON Security Gateway	TSG
Advanced Email Encryption	AEE
Antivirus Agent	WAV
Cloud Antispam	HAS
Cloud Email Security	HASV
Cloud Email Security & Content Control	HSC
Email Security Gateway	ESG
Email Security Gateway Anywhere	ESGA
Websense Email Security	ESG
TRITON ThreatScope	TRTSCP

Websense Image Analysis	IA

TRITON RiskVision	SKU
TRITON RiskVision Base System V5000	TRV5K
TRITON RiskVision Base System V5000 China	TRV5KRCN
TRITON RiskVision Base System V5000 NFR	TRV5KN
TRITON RiskVision Base System V10000	TRV10K
TRITON RiskVision Base System V10000 China	TRV10KCN
TRITON RiskVision Base System V10000 NFR	TRV10KN
RiskVision Base System V5000 Remanufactured	TRV5KRM
RiskVision Base System V10000 Remanufactured	TRV10KRM
TRITON RiskVision V5000 Subscription	TRV5KS
TRITON RiskVision V10000 Subscription	TRV10KS
Appliance Shipping and Handling - US	SHIPUS
Appliance Shipping and Handling - INTL	SHIPINTL
TRITON RiskVision Standard Support (V5000)	TRVSS
TRITON RiskVision Standard Support (V10000)	TRVSS

Mobile	SKU
TRITON Mobile Security	TMS

Appliance	SKU
Appliance Shipping and Handling - US	SHIPUS
Websense i500 Appliance	i500
Websense i500 Appliance China	i500C
Websense i500 Appliance NFR	i500N
Websense i500 Virtual Appliance	i500V
Websense i500 Virtual Appliance with Bypass Card	i500VB
Websense ESGv Appliance	ESGV
Websense V10000 G2 Appliance	V10KG2
Websense V10000 G2 Appliance - Remanufactured	V10KG2RM
Websense V10000 G2 Appliance NFR	V10KG2N
Websense V10000 G2 Appliance Warranty (36 months)	V10KG2W
Websense V10000 G2 Appliance Warranty (60 months)	V10KG2W
Websense V10000 Appliance Extended Hardware Warranty	V10KEHW
Websense V10000 G3 Appliance	V10KG3
Websense V10000 G3 Appliance NFR	V10KG3N
V10000 G3 Appliance - Remanufactured	V10KG3RM
V10000 G3 Appliance Warranty 4 Hour Onsite (36 months)	V10KG3W
V10000 G3 Appliance Warranty 4 Hour Onsite (60 months)	V10KG3W
Websense V5000 G2 Appliance	V5KG2
Websense V5000 G2 Appliance - DSS	V5KG2-DSS
Websense V5000 G2 Appliance - Extended Two Year Warranty 4 Hour Onsite	V5KG2W4H
Websense V5000 G2 Appliance - Remanufactured	V5KG2RM
Websense V5000 G2 Appliance - Remanufactured - WSGA	V5KG2RMA
Websense V5000 G2 Appliance - Upgrade to 4 Hour On-Site	V5KG2W4HU
Websense V5000 G2 Appliance DSS Warranty (36 months)	V5KG2W-DSS
Websense V5000 G2 Appliance NFR	V5KG2N
Websense V5000 G2 Appliance Rail Kit	RAILV5KG2
Websense V5000 G2 Appliance Warranty for 36 Months	V5KG2W
Websense V5000 G2 Appliance Warranty NBD for 60 months	V5KG2WA
Websense V5000 Extended Warranty - NBD	V5KEW
Websense V5000 Extended Warranty - 4 Hour On-site	V5KEW4HR
Websense X10 G Base Configuration	X10G
Websense X10 G Blade	X10GB
Websense X10 G Optical Kit	X10GOPT
X10G Base Config: Extended Warranty upgrade for NBD for 60 months	X10GWNBD
X10G Base Config: Warranty upgrade from NBD to 4 hr. Onsite for 36 months	X10GW4HR
X10G Base Config: Warranty upgrade from NBD to 4 hr. Onsite for 60 months	X10GWNBD
X10G Base Configuration: NBD Warranty for 36 months	X10GWNBD
X10G Blade: Extended Warranty upgrade for NBD for 60 months	X10GW4HR
X10G Blade: NBD Warranty of 36 months	X10GBWNBD
X10G Blade: Warranty upgrade from NBD to 4 hr. Onsite for 36 months	X10GBW4HR
X10G Blade: Warranty upgrade to 4 hr. Onsite for 60 months	X10GBW4HR
X10G Shipping & Handling	SHIPX10G

Services	SKU
Websense CyberSecurity Intelligence OnDemand	CSIoD

Websense CyberSecurity Intelligence Direct	CSI
Forensic 4 Pack	F4P

Imperva	SKU
Imperva File Activity Monitoring	IFAM
Imperva File Firewall	IFFW
Imperva VM150 Management Server Virtual Appliance License	IVM150L
Imperva VM150 Management Server Virtual Appliance Support	IVM150S
Imperva VM150 Management Server - Passive HA Virtual Appliance License	IVM150HAL
Imperva VM150 Management Server - Passive HA Virtual Appliance Support	IVM150HAS
Imperva Single Appliance Management Virtual Appliance License	ISAML
Imperva Single Appliance Management Virtual Appliance Support	ISAMS
Imperva HA license for MX Management Server License	IHAMXL
Imperva HA license for MX Management Server Support	IHAMXS

Support	SKU
Mission Critical	MC
Premium Support	PS
Premium Support - TRITON	PRT

Migration	SKU
Email Security Gateway to Email Security Gateway Anywhere Migration	ESG2ESGA
Email Security Gateway to TRITON Enterprise - Migration	ESG2TE
Email Security Gateway to TRITON Security Gateway Anywhere - Migration	ESG2TSGA
Email Security Gateway Anywhere to TRITON Enterprise - Migration	ESGA2TE
Email Security Gateway Anywhere to TRITON Security Gateway Anywhere - Migration	ESGA2TSGA
Cloud Antispam to Cloud Email Security – Migration	HAS2HASV
Cloud Antispam to Cloud Email Security & Content Control – Migration	HAS2HSC
Cloud Email Security to Cloud Email Security & Content Control - Migration	HASV2HSC
Cloud Web Security to Cloud Web Security Gateway Migration	HW2HWSG
Cloud Web Security to Cloud Web Security Gateway Migration	AITC2HWSG
Cloud Web Security to TRITON Enterprise - Migration	HW2TE
Cloud Web Security Gateway to TRITON Security Gateway Anywhere	HW2TSGA
Cloud Web Security to Web Security Gateway Anywhere - Migration	HW2WSGA
Cloud Web Security Gateway to TRITON Enterprise - Migration	HWSG2TE
Cloud Web Security to TRITON Security Gateway Anywhere	HWSG2TSGA
Cloud Web Security Gateway to Web Security Gateway Anywhere Migration	HWSG2WSGA
Cloud Web Security Gateway to Web Security Gateway Anywhere - Migration	HWSG2WSGA
Websense Web Security to TRITON Enterprise - Migration	SS2TE
Websense Web Security to TRITON Security Gateway Migration	SS2TSG
Websense Web Security to TRITON Security Gateway Anywhere	SS2TSGA
Websense Web Security to Web Security Gateway Migrations	SS2WSG
Websense Web Security to Web Security Gateway Anywhere - Migration	SS2WSGA
TRITON Security Gateway to TRITON Enterprise Migration	TSG2TE
TIRTION Security Gateway to TRITON Security Gateway Anywhere Migration	TSG2TSGA
TRITON Security Gateway Anywhere to TRITON Enterprise - Migration	TSGA2TE
Websense Data Monitor to TRITON Enterprise Migration	WDM2TE
Websense Data Monitor to Websense Data Security Gateway Migration	WDM2WDP
Websense Data Monitor to Websense Data Security Suite Migration	WDM2WDSS
Websense Data Security Gateway to TRITON Enterprise Migration	WDP2TE
Websense Data Security Gateway to Websense Data Security Suite Migration	WDP2WDSS
Upgrade to Data Security Gateway for WSGA Customers	WDP4WSGA
Websense Data Security Suite to TRITON Enterprise Migration	WDSS2TE
Upgrade to Data Security Suite for ESGA Customers	WDSS4ESGA
Upgrade to Data Security Suite for WSGA Customers	WDSS4WSGA
SurfControl Web Filter to Websense Web Security - Migration	WF2SS
SurfControl Web Filter to Websense Web Security – Migration & Renewal	WF2SSR
SurfControl Web Filter to TRITON Enterprise - Migration *	WF2TE
SurfControl Web Filter TRITON Enterprise Migration	WF2TE
SurfControl Web Filter TRITON Enterprise Migration & Renewal	WF2TE
SurfControl Web Filter to TRITON Enterprise – Migration & Renewal*	WF2TEAR
SurfControl Web Filter TRITON Security Gateway Anywhere	WF2TSGA
SurfControl Web Filter TRITON Security Gateway Anywhere & Renewal	WF2TSGAR
SurfControl Web Filter to Websense Web Filter - Migration	WF2WS
SurfControl Web Filter to Web Security Gateway Migration	WF2WSG
SurfControl Web Filter to Web Security Gateway Anywhere Migration	WF2WSGA
SurfControl Web Filter to Web Security Gateway Anywhere Migration & Renewal	WF2WSGAR
SurfControl Web Filter to Web Security Gateway – Migration & Renewal	WF2WSGR
SurfControl Web Filter to Web Security Gateway Migration & Renewal	WF2WSGR
SurfControl to Websense Web Filter - Migration & Renewal	WF2WSR

SurfControl Web Filter to Websense Web Filter – Migration & Renewal	WF2WSR
Websense Web Filter to TRITON Enterprise Migration	WS2TE
Websense Web Filter to TRITON Security Gateway Migration	WS2TSG
Websense Web Filter to TRITON Security Gateway Anywhere	WS2TSGA
Websense Web Filter to Web Security Gateway Migration	WS2WSG
Websense Web Filter to Web Security Gateway Anywhere Migrations	WS2WSGA
Web Security Gateway to TRITON Enterprise Migration	WSG2TE
Web Security Gateway to TRITON Security Gateway Anywhere	WSG2TSGA
Websense Web Security Gateway to Web Security Gateway Anywhere Migration	WSG2WSGA
Web Security Gateway Anywhere to TRITON Enterprise Migration	WSGA2TE
Web Security Gateway Anywhere to TRITON Security Gateway Anywhere	WSGA2TSGA
Websense Web Filter and Security Filtering to TRITON Enterprise Migration	WSPG2TE
Websense Web Filter and Security Filtering to TRITON Security Gateway Anywhere	WSPG2TSGA
Websense Web Filter and Security Filtering to Web Security Gateway Migration	WSPG2WSG
Websense Web Filter and Security Filter to Web Security Gateway Anywhere Migrations	WSPG2WSGA
WWF + Security Filtering to TRITON Security Gateway Migration	WSPG32TSG

websense®

TRITON Products

Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Increments of	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	Please contact a Websense Representative
TRITON Enterprise	$89.79	$89.79	$89.79	$73.91	$72.19	$72.19	$70.47	$70.47	$70.47	$65.31	$61.88	$58.44	
TRITON Security Gateway Anywhe	$71.83	$71.83	$71.83	$59.13	$57.75	$57.75	$56.38	$56.38	$56.38	$52.25	$49.50	$46.75	
TRITON Security Gateway	$57.46	$57.46	$57.46	$47.30	$46.20	$46.20	$45.10	$45.10	$45.10	$41.80	$39.60	$37.40	

TRITON Add-Ons

User Range	250-10,000					10,001+
Band	x					Please contact a Websense Representative
Advanced Email Encryption	$25.00					
User Range	1 - 1,000	1,001 - 5,000	5,001 - 10,000	10,001 - 20,000	20,001 - 50,000	50,001+
Band	A	B	C	D	E	F
Increments of	100's	100's	100's	100's	100's	100's
TRITON ThreatScope	$30.00	$26.25	$23.25	$21.75	$19.50	$16.50

TRITON Security Gateway

TRITON Security Gateway includes Websense Email Security Gateway and Web Security Gateway. TRITON Security Gateway is only available for renewals.

TRITON Security Gateway Anywhere

TRITON Security Gateway Anywhere includes Websense Email Security Gateway Anywhere and Web Security Gateway Anywhere

TRITON Enterprise

Includes One of the following Web Products	*Includes One of the following Email Product*	*Includes One of the following Data Products*
Cloud Web security Gateway	Cloud Email Security & Content Control	Data Security Suite
Web Security Gateway	Email Security Gateway	
Web Security Gateway Anywhere	Email Security Gateway Anywhere	

Premium Support

Premium Support - Triton: Premium Support required with all purchases up to $500,000.00 net back to Websense per year, unless otherwise approved. No multi-year discounts apply. For Customers over 10,000 Websense recommends the purchase of Mission Critical Support

Mission Critical Support

Mission Critical Support: Mission Critical Support is required on all opportunities over $500,000.00 net back to Websense. No multi-year discounts apply.

Orders

For subscriptions up to 299 users may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your Websense sales representative.

Renewals

Same list prices as above.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Migrations

For Migration pricing Click Here

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
TRITON Enterprise	TE
TRITON Security Gateway Anywhere	TSGA
TRITON Security Gateway	TSG
Advanced Email Encryption	AEE
TRITON ThreatScope	TRTSCP

3) Market	Part#
Business	CP
Education	SC

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

2) User Band	TRITON Part #	Advanced Email Encryption Part #	TRITON ThreatScope
1-24	N/A		
25-249	F		
250-299	G		
300-399	H		
400-499	I		
500-599	J		A
600-699	K		
700-799	L	X	
800-899	M		
900-999	N		
1,000	O		
1,001-2,500	P		
2,501-5,000	Q		B
5,001-9,999	R		
10,000			C
10,001-20,000		Please contact a Websense Representative	D
20,001-50,000			E
50,001+			F

Example 1	Element
1) TRITON Enterprise	TE
2) 5,000 Seats	Q
3) Business Market	CP
4) 36-months	36
5) Type of Order	N
Part Number: TE-Q-CP36-N	

Web Security Gateway

Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Increments of	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	
Web Security Gateway Anywhere	$65.30	$65.30	$65.30	$53.75	$52.50	$52.50	$51.25	$51.25	$51.25	$47.50	$45.00	$42.50	Please contact a Websense Representative
Web Security Gateway	$52.24	$52.24	$52.24	$43.00	$42.00	$42.00	$41.00	$41.00	$41.00	$38.00	$36.00	$34.00	

Web Security

Band	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
User Range	25-49	50-74	75-99	100-149	150-199	200-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Increments of	25's	25's	25's	50's	50's	50's	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	Please contact a Websense Representative
Websense Web Security	$55.00	$52.00	$49.00	$46.00	$43.75	$41.25	$39.75	$38.25	$36.00	$34.00	$33.75	$33.75	$33.25	$33.00	$33.00	$30.75	$29.25	$27.25	
Websense Web Filter	$40.00	$37.00	$34.25	$31.25	$30.50	$26.75	$25.25	$23.75	$21.75	$20.00	$19.75	$19.50	$19.25	$19.00	$19.00	$17.00	$16.00	$14.50	

Cloud Web

User Range	25-49	50-249	250-499	500-749	750-999	1,000-1,499	1,500-1,999	2,000-2,499	2,500-4,999	5,000-9,999	N/A
Band	A	B	C	D	E	F	G	H	I	J	10,001+
Increments of	5'S	25'S	50'S	50'S	50'S	100'S	100'S	100'S	100'S	100'S	
Cloud Web Security	$40.87	$35.04	$31.68	$28.56	$26.64	$25.44	$23.76	$22.68	$21.00	$19.80	Please contact a Websense Representative
ACE in the Cloud	$40.87	$35.04	$31.68	$28.56	$26.64	$25.44	$23.76	$22.68	$21.00	$19.80	
Cloud Web Security Gateway	$66.10	$61.32	$52.24	$42.00	$41.00	$38.00	$38.00	$38.00	$36.00	$34.00	

Websense Express

Band	A	B	C
User Range	10-100	110-250	260-500
Increments of	10's	10's	10's
Websense Express	$20.50	$20.50	$15.50

Web Add-Ons

User Range	25-49	50-74	75-99	100-149	150-199	200-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000.00	1,001-2,500	2,501-5,000	5,001-10,000	N/A
Band	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	10,001+
Increments of	25'S	25'S	25'S	50'S	50'S	50'S	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	Please contact a Websense Representative
Client Policy Manager	$55.50	$52.00	$48.50	$45.00	$41.25	$37.50	$36.75	$36.00	$30.00	$27.00	$26.50	$26.00	$25.75	$25.25	$25.00	$21.00	$19.50	$18.00	
Security Filtering	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$9.50	$9.00	$8.00	
Remote Filtering	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$10.00	$9.00	$8.00	$7.00	

Web Security Gateway Add-Ons

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000.00	1,001-2,500	2,501-5,000	5,001-10,000	N/A
Band	G	H	I	J	K	L	M	N	O	P	Q	R	10,001+
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	Please contact a Websense Representative
Sophos Anti-Virus (1 year)	$10.45	$10.45	$10.45	$8.60	$8.40	$8.40	$8.20	$8.20	$8.20	$7.60	$7.20	$6.80	
Sophos Anti-Virus (3 year)	$25.08	$25.08	$25.08	$20.64	$20.16	$20.16	$19.68	$19.68	$19.68	$18.24	$17.28	$16.32	

User Range	1 - 1,000	1,001 - 5,000	5,001 - 10,000	10,001 - 20,000	20,001 - 50,000	50,001+
Band	A	B	C	D	E	F
Increments of	100's	100's	100's	100's	100's	100's
TRITON ThreatScope	$30.00	$26.25	$23.25	$21.75	$19.50	$16.50

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Order Size

For **Websense Express**; orders may be placed in 10 seats increments. The maximum subscription size is 500 seats.

For **Web Filter** and **Web Security**; orders for subscriptions up to 99 users may be purchased in 25 seat increments, orders for subscriptions from 100 users up to 299 users may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your Websense sales representative.

For **Web Security Gateway** and **Web Security Gateway Anywhere**; orders for subscriptions up to 299 users may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your Websense sales representative.

Renewals

Same list prices as above.

High Availability / Redundant Keys

There is a 25% additional charge for customers that have purchased multiple copies of Websense software to accommodate high availability, redundancy or load sharing. This only applies to Web Security Gateway and Web Security Gateway Anywhere software.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

15% for 2 years, 20% for 3 years.

Educational Institutions

30% discount off total subscription price. Includes educational institutions, administrative offices and boards of education, and public libraries. Education discounts do not apply to Cloud Web Security or Cloud Web Security Gateway.

Cloud

 A Cloud service subscription includes 24x7x365 support for Severity 1 issues. No activation fee is charged and no additional subscription is required.

Mission Critical Support

Mission Critical Support: Mission Critical Support is required on all opportunities over $500,000.00 net back to Websense per year. No multi-year discounts apply

Premium Support

Premium Support is applicable to Websense Web Security, Websense Web Filter and Websense Express

Premium Support - TRITON

Premium Support – TRITON is required with all purchases up to $500,000.00 net back to Websense per year with Websense Web Security Gateway and Web Security Gateway Anywhere, unless otherwise approved. For customers over 10,000 users, Websense recommends the purchase of Mission Critical Support. No multi-year discounts apply.

Migrations

For Migration pricing Click Here

Optional Subscription Add-Ons

Mobile Filter and Web Filter Anti Virus require a corresponding SurfControl Web Filter Subscription. The Mobile Filter Subscription user count must be equal to or less than the user count of the SurfControl Web Filter Subscription. The Web Filter Anti Virus user count must be equal to the user count of the SurfControl Web Filter Subscription.

User Bands

User band 'stacking' is not allowed. For example, if you want 850 users (with a minimum order quantity of 100's) you must purchase a 900 seat license. You CANNOT purchase at the 800 users band and 50 users at a lower band or any combination.

Remote Filtering

Must be sold with Websense Web Filter, Websense Web Security or Websense Web Security Gateway as an add-on to an existing Websense subscription. Websense Web Security Gateway Anywhere contains Remote Filter Orders of less than $250.00 require management approval.

Security Filtering

Must be sold with Websense Web Filter or as an add-on to an existing Websense subscription.

Client Policy Manager

Does not require the purchase of any additional Websense Subscriptions

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
Web Security Gateway Anywhere	WSGA
Web Security Gateway	WSG
Web Security	SS
Websense Web Filter	WS
Cloud Web Security	HW
ACE in the Cloud	AITC
Cloud Web Security Gateway	HWSG
Client Policy Manager	CPM
Security Filtering	PG3
Remote Filtering	RMF
Sophos Anti-Virus (1 year)	SAV
Sophos Anti-Virus (3 year)	SAV
TRITON ThreatScope	TRTSCP
Websense Express	WSX

3) Market	Web Part#	Cloud Web Part#
Business	CP	CP
Education	SC	N/A

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

2) User Band	Web Security Gateway/ Web Security Gateway Anywhere	CPM/ Filter Part #	Cloud Web Part #	Web Security Part#	Sophos Anti-Virus Part #	TRITON ThreatScope	Websense Express Part #
1-9	N/A	N/A	N/A	N/A	N/A	A	N/A
10-24							
25-49		A	A	A			A
50-74		B	B	B			
75-99		C		C			
100-149		D		D			
150-199		E	B	E			B
200				F			
201-249		F					
250-299	G	G	C	G	G		
300-399	H	H		H	H		C
400-499	I	I		I	I		
500-599	J	J	D	J	J		N/A
600-699	K	K		K	K		
700-749	L	L		L	L		
750-799			E				
800-899	M	M		M	M		
900-999	N	N		N	N		
1,000	O	O	F	O	O		
1,001-1,499	P	P		P	P	B	
1,500-1,999			G				
2,000-2,499			H				
2,500			I				
2,501-4,999	Q	Q		Q	Q		
5,000			J				
5,001-9,999	R	R		R	R	C	
10,000							
10,001-20,000	Please contact a Websense Representative						D
20,001-50,000							E
50,001+							F

Example 1	Element
1) Web Security Gateway Anywhere	WGSA
2) 500 Seats	J
3) Business Market	CP
4) 36-month Subscription	36
5) New	N
Part Number: WSGA-J-CP36-N	

Example 2	Element
1) Cloud Web Security	HW
2) 50 Seats	B
3) Business Market	CP
4) 36-month Subscription	36
5) Additional Seats	S
Part Number: HW-B-CP36-S	

Example 3	Element
1) Websense Web Filter	WS
2) 10,000 Seats	R
3) Business Market	CP
4) 36-month Subscription	36
5) Renewal	R
Part Number: WS-R-CP36-R	

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Data Security Pricing

Band	Z	A	B	C	D	E	F	G	H	I	J
User Range	250-499	500-1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001-15,000	15,001-20,000	20,001-30,000	30,001-40,000	40,001-50,000	50,001+
Increments of	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's
Websense Data Discover	$21.18	$17.50	$14.00	$12.00	$10.50	$9.50	$8.75	$8.00	$9.50	$7.25	$7.00
Websense Data Monitor	$21.18	$17.50	$14.00	$12.00	$10.50	$9.50	$8.75	$8.00	$7.50	$7.25	$7.00
Websense Data Security Gateway	$45.38	$37.50	$30.00	$25.50	$22.25	$20.00	$18.50	$17.25	$16.50	$15.50	$14.50
Websense Data Endpoint	$21.18	$17.50	$14.00	$12.00	$10.50	$9.50	$8.75	$8.00	$7.50	$7.25	$7.00
Websense Data Security Suite	$78.95	$65.25	$52.25	$44.50	$39.00	$35.00	$32.50	$30.00	$28.25	$27.00	$25.75

Data Security Upgrade Pricing

Band	Z	A	B	C	D	E	F	G	H	I	J
User Range	250-499	500-1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001-15,000	15,001-20,000	20,001-30,000	30,001-40,000	40,001-50,000	50,001+
Increments of	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's
Upgrade for Data Security Gateway for WSGA Customers	$32.32	$27.25	$20.50	$16.50	$13.75	$11.50	$10.00	$8.75	$8.00	$7.00	$6.00
Upgrade for Data Security Suite for WSGA Customers	$65.89	$55.00	$42.75	$35.50	$30.50	$26.50	$24.00	$21.50	$19.75	$18.50	$17.25
Upgrade to Websense Data Security Suite for ESGA Customers	$60.21	$51.28	$44.16	$37.15	$31.65	$31.65	$31.65	$31.65	$31.65	$31.65	$31.65

Data Add-Ons

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	$1,000.00	1,001-2,500	2,501-5,000	5,001-10,000
Band	G	H	I	J	K	L	M	N	O	P	Q	R
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S
Websense Image Analysis	$9.37	$9.37	$9.37	$9.37	$6.99	$6.99	$6.99	$6.99	$6.99	$4.04	$3.07	$3.07
User Range	250-10,000											
Band	x											
Advanced Email Encryption	$25.00											
User Range	All Users											
Band	Z											
Content Gateway	$5.00											

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.
This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements

Websense Data Endpoint cannot be sold standalone below 250 seats. The Endpoint module can only be sold below 250 seats to an existing DSS customer and/or in combination with another module in the Data Security Suite.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

15% for 2 years, 20% for 3 years.

Appliances and Hardware:

Websense Data Security Suite can be deployed on any hardware that meets minimum specifications. Minimum and recommended requirements are listed in the released version's release notes

Minimum Deal Size

All deals must be priced at 250 users or greater.

Educational Institutions

No educational discounts apply.

Migrations

For Migration pricing Click Here

Premium Support

Premium Support - Triton: Premium Support required with all purchases up to $500,000.00 net back to Websense per year, unless otherwise approved. No multi-year discounts apply.

Mission Critical Support

Mission Critical Support: Mission Critical Support is required on all opportunities over $500,000.00 net back to Websense per year. No multi-year discounts apply.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product	Part #
Websense Data Discover	WDD
Websense Data Monitor	WDM
Websense Data Security Gateway	WDP
Websense Data Endpoint	WDE
Websense Data Security Suite	WDSS
Upgrade for Data Security Gateway for WSGA Customers	WDP4WSGA
Upgrade for Data Security Suite for WSGA Customers	WDSS4WSGA
Upgrade to Websense Data Security Suite for ESGA Customers	WDSS4ESGA
Advanced Email Encryption	AEE
Websense Image Analysis	IA
Content Gateway	CGD

3) Market	Part#
Business	CP

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

2) User Band	Data Security Part #	Image Analysis Part #	Advanced Email Encryption Part #	Content Gateway Part #
25-49	N/A	F	N/A	
50-74				
75-99				
100-149				
150-199				
200-249				
250-299	Z	G	X	Z
300-399		H		
400-499		I		
500-599	A	J		
600-699		K		
700-799		L		
800-899		M		
900-999		N		
1,000		O		
1,001-2,500	B	P		
2,501-5,000	C	Q		
5,001-10,000	D	R		
10,001-15,000	E	N/A	N/A	
15,001-20,000	F			
20,001-30,000	G			
30,001-40,000	H			
40,001-50,000	I			
50,001+	J			

Example 1	Element
1) Product Websense Data Security Gateway	WDP
2) 53,000 Seats	J
3) Business Market	CP
4) 36-month Subscription	36
5) New	N
Part Number: WDP-J-CP36-N	

Example 2	Element
1) Websense Image Analysis	IA
2) 150 Seats	F
3) Business Market	CP
4) 36-month Subscription	36
5) Additional Seats	S
Part Number: IA-F-CP36-S	

Example 3	Element
1) Advanced Email Encryption	AEE
2) 1,000 Seats	X
3) Business Market	CP
4) 36-month Subscription	36
5) Renewal	R
Part Number: AEE-X-CP36-R	

Email Security

Band	F	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
User Range	25-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,5000	5,001-10,000	10,001+
Increments of	25's	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	Please contact a Websense Representative
Websense Email Security	$18.74	$18.74	$18.74	$18.74	$18.74	$13.97	$13.97	$13.97	$13.97	$13.97	$8.09	$7.35	$7.35	
Email Security Gateway	$18.74	$18.74	$18.74	$18.74	$18.74	$13.97	$13.97	$13.97	$13.97	$13.97	$8.09	$7.35	$7.35	
Email Security Gateway Anywhere	N/A	$23.43	$23.43	$23.43	$23.43	$17.46	$17.46	$17.46	$17.46	$17.46	$10.11	$9.19	$9.19	

Cloud Email

User Range	25-249	249-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	N/A
Band	F	G	H	I	J	K	L	M	N	O	P	Q	R	10,001+
Increments of	25's	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	Please contact a Websense Representative
Cloud Antispam	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	$10.50	
Cloud Email Security	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	$14.00	
Cloud Email Security & Content Control	$18.74	$18.74	$18.74	$18.74	$18.74	$18.00	$18.00	$18.00	$18.00	$18.00	$18.00	$18.00	$18.00	

Email Add-Ons

User Range	25-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	N/A
Band	F	G	H	I	J	K	L	M	N	O	P	Q	R	10,001+
Increments of	25'S	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	Please contact a Websense Representative
Virtual Image Agent (For Websense Email Security)	$11.03	$9.37	$9.37	$9.37	$9.37	$6.99	$6.99	$6.99	$6.99	$6.99	$4.04	$3.07	$3.07	
Antivirus Agent (For Websense Email Security)	$11.03	$9.37	$9.37	$9.37	$9.37	$6.99	$6.99	$6.99	$6.99	$6.99	$4.04	$3.07	$3.07	
Websense Image Analysis	$11.03	$9.37	$9.37	$9.37	$9.37	$6.99	$6.99	$6.99	$6.99	$6.99	$4.04	$3.07	$3.07	

Email Security Gateway Add-Ons

User Range	1 - 1,000	1,001 - 5,000	5,001 - 10,000	10,001 - 20,000	20,001 - 50,000	50,001+
Band	A	B	C	D	E	F
Increments of	100's	100's	100's	100's	100's	100's
TRITON ThreatScope	$30.00	$26.25	$23.25	$21.75	$19.50	$16.50

Email Encryption

User Range	25-10,000	N/A
Band	x	10,001+
Advanced Email Encryption	$25.00	Please contact a Websense Representative

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Order Size

Orders for subscriptions up to 249 seats can be purchased in increments of 25. Order between 250 and 299 seats can be purchased in increments of 50. All other orders may only be purchased in 100 seat increments

Additional Seats

Additional Seats can be purchased for the remaining months left in the subscription. They will be purchased at the user band equivalent to the total seat size for the account. For example; if a customer currently has 500 seats and wishes to add an additional 300 seats, the additional seats would be priced at price band M.

Multi-year discounts

15% for 2 years, 20% for 3 years.

Education

Includes educational institutions, administrative offices and boards of education, and public libraries. Provides a 30% discount off of the total subscription price. Educational discounts do not apply to Cloud Antispam, Cloud Email Security, Cloud Email Security & Content Control, Antivirus Agent, Virtual Image Agent, Websense Image Analysis and Advanced Email Encryption.

Mission Critical Support

Mission Critical Support: Mission Critical Support is required on all opportunities over $500,000.00 net back to Websense per year. No multi-year discounts apply.

Cloud

 A Cloud service subscription includes 24x7x365 support for Severity 1 issues. No activation fee is charged and no additional subscription is required.

User bands

User band stacking is not allowed. For example, if you want to purchase 1,050 users of Cloud Web Security (Band F with a minimum order quantity of 100's) you must purchase a 1,100 seat license. You CANNOT purchase 1,000 users at Band F and 50 users at Band B or any combination.

Note – Email Security packages are progressively inclusive:

· The Cloud Email Security package includes the Cloud Antispam package

· The Cloud Email Security & Content Control package includes the Cloud Email Security package.

Websense Email Security and Email Security Gateway

Websense Email Security and Email Security Gateway have the same Part# - all Websense Email Security subscriptions are also granted an Email Security Gateway Subscription

Migrations

For Migration pricing Click Here

Appliances

Websense Email Security Gateway and Email Security Gateway Anywhere require the purchase of a Websense V-series appliance

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
Websense Email Security	ESG
Email Security Gateway	ESG
Email Security Gateway Anywhere	ESGA
Cloud Antispam	HAS
Cloud Email Security & Content Control	HSC
Cloud Email Security	HASV
Advanced Email Encryption	AEE
Websense Image Analysis	IA
Virtual Image Agent (For Websense Email Security)	WIA
Antivirus Agent (For Websense Email Security)	WAV

2) User Band	Email/Add-On Part#	Advanced Email Encryption	TRITON ThreatScope
1-24	N/A		
25-249	F		
250-299	G		
300-399	H		
400-499	I		
500-599	J		A
600-699	K		
700-799	L	X	
800-899	M		
900-999	N		
1,000	O		
1,001-2,500	P		B
2,501-5,000	Q		
5,001-9,999	R		C
10,000			
10,001-20,000			D
20,001-50,000	Please contact a Websense Representative		E
50,001+			F

3) Market	WES, ESG and ESGA Part#	Cloud Email, Email Add Ons, AEE Part #
Business	CP	CP
Education	SC	N/A

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

Example 1	Element
1) Email Security Gateway	ESG
2) 5,000 Seats	Q
3) Business Market	CP
4) 36-month Subscription	36
5) New	N
Part Number: ESG-Q-CP36-N	

Example 2	Element
1) Cloud Email Security	HASV
2) 100 Seats	F
3) Business Market	CP
4) 36-month Subscription	36
5) Additional Seats	S
Part Number: HASV-F-CP36-S	

Example 3	Element
1) Advanced Email Encryption	AEE
2) 1,000 Seats	X
3) Business Market	CP
4) 36-month Subscription	36
5) Renewal	R
Part Number: AEE-X-CP36-R	

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TRITON RiskVision

Band	X
TRITON RiskVision Base System V5000	$41,950.00
TRITON RiskVision Base System V5000 China	$41,950.00
TRITON RiskVision Base System V5000 NFR	$20,975.00
TRITON RiskVision Base System V10000	$82,950.00
TRITON RiskVision Base System V10000 China	$82,950.00
TRITON RiskVision Base System V10000 NFR	$41,475.00

TRITON RiskVision Remanufactured

Band	X
RiskVision Base System V5000 Remanufactured	$41,950.00
RiskVision Base System V10000 Remanufactured	$82,950.00

TRITION RiskVision Subscription

Duration	1 Year
TRITON RiskVision V5000 Subscription	$11,950.00
TRITON RiskVision V10000 Subscription	$24,950.00

TRITION RiskVision Support

Band	X
TRITON RiskVision Standard Support (V5000)	$4,950.00
Band	Y
TRITON RiskVision Standard Support (V10000)	$9,950.00

Shipping

User Band	X
Appliance Shipping and Handling - US	$119.00
Appliance Shipping and Handling - INTL	$199.00

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

Websense TRITON RiskVision Base System includes

     a perpetual license for Websense TRITON RiskVision

     either a Websense V5000 G2 Appliance or a Websense V10000 G3 Appliance

     3 year warranty Next Business Day Warranty for the V5000 appliance or a 3 Year 4 Hour Onsite Warranty for the V10000 Appliance

Renewals

TRITON RiskVision Subscription is required upon initial purchase; subsequent renewals are optional

Educational Discounts

Educational Discounts Do not apply

Shipping

Appliance Shipping and Handling - US is non-discountable and is required on every TRITON RiskVision Base System order; orders that will be sent to China must use Appliance Shipping and Handling - INTL

Chinese Orders

TRITON RiskVision V5000 Base System - China or TRITON RiskVision V10000 Base System - China must be used for all orders shipped to China

Support

TRITON RiskVision does not include support. TRITON RiskVision Standard Support is optional and upgradeable to Premium Support - TRITON or Mission Critical Support. Customers that have Premium Support, Premium Support - TRITON or Mission Critical Support and would like to receive support for TRITON RiskVision must upgrade their support.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
TRITON RiskVision Base System V5000	TRV5K
TRITON RiskVision Base System V5000 China	TRV5KRCN
TRITON RiskVision Base System V5000 NFR	TRV5KN
TRITON RiskVision Base System V10000	TRV10K
TRITON RiskVision Base System V10000 China	TRV10KCN
TRITON RiskVision Base System V10000 NFR	TRV10KN
RiskVision Base System V5000 Remanufactured	TRV5KRM
RiskVision Base System V10000 Remanufactured	TRV10KRM
TRITON RiskVision V5000 Subscription	TRV5KS
TRITON RiskVision V10000 Subscription	TRV10KS
Appliance Shipping and Handling - US	SHIPUS
Appliance Shipping and Handling - INTL	SHIPINTL
TRITON RiskVision Standard Support (V5000)	TRVSS
TRITON RiskVision Standard Support (V10000)	TRVSS

2) User Band	Base System, Subscription & Shipping	Standard Support
TRITON RiskVision V5000	X	X
TRITON RiskVision V10000		Y

3) Market	Part#
Business	XX

4) Subscription Duration	Part #
Length of Subscription	# of months
Perpetual Bundle	PL

5) Type of Order	Part#
New	N
Renew	R

Example 1	Element
1) TRITON RiskVision V5000 Base System	TRV5K
2) User Band	X
3) Market	XX
4) Perpetual	PL
5) New	N
Part Number: TRV5K-X-XX-PL-N	

Example 2	Element
1) TRITON RiskVision V5000 Subscription	TRV5KS
2) User Band	X
3) Market	XX
4) 12-month Subscription	12
5) Renewal	R
Part Number: TRV5KS-X-XX-PL-R	

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TRITON Mobile Security

User range	100-10,000	10,001+
Band	X	
Increments of	5	Please Contact a Websense Representative
TRITON Mobile Security	$65.00	

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

<u>Renewals</u>

Same List Prices as above

<u>Educational Discounts</u>

Educational Discounts Do not apply

<u>Multi-Year Discount</u>

15% for 2 years, 20% for 3 years

<u>Support</u>

TRITON Mobile Security also requires the purchase of Premium Support - TRITON

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
TRITON Mobile Security	TMS

2) User Band	TRITON Mobile Security Part #
100-10,000	X
10,001+	Please contact a Websense Representative

3) Market	Part#
Business	CP

4) Subscription Duration	Part #
Length of Subscription	# of Months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

Example	Element
1) TRITON Mobile Security	TMS
2) 5,000 Seats	X
3) Business Market	CP
4) 36-month Subscription	36
5) Type of Order	N
Part Number: TMS-X-CP36-N	

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Appliances

User Band	X
I-Series	
Websense i500 Appliance	$5,995.00
Websense i500 Appliance - NFR	$2,995.00
V5000	
Websense V5000 G2 Appliance	$5,995.00
Websense V5000 G2 Appliance NFR	$2,995.00
Websense V5000 G2 Appliance Rail Kit	$225.00
V10000	
Websense V10000 G2 Appliance	$16,000.00
Websense V10000 G2 Appliance NFR	$8,000.00
Websense V10000 G3 Appliance	$19,995.00
Websense V10000 G3 Appliance - NFR	$9,999.00
X10G	
Websense X10 G Base Configuration	$55,000.00
Websense X10 G R2 Security Blade	$16,000.00
Websense X10 G Optical Kit	$1,600.00

Virtual Appliances

User Band	X
Websense i500 Virutal Appliance	$1,495.00
Websense i500 Virutal Appliance with Bypass Card	$1,795.00
Websense ESGv Appliance	$2,995.00

Warranties

User Band	X
i500	
Websense i500 Appliance Warranty - NBD	Free of Charge
V5000	
Websense V5000 G2 Appliance Warranty for 36 Months	Free of Charge
Websense V5000 G2 Appliance Warranty NBD for 60 months	$1,800.00
Websense V5000 G2 Appliance - Upgrade to 4 Hour On-Site	$3,100.00
Websense V5000 G2 Appliance - Extended Two Year Warranty 4 Hour Onsi	$2,850.00
Websense V5000 Extended Warranty - NBD	$1,000.00
Websense V5000 Extended Warranty - 4 HR On-site	$1,800.00
V10000K	
V10000 G2 Appliance Warranty 4 Hour Onsite (36 months)	Free of Charge
V10000 G3 Appliance Warranty 4 Hour Onsite (36 months)	Free of Charge
V10000 G2 Appliance Warranty 4 Hour Onsite (60 months)	$5,800.00
V10000 G3 Appliance Warranty 4 Hour Onsite (60 months)	$5,800.00
Websense V10000 Appliance Extended Hardware Warranty	$4,500.00
X10G	
X10G Blade Chassis Warranty NBD (36 months)	Free of Charge
X10G Blade NBD Warranty (36 months)	Free of Charge
X10G Blade Chassis Warranty NBD (60 months)	$11,195.00
X10G Blade Chassis Warranty 4 hr Onsite (36 months)	$12,060.00
X10G Blade Chassis Warranty 4 hr Onsite (60 months)	$24,840.00
X10G Blade NBD Warranty (60 months)	$2,675.00
X10G Blade Warranty 4 hr Onsite (36 months)	$3,070.00
X10G Blade Warranty 4 hr Onsite (60 months)	$6,270.00

Shipping

User Band	X
Appliance Shipping and Handling - US	$119.00
Appliance Shipping and Handling - INTL	$199.00
X10G Shipping & Handling	$476.00

Websense Extended Warranties and 4 Hour Upgrades can only be purchased at the Point of Sale of the Appliance, with the exception of Websense V10000 Appliance Extended Hardware Warranty.

Websense V10000 Appliance Extended Hardware Warranty is a 12 month renewal of the Websense V10000 G1 and G2 Warranty and can only be purchased in 12 month increments.

Websense V5000 Appliance Extended Warranty - NBD and Websense V5000 Appliance Extended Warranty - 4 HR on-site are a 12 month renewal of the Websense V5000 G2 Warranty and can only be purchased in 12 month increments.

Websense ESGv Requires the Purchase of Premium Support - TRITON

Websense ESGv Appliance, Websense i500 Virtual Appliance and Websense i500Virtual Appliance with Bypass Card are available through MyWebsense and do not require Shipping and Handling

Websense V5000 G2 Appliance Warranty, Websense V10000 G2 and G3 Appliance Warranty are Free of Charge for 36 months and are required on Every V5000 and V10000 order

Websense V10000 G2 and G3 Appliances comes standard with 4 Hour Support for 36 months

Shipping is non-discountable and is required on every Appliance order. Shipping is Per Appliance Shipped. The X10G Base Configuration requires the purchase of X10G Shipping & Handling.

In Order to receive the 5 year 4 Hour Onsite Warranty for the V5000 G2 Appliance, both V5kG2W4H and V5KG2W4U must be purchased

The Above Pricing covers all versions and part numbers for the stated Product unless otherwise specified

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

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Type of Order - Renewal SKUs are only applicable to the Websense V10000 Appliance Extended Hardware Warranty, Websense V5000 Extended Warranty - NBD and the Websense V5000 Extended Warranty - 4Hr Onsite

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Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See example below.

1) Product	Version	Part #
iSeries Appliances		
Websense i500 Appliance	Standard	i500
	Remanufactured	i500RM
	China	V5KG2DSS
	NFR	i500C
	NFR China	V5KG2DSS
Websense i500 Appliance Warranty - NBD	36 Months	i500W
V - Series Appliances		
Websense V5000 G2 Appliance	G2	V5KG2
	Remanufactured	V5KG2RM
	DSS	V5KG2DSS
	China	V5KG2
	China DSS	V5KG2DSS
	NFR	V5KG2N
Websense V5000 G2 Appliance Rail Kit		RAILV5KG2
Websense V5000 G2 Appliance Warranty	NBD 36 Months	V5KG2W
	DSS NBD 36 Months	V5KG2WDSS
	NBD 60 Months	V5KG2W
Websense V5000 G2 Appliance - Upgrade to 4 Hour On-Site	36 Months	V5KG2W4HU
Websense V5000 G2 Appliance - Extended Two Year Warranty 4 Hour Onsite	2 Year Extension	V5KG2W4H
Websense V5000 Extended Hardware Warranty - NBD	12 Months NBD	V5KEHW
Websense V5000 Extended Hardware Warranty - 4 Hr On-Site	12 Months 4 HR	V5KEH4HR
Websense V10000 G2 Appliance	G2	V10KG2
	NFR	V10KG2N
	Remanufactured	V10KG2RM
V10000 G2 Appliance Warranty 4 Hour Onsite	36 Months	V10KG2W
	60 Months	V10KG2W
Websense V10000 G3 Appliance	G3	V10KG3
	NFR	V10KG3N
	Remanufactured	V10KG3RM
Websense V10000 G3 Appliance Warranty 4 Hour Onsite	36 Months	V10KG3W
	60 Months	V10KG3W
Websense V10000 Appliance Extended Hardware Warranty	1 Year	V10KEHW
X10G		
Websense X10 G Base Configuration		X10G
Websense X10 G Blade		X10GB
Websense X10 G Optical Kit		X10GOPT
X10G Blade Chassis NBD Warranty (36 months)		X10GWNBD
X10G Blade NBD Warranty (36 months)		X10GBWNBD
X10G Blade Chassis Warranty NBD (60 months)		X10GWNBD
X10G Blade Chassis Warranty 4 hr Onsite (36 months)		X10GW4HR
X10G Blade Chassis Warranty 4 hr Onsite (60 months)		X10GWNBD
X10G Blade Warranty NBD (60 months)		X10GW4HR
X10G Blade Warranty 4 hr Onsite (36 months)		X10GBW4HR
X10G Blade Warranty 4 hr Onsite (60 months)		X10GBW4HR
Virtual Appliances		
Websense i500 Virtual Appliacne		i500V
Websense i500 Virtual Appliacne with Bypass Card		i500VB
Websense ESGv Appliance		ESGV
Shipping		
Appliance Shipping and Handling - US		SHIPUS
Appliance Shipping and Handling - INTL		SHIPINTL
X10G Shipping & Handling		SHIPX10G

2) User Band	Part#
Not applicable	X

3) Market	Part#
Business	XX
Education	XX

4) Subscription Duration	Warranty Part #	Appliance Part #
Length of Subscription	# of months	0

5) Type of Order	Part#
New	N
Renewal	R

Example 1	Element
1) Websense V10000 G3 Appliance	V10KG3
2) Not Applicable	X
3) Business Market	XX
4) Hardware does not have a subscription length	0
5) Type of Order	N
Part Number: V10KG3-X-XXXX-N	

Example 2	Element
1) Websense V10000 G3 Appliance Warranty for 36 months	V10KG3W
2) Not Applicable	X
3) Business Market	XX
4) 36-month Warranty	36
5) Type of Order	N
Part Number: V10KG2-X-XX36-N	

Example 3	Element
1) Websense V10000 Appliance Extended Hardware Warranty	V10KEHW
2) Not Applicable	X
3) Business Market	XX
4) 12-month Warranty	12
5) Type of Order	R
Part Number: V10KEHW-X-XX12-R	

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CyberSecurity Services

User range	1-5,000	5,001-10,000	10,001-20,000	20,001-50,000	50,000+
Band	A	B	C	D	E
Websense CyberSecurity Intelligence OnDemand	$10,000.00	$12,500.00	$17,500.00	$25,000.00	$40,000.00
Websense CyberSecurity Intelligence Live	$50,000.00	$62,500.00	$75,000.00	$100,000.00	$150,000.00

CyberSecurity Add-Ons

User Band	X
Forensic 4 Pack	$15,000.00

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

Current subscription to a Websense product is required to purchase Websense CyberSecurity Intelligence OnDemand

CyberSecurity Intelligence is a single item which is priced based on user band, it is not sold as multiples on a per user basis. For example, If the customer has 20,000 users they would purchase 1 CSI Live from the 20,000 user band. They would not purchase 20,000 items from the 20,000 user band.

Renewals
Same List Prices as above
Educational Discounts
Educational Discounts Do not apply
Multi-Year Discount
15% for 2 years, 20% for 3 years
Support
Mission Critical Support: Mission Critical Support is required to purchase Websense CyberSecurity Intelligence Live
For details about support pricing click here

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Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
CSI OnDemand	CSIoD
CSI Live	CSI
Forensic 4 Pack	F4P

Example	Element
1) CSI onDemand	CSIoD
2) 51,000 Seats	E
3) Business Market	CP
4) 36-month Subscription	36
5) Type of Order	N
Part Number: CSIoD-E-CP36-N	

2) User Band	CSI on Demand/ CSI Gold Part#	Forensic Part #
1-5,000	A	
5,001-10,000	B	
10,001-20,000	C	X
20,001-50,000	D	
50,000+	E	

Example	Element
1) Forensic 4 Pack	F4P
2) User Band	X
3) Business Market	CP
4) 12-month Subscription	12
5) Type of Order	N
Part Number: F4P-X-CP12-N	

3) Market	Part#
Business	CP

4) Subscription Duration	Part #
Length of Subscription	# of Months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

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Imperva File Activity Monitoring and File Firewall

Band		Z	A	B	C	D	E	F	G	H	I	J
User Range		250-499	500-1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001-15,000	15,001-20,000	20,001-30,000	30,001-40,000	40,001-50,000	50,001+
Increments of	Duration	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's
Imperva File Activity Monitoring	1 Year	$29.70	$24.75	$17.33	$14.85	$13.37	$12.38	$11.39	$11.14	$10.89	$10.64	Please contact a Websense Representative
Imperva File Activity Monitoring	2 Year	$55.84	$46.53	$32.57	$27.92	$25.13	$23.27	$21.40	$20.94	$20.47	$20.01	
Imperva File Activity Monitoring	3 Year	$78.41	$65.34	$45.74	$39.20	$35.28	$32.67	$30.06	$29.40	$28.75	$28.10	
Imperva File Firewall	1 Year	$33.41	$27.84	$19.49	$16.71	$15.04	$13.92	$12.81	$12.53	$12.25	$11.97	
Imperva File Firewall	2 Year	$62.82	$52.35	$36.64	$31.41	$28.27	$26.17	$24.08	$23.56	$23.03	$22.51	
Imperva File Firewall	3 Year	$88.21	$73.51	$51.46	$44.10	$39.69	$36.75	$33.81	$33.08	$32.34	$31.61	

SecureSphere

User Range		All Users
Band	Duration	X
Imperva VM150 Management Server Virtual Appliance License	N/A	$12,000.00
Imperva VM150 Management Server Virtual Appliance Support	1 Year	$2,400.00
Imperva VM150 Management Server Virtual Appliance Support	2 Year	$4,512.00
Imperva VM150 Management Server Virtual Appliance Support	3 Year	$6,336.00
Imperva VM150 Management Server - Passive HA Virtual Appliance License	N/A	$9,000.00
Imperva VM150 Management Server - Passive HA Virtual Appliance Support	1 Year	$1,800.00
Imperva VM150 Management Server - Passive HA Virtual Appliance Support	2 Year	$3,384.00
Imperva VM150 Management Server - Passive HA Virtual Appliance Support	3 Year	$4,752.00
Imperva Single Appliance Management Virtual Appliance License	N/A	$1,000.00
Imperva Single Appliance Management Virtual Appliance Support	1 Year	$200.00
Imperva Single Appliance Management Virtual Appliance Support	2 Year	$376.00
Imperva Single Appliance Management Virtual Appliance Support	3 Year	$528.00
Imperva HA license for MX Management Server License	N/A	$10,000.00
Imperva HA license for MX Management Server Support	1 Year	$2,000.00
Imperva HA license for MX Management Server Support	2 Year	$3,760.00
Imperva HA license for MX Management Server Support	3 Year	$5,280.00

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

Some of the Pricing above reflects the multiple year options. Please not that the incremental year subscriptions do not have different part #'s. However, the length of the subscription will be designated by the subscription duration part of the SKU, for a 1 year subscription the duration will be 12 and for a 2 year subscription the duration will be 24.

SecureSphere MX Management and Support SKUs have a single User Band; when pricing these items please indicate the quantity desired.

Imperva File Activity Monitoring, File Firewall and MX Manager Support subscriptions include Imperva Enhanced Support.

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Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

The prices stated above already include any multi-year discounts. Additional discounts do not apply.

Minimum Deal Size

All deals must be priced at 250 users or greater.

Educational Institutions

No educational discounts apply.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product	Part #
Imperva File Activity Monitoring	IFAM
Imperva File Firewall	IFFW
Imperva VM150 Management Server Virtual Appliance License	IVM150L
Imperva VM150 Management Server Virtual Appliance Support	IVM150S
Imperva VM150 Management Server - Passive HA Virtual Appliance License	IVM150HAL
Imperva VM150 Management Server - Passive HA Virtual Appliance Support	IVM150HAS
Imperva Single Appliance Management Virtual Appliance License	ISAML
Imperva Single Appliance Management Virtual Appliance Support	ISAMS
Imperva HA license for MX Management Server License	IHAMXL
Imperva HA license for MX Management Server Support	IHAMXS

2) User Band	File Activity Monitoring and File Firewall Part #	SecureSphere MX Management and Support Part #
250-299	Z	
300-399		
400-499		
500-599	A	
600-699		
700-799		
800-899		
900-999		
1,000		
1,001-2,500	B	X
2,501-5,000	C	
5,001-10,000	D	
10,001-15,000	E	
15,001-20,000	F	
20,001-30,000	G	
30,001-40,000	H	
40,001-50,000	I	
50,001+	Please contact a Websense Representative	

3) Market	File Activity Monitoring, File Firewall and SecureSphere Support Part#	SecureSphere MX Management Part #
Business	CP	XX

4) Subscription Duration	File Activity Monitoring, File Firewall and SecureSphere Support Part#	SecureSphere MX Management Part #
Length of Subscription	# of months	XX

5) Type of Order	File Activity Monitoring, File Firewall and SecureSphere Support Part#	SecureSphere MX Management Part #
New	N	N
Renew	R	N/A
Additional Seats	S	

Example 1	Element
1) Imperva File Activity Monitoring	IFAM
2) 3,000 Seats	C
3) Business Market	CP
4) 12-month Subscription	12
5) New	N
Part Number: IFAM-C-CP12-N	

Example 3	Element
1) Imperva HA license for MX Management Server License	IHAMXL
2) User Band	X
3) Business Market	XX
4) 36-month Subscription	XX
5) New	N
Part Number: IHAMXL-X-XXXX-N	

Example 2	Element
1) Imperva File Firewall	IFFW
2) 300 Seats	Z
3) Business Market	CP
4) 24-month Subscription	24
5) New	N
Part Number: IFFW-Z-CP24-N	

Example 4	Element
1) Imperva HA license for MX Management Server Support	IHAMXS
2) User Band	X
3) Business Market	CP
4) 36-month Subscription	36
5) New	N
Part Number: IHAMXS-X-CP36-N	

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Support Pricing

User Range	1-500	501-1,000	1,001+
Band	X	Y	Z
Standard Support		Included with Subscription	
Premium Support	$1,000.00	$2,000.00	15% of total list subscription or annual Price of $3,000.00 whichever is greater
Band	X		Y
Premium Support - TRITON	$5,000.00		15% of total list subscription or annual Price of $5,000.00 whichever is greater
Band	Y		
Mission Critical Support	20% of total list subscription or annual Price of $50,000.00 whichever is greater		

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

Mission Critical Support: Mission Critical Support is required with the purchase of Websense CyberSecurity Intelligence Live and on all opportunities over $500,000.00 net back to Websense per year. No multi-year discounts apply

Premium Support is applicable to Websense Web Security, Websense Web Filter, Surf Control and Websense Express

Premium Support – TRITON is required with all purchases up to $500,000.00 net back to Websense per year with the following products: Websense Web Security Gateway, Web Security Gateway Anywhere, Websense Data Discover, Websense Data Monitor, Websense Data Endpoint, Websense Data Security Gateway, Websense Data Security Suite, TRITON Mobile Security, TRITON Security Gateway, TRITON Security Gateway Anywhere and TRITON Enterprise unless otherwise approved. For customers over 10,000 users, Websense recommends the purchase of Mission Critical Support. No multi-year discounts apply.

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1) Product Name	Part#
Premium Support	PS
Premium Support - TRITON	PRT
Mission Critical Support	MC

Example	Element
1) Premium Support - TRITON	PRT
2) 5,000 Seats	Y
3) Business Market	CP
4) 36-month Subscription	36
5) Type of Order	N
Part Number: PRT-Y-CP36-N	

2) User Band	Premium Support Part #	Premium Support - TRITON Part #	Mission Critical Support
1-500	X	X	Y
501-1,000	Y		
1,000+	Z	Y	

3) Market	Part#
Business	CP
Education	SC

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S

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TRITON Enterprise Migrations

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
TRITON Security Gateway Anywhere to TRITON Enterprise Migration	$17.96	$17.96	$17.96	$14.78	$14.44	$14.44	$14.09	$14.09	$14.09	$13.06	$12.38	$11.69	
TRITON Security Gateway to TRITON Enterprise Migration	$32.32	$32.32	$32.32	$26.61	$25.99	$25.99	$25.37	$25.37	$25.37	$23.51	$22.28	$21.04	
Web Security Gateway Anywhere to TRITON Enterprise Migration	$24.49	$24.49	$24.49	$20.16	$19.69	$19.69	$19.22	$19.22	$19.22	$17.81	$16.88	$15.94	
Web Security Gateway to TRITON Enterprise Migration	$37.55	$37.55	$37.55	$30.91	$30.19	$30.19	$29.47	$29.47	$29.47	$27.31	$25.88	$24.44	
Websense Web Security to TRITON Enterprise Migration	$50.04	$51.54	$53.79	$39.91	$38.44	$38.44	$37.47	$37.47	$37.47	$34.56	$32.63	$31.19	
Websense Web Filter and Security Filtering to TRITON Enterprise Migration	$54.54	$56.04	$58.04	$43.91	$42.44	$42.69	$41.47	$41.47	$41.47	$38.81	$36.88	$35.94	
Websense Web Filter to TRITON Enterprise Migration	$64.54	$66.04	$68.04	$53.91	$52.44	$52.69	$51.47	$51.47	$51.47	$48.31	$45.88	$43.94	
SurfControl Web Filter TRITON Enterprise Migration & Renewal	$61.92	$61.92	$61.92	$55.28	$53.81	$53.81	$52.84	$52.84	$48.79	$45.88	$41.53	$39.28	Please contact a Websense Representative
SurfControl Web Filter TRITON Enterprise Migration	$52.14	$52.14	$52.14	$45.50	$44.03	$44.03	$43.06	$43.06	$41.59	$38.68	$35.87	$34.13	
Cloud Web Security Gateway to TRITON Enterprise Migration	$37.55	$37.55	$37.55	$31.91	$30.19	$30.19	$29.47	$29.47	$32.47	$27.31	$25.88	$24.44	
Cloud Web Security to TRITON Enterprise Migration	$58.11	$58.11	$58.11	$45.35	$43.63	$43.63	$43.83	$43.83	$45.03	$42.63	$40.88	$38.64	
Websense Data Security Suite to TRITON Enterprise Migration	$11.25	$10.84	$10.84	$10.84	$8.66	$6.94	$6.94	$5.22	$5.22	$5.22	$13.06	$17.38	
Websense Data Security Gateway to TRITON Enterprise Migration	$44.41	$44.41	$44.41	$36.41	$34.69	$34.69	$32.97	$32.97	$32.97	$35.31	$36.38	$36.19	
Websense Data Monitor to TRITON Enterprise Migration	$68.61	$68.61	$68.61	$56.41	$54.69	$54.69	$52.97	$52.97	$52.97	$51.31	$49.88	$47.94	
Email Security Gateway Anywhere to TRITON Enterprise Migration	$57.29	$57.29	$57.29	$41.41	$48.13	$48.13	$46.41	$46.41	$46.41	$51.25	$49.06	$45.63	
Email Security Gateway to TRITON Enterprise Migration	$71.05	$71.05	$71.05	$55.17	$58.22	$58.22	$56.50	$56.50	$56.50	$57.22	$54.53	$51.09	

TRITON Security Gateway Anywhere

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-99	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
TRITON Security Gateway to TRITON Security Gateway Anywhere Migration	$14.37	$14.37	$14.37	$11.83	$11.55	$11.55	$11.28	$11.28	$11.28	$10.45	$9.90	$9.35	
Web Security Gateway Anywhere to TRITON Security Gateway Anywhere	$6.53	$6.53	$6.53	$5.38	$5.25	$5.25	$5.13	$5.13	$5.13	$4.75	$4.50	$4.25	Please Contact a Websense Representative
Web Security Gateway to TRITON Security Gateway Anywhere	$19.59	$19.59	$19.59	$16.13	$15.75	$15.75	$15.38	$15.38	$15.38	$13.50	$13.50	$12.75	
Websense Web Security to TRITON Security Gateway Anywhere	$32.08	$33.58	$35.83	$25.13	$24.00	$24.00	$23.38	$23.38	$23.38	$21.50	$20.25	$19.50	
Websense Web Filter and Security Filtering to TRITON Security Gateway Anywhere	$36.58	$38.08	$40.08	$29.13	$28.00	$28.25	$27.38	$27.38	$27.38	$25.75	$24.50	$24.25	
Websense Web Filter to TRITON Security Gateway Anywhere	$46.58	$48.08	$50.08	$39.13	$38.00	$38.25	$37.38	$37.38	$37.38	$35.25	$33.50	$32.25	
SurfControl Web Filter TRITON Security Gateway Anywhere & Renewal	$43.96	$43.96	$43.96	$40.50	$39.37	$39.37	$38.75	$38.75	$34.70	$32.82	$29.15	$27.59	
SurfControl Web Filter TRITON Security Gateway Anywhere	$34.18	$34.18	$34.18	$30.72	$29.59	$29.59	$28.97	$28.97	$27.50	$25.62	$23.49	$22.44	
Cloud Web Security Gateway to TRITON Security Gateway Anywhere	$19.59	$19.59	$19.59	$17.13	$15.75	$15.75	$15.38	$15.38	$18.38	$14.25	$13.50	$12.75	
Cloud Web Security to TRITON Security Gateway Anywhere	$40.15	$40.15	$40.15	$30.57	$29.19	$29.19	$29.74	$29.74	$30.94	$29.57	$28.50	$26.95	
Email Security Gateway Anywhere to TRITON Security Gateway Anywhere Migration	$48.41	$48.41	$48.41	$35.70	$40.29	$40.29	$38.91	$38.91	$38.91	$42.14	$40.31	$37.56	
Email Security Gateway to TRITON Security Gateway Anywhere Migration	$53.09	$53.09	$53.09	$40.39	$43.78	$43.78	$42.41	$42.41	$42.41	$44.16	$42.15	$39.40	

TRITON Security Gateway Migration

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
Websense Web Security to TRITON Security Gateway Migration	$17.71	$19.21	$21.46	$13.30	$12.45	$12.45	$12.10	$12.10	$12.10	$11.05	$10.35	$10.15	Please contact a Websense Representative
WWF + Security Filtering to TRITON Security Gateway Migration	$22.21	$23.71	$25.71	$17.30	$16.45	$16.70	$16.10	$16.10	$16.10	$15.30	$14.60	$14.90	
Websense Web Filter to TRITON Security Gateway Migration	$32.21	$33.71	$35.71	$27.30	$26.45	$26.70	$26.10	$26.10	$26.10	$24.80	$23.60	$22.90	

Web Security Gateway Anywhere Migration

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-99	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
Websense Web Security Gateway to Web Security Gateway Anywhere Migration	$13.06	$13.06	$13.06	$10.75	$10.50	$10.50	$10.25	$10.25	$10.25	$9.50	$9.00	$8.50	
Websense Web Security to Web Security Gateway Anywhere Migration	$25.55	$27.05	$29.30	$19.75	$18.75	$18.75	$18.25	$18.25	$18.25	$16.75	$15.75	$15.25	
Websense Web Filter and Security Filter to Web Security Gateway Anywhere Migrations	$30.05	$31.55	$33.55	$23.75	$22.75	$23.00	$22.25	$22.25	$22.25	$21.00	$20.00	$20.00	
Websense Web Filter to Web Security Gateway Anywhere Migrations	$40.05	$41.55	$43.55	$33.75	$32.75	$33.00	$32.25	$32.25	$32.25	$30.50	$29.00	$28.00	Please Contact a Websense Representative
Cloud Web Security Gateway to Web Security Gateway Anywhere Migration	$13.06	$13.06	$13.06	$11.75	$10.50	$10.50	$10.25	$10.25	$13.25	$9.50	$9.00	$8.50	
Cloud Web Security to Web Security Gateway Anywhere Migration	$33.62	$33.62	$33.62	$25.19	$23.94	$23.94	$24.61	$24.61	$25.81	$24.82	$24.00	$22.70	
SurfControl Web Filter to Web Security Gateway Anywhere Migration & Renewal	$37.43	$37.43	$37.43	$35.12	$34.12	$34.12	$33.62	$33.62	$29.57	$28.07	$24.65	$23.34	
SurfControl Web Filter to Web Security Gateway Anywhere Migration	$27.65	$27.65	$27.65	$25.34	$24.34	$24.34	$23.84	$23.84	$22.37	$20.87	$18.99	$18.19	

Web Security Gateway Migrations

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
Websense Web Security to Web Security Gateway Migrations	$12.49	$13.99	$16.24	$9.00	$8.25	$8.25	$8.00	$8.00	$8.00	$7.25	$6.75	$6.75	
Websense Web Filter and Security Filtering to Web Security Gateway Migration	$16.99	$18.49	$20.49	$13.00	$12.25	$12.50	$12.00	$12.00	$12.00	$11.50	$11.00	$11.50	Please Contact a Websense Representative
Websense Web Filter to Web Security Gateway Migration	$26.99	$28.49	$30.49	$23.00	$22.25	$22.50	$22.00	$22.00	$22.00	$21.00	$20.00	$19.50	
SurfControl Web Filter to Web Security Gateway Migration & Renewal	$24.37	$24.37	$24.37	$24.37	$23.62	$23.62	$23.37	$23.37	$19.32	$18.57	$15.65	$14.84	
SurfControl Web Filter to Web Security Gateway Migration	$14.59	$14.59	$14.59	$14.59	$13.84	$13.84	$13.59	$13.59	$12.12	$11.37	$9.99	$9.69	

Web Security Migrations

User Range	25-49	50-74	75-99	100-149	150-199	200-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	25'S	25'S	25'S	50'S	50'S	50'S	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
SurfControl to Websense Web Security - Migration & Renewal	$24.26	$24.26	$20.61	$20.61	$20.61	$20.61	$20.61	$20.61	$20.61	$15.37	$15.37	$15.37	$15.37	$15.37	$11.32	$11.32	$8.90	$8.09	Please contact a Websense Representative
SurfControl to Websense Web Security - Migration	$8.82	$8.82	$7.50	$7.50	$7.50	$7.50	$7.50	$7.50	$7.50	$5.59	$5.59	$5.59	$5.59	$5.59	$4.12	$4.12	$3.24	$2.94	

Web Filter Migrations

User Range	25-49	50-74	75-99	100-149	150-199	200-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	25'S	25'S	25'S	50'S	50'S	50'S	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
SurfControl to Websense Web Filter - Migration & Renewal	$23.15	$23.15	$19.68	$19.68	$19.68	$19.68	$19.68	$19.68	$19.68	$14.67	$14.67	$14.67	$14.67	$14.67	$10.80	$10.80	$8.49	$7.72	Please contact a Websense Representative
SurfControl to Websense Web Filter - Migration	$6.62	$6.62	$5.62	$5.62	$5.62	$5.62	$5.62	$5.62	$5.62	$4.19	$4.19	$4.19	$4.19	$4.19	$3.09	$3.09	$2.43	$2.21	

Cloud Web Security Migration

User Range	25-49	50-249	250-499	500-749	750-999	1,000-1,499	1,500-1,999	2,000-2,499	2,500-4,999	5,000-9,999	10,001+
Band	A	B	C	D	E	F	G	H	I	J	N/A
Increments of	5'S	25'S	50'S	50'S	50'S	100'S	100'S	100'S	100'S	100'S	
Cloud Web Security to Cloud Web Security Gateway Migration	$25.23	$26.28	$20.56	$13.44	$14.36	$12.56	$14.24	$15.32	$15.00	$14.20	Please contact a Websense Representative
Ace in the Cloud to Cloud Web Security Gateway Migration	$25.23	$26.28	$20.56	$13.44	$14.36	$12.56	$14.24	$15.32	$15.00	$14.20	

Data Security Migrations

User Range	250-499	500-1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001-15,000	15,001-20,000	20,001-30,000	30,001-40,000	40,001-50,000	50,001+	10,001+
Band	Z	A	B	C	D	E	F	G	H	I	J	N/A
Increments of	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	
Websense Data Monitor to Websense Data Security Suite	$57.78	$47.75	$38.25	$32.50	$28.50	$25.50	$23.75	$22.00	$20.75	$19.75	$18.75	Please contact a Websense Representative
Websense Data Security Gateway to Websense Data Security Suite	$33.58	$27.75	$22.25	$19.00	$16.75	$15.00	$14.00	$12.75	$11.75	$11.50	$11.25	
Websense Data Monitor to Websense Data Security Gateway Migration	$24.20	$20.00	$16.00	$13.50	$11.75	$10.50	$9.75	$9.25	$9.00	$8.25	$7.50	
Upgrade to Data Security Gateway for WSGA Customers	$32.32	$27.25	$20.50	$16.50	$13.75	$11.50	$10.00	$8.75	$8.00	$7.00	$6.00	
Upgrade to Data Security Suite for WSGA Customers	$65.89	$55.00	$42.75	$35.50	$30.50	$26.50	$24.00	$21.50	$19.75	$18.50	$17.25	
Upgrade to Data Security Suite for ESGA Customers	$60.21	$51.28	$44.16	$37.15	$31.65	$31.65	$31.65	$31.65	$31.65	$31.65	$31.65	

Email Security Gateway Anywhere Migrations

User Range	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	50'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	100'S	
Email Security Gateway to Email Security Gateway Anywhere Migration	$4.69	$4.69	$4.69	$4.69	$3.49	$3.49	$3.49	$3.49	$3.49	$2.02	$1.84	$1.84	Please contact a Websense Representative

Cloud Email Security Migration

User Range	25-249	250-299	300-399	400-499	500-599	600-699	700-799	800-899	900-999	1,000	1,001-2,500	2,501-5,000	5,001-10,000	10,001+
Band	F	G	H	I	J	K	L	M	N	O	P	Q	R	N/A
Increments of	25's	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	100's	
Cloud Email Security to Cloud Email Security & Content Control	$4.74	$4.74	$4.74	$4.74	$4.74	$4.00	$4.00	$4.00	$4.00	$4.00	$4.00	$4.00	$4.00	Please Contact a Websense Representative
Cloud Antispam to Cloud Email Security & Content Control	$8.24	$8.24	$8.24	$8.24	$8.24	$7.50	$7.50	$7.50	$7.50	$7.50	$7.50	$7.50	$7.50	
Cloud Antispam to Cloud Email Security Migration	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	$3.50	

[1] For Websense Web Security Gateway and Websense Web Security Gateway Anywhere, Websense requires the purchase of Premium Support, unless otherwise approved. For customers over 10,000, Websense recommends the purchase of Mission Critical Support.

Notes: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Price list is only applicable to current SurfControl Web Filter customers.

Orders for subscriptions up to 99 seats may be purchased in 25 seat increments. Orders between 100 and 299 may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your Websense sales representative.

<u>Multi-year Discounts</u> - 15% for 2 years, 20% for 3 years

<u>Educational Institiutions</u> - 30% discount off total subscription price on applicable products

<u>Customers with Less Than 12 Months Remaining on SurfControl Product Subscription</u>

SurfControl product subscriptions with less than 12 months remaining must also purchase a Websense renew and migrate SKU for at least 12 months (24 or 36 is optional)

<u>For Additional Information and Rules</u>

Please refer to the SurfControl Migration FAQ

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part #
Websense Web Filter to TRITON Enterprise Migration	WS2TE
Websense Web Filter and Security Filtering to TRITON Enterprise Migration	WSPG2TE
Websense Web Security to TRITON Enterprise Migration	SS2TE
Web Security Gateway to TRITON Enterprise Migration	WSG2TE
Web Security Gateway Anywhere to TRITON Enterprise Migration	WSGA2TE
Cloud Web Security to TRITON Enterprise Migration	HW2TE
Cloud Web Security Gateway to TRITON Enterprise Migration	HWSG2TE
SurfControl Web Filter TRITON Enterprise Migration	WF2TE
SurfControl Web Filter TRITON Enterprise Migration & Renewal	WF2TEAR
Email Security Gateway to TRITON Enterprise Migration	ESG2TE
Email Security Gateway Anywhere to TRITON Enterprise Migration	ESGA2TE
TRITON Security Gateway to TRITON Enterprise Migration	TSG2TE
TRITON Security Gateway Anywhere to TRITON Enterprise Migration	TSGA2TE
Websense Data Monitor to TRITON Enterprise Migration	WDM2TE
Websense Data Security Gateway to TRITON Enterprise Migration	WDP2TE
Websense Data Security Suite to TRITON Enterprise Migration	WDSS2TE
Websense Web Filter to TRITON Security Gateway Anywhere	WS2TSGA
Websense Web Filter and Security Filtering to TRITON Security Gateway Anywhere	WSPG2TSGA
Websense Web Security to TRITON Security Gateway Anywhere	SS2TSGA
Web Security Gateway to TRITON Security Gateway Anywhere	WSG2TSGA
Web Security Gateway Anywhere to TRITON Security Gateway Anywhere	WSGA2TSGA
Email Security Gateway to TRITON Security Gateway Anywhere Migration	ESG2TSGA
Email Security Gateway Anywhere to TRITON Security Gateway Anywhere Migration	ESGA2TSGA
TIRTION Security Gateway to TRITON Security Gateway Anywhere Migration	TSG2TSGA
Cloud Web Security to TRITON Security Gateway Anywhere	HWSG2TSGA
Cloud Web Security Gateway to TRITON Security Gateway Anywhere	HW2TSGA
SurfControl Web Filter TRITON Security Gateway Anywhere	WF2TSGA
SurfControl Web Filter TRITON Security Gateway Anywhere & Renewal	WF2TSGAR
Websense Web Filter to TRITON Security Gateway Migration	WS2TSG
WWF + Security Filtering to TRITON Security Gateway Migration	WSPG32TSG
Websense Web Security to TRITON Security Gateway Migration	SS2TSG
SurfControl Web Filter to Web Security Gateway Anywhere Migration & Renewal	WF2WSGAR
SurfControl Web Filter to Web Security Gateway Anywhere Migration	WF2WSGA
Cloud Web Security to Web Security Gateway Anywhere Migration	HW2WSGA
Cloud Web Security Gateway to Web Security Gateway Anywhere Migration	HWSG2WSGA
Websense Web Filter to Web Security Gateway Anywhere Migrations	WS2WSGA
Websense Web Filter and Security Filter to Web Security Gateway Anywhere Migrations	WSPG2WSGA
Websense Web Security to Web Security Gateway Anywhere Migration	SS2WSGA
Websense Web Security Gateway to Web Security Gateway Anywhere Migration	WSG2WSGA
SurfControl Web Filter to Web Security Gateway Migration	WF2WSG
SurfControl Web Filter to Web Security Gateway Migration & Renewal	WF2WSGR
Websense Web Filter to Web Security Gateway Migration	WS2WSG
Websense Web Filter and Security Filtering to Web Security Gateway Migration	WSPG2WSG
Websense Web Security to Web Security Gateway Migrations	SS2WSG
SurfControl to Websense Web Security - Migration	WF2SS
SurfControl to Websense Web Security - Migration & Renewal	WF2SSR
SurfControl to Websense Web Filter - Migration	WF2WS
SurfControl to Websense Web Filter - Migration & Renewal	WF2WSR
Cloud Web Security to Cloud Web Security Gateway Migration	HW2HWSG
Ace In The Cloud to Cloud Web Security Gateway Migration	ATIC2HWSG
Websense Data Monitor to Websense Data Security Gateway Migration	WDM2WDP
Websense Data Monitor to Websense Data Security Suite Migration	WDM2WDSS
Websense Data Security Gateway to Websense Data Security Suite Migration	WDP2WDSS
Upgrade to Data Security Gateway for WSGA Customers	WDP4WSGA
Upgrade to Data Security Suite for WSGA Customers	WDSS4WSGA
Upgrade to Data Security Suite for ESGA Customers	WDSS4ESGA
Email Security Gateway to Email Security Gateway Anywhere Migration	ESG2ESGA
Cloud Antispam to Cloud Email Security Migration	HAS2HASV
Cloud Antispam to Cloud Email Security & Content Control	HAS2HSC
Cloud Email Security to Cloud Email Security & Content Control	HASV2HSC

2) User Band	Web Security Gateway/Web Security Gateway Anywhere/TRITON Part#	Web Security and Web Filter Part #	Cloud Web Part#	Cloud Email Part#	Email Archive Part#	Email Security Gateway	Data Security Part#
10-24	N/A	N/A	N/A	N/A	N/A	N/A	N/A
25-49	N/A	A	A	F	A	N/A	N/A
50-74	N/A	B	B	F	A	N/A	N/A
75-99	N/A	C	B	F	A	N/A	N/A
100-149	N/A	D	B	F	A	N/A	N/A
150-200	N/A	E	B	F	A	N/A	N/A
201-249	N/A	F	B	F	A	N/A	N/A
250-299	G	G	C	G	A	G	Z
300-399	H	H	C	H	A	H	Z
400-499	I	I	C	I	A	I	Z
500-599	J	J	D	J	A	J	A
600-699	K	K	D	K	A	K	A
700-749	K	K	D	L	A	L	A
750-799	L	L	D	L	A	L	A
800-899	M	M	E	M	A	M	A
900-999	N	N	E	N	A	N	A
1,000	O	O	E	O	A	O	A
1,001-1,499	P	P	F	P	A	P	B
1,500-1,999	P	P	G	P	A	P	B
2,000-2,499	P	P	H	P	A	P	B
2,500	P	P	J	P	A	P	B
2,501-4,999	Q	Q	K	Q	A	Q	C
5,000	Q	Q	K	Q	A	Q	C
5,001-9,999	R	R		R	A	R	D
10,000	R	R		R	A	R	D
10,001-14,999				Please Contact a Websense Representative			E
15,000							E
15,001-20,000							F
20,001-30,000							G
30,001-40,000							H
40,001-50,000							I
50,000 +							J

3) Market	Part#
Business	CP
Education	SC

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
Migration	M

Example 1	Element
1)TRITON Security Gateway to TRITON Enterprise Migration	TSG2TE
2) 9,000 Seats	R
3) Business Market	CP
4) 36-month Subscription	36
5) Migration	M
Part Number: TSG2TE-R-CP36-M	

Example 2	Element
1)SurfControl to Websense Web Filter - Migration	WF2WS
2) 100 Seats	D
3) Business Market	CP
4) 36-month Subscription	36
5) Migration	M
Part Number: WF2WS-D-CP36-M	

Example 3	Element
1)Websense Data Monitor to Websense Data Security Suite Migration	WDM2WDSS
2) 53,000 Seats	J
3) Education Market	SC
4) 12-month Subscription	12
5) Migration	M
Part Number: WDM2WDSS-J-CP36-M	

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SurfControl Web Filter

User Range	25-99	100-499	500-999	1,000-1,999	2,000-4,999	5,000-9,999	10,000-14,999	15,000-19,999	20,000-24,999	25,000-49,999	50,000-100,000
Band	A	B	C	D	E	F	G	H	I	J	K
Increments of	50's	50's	100's	100's	100's	100'S	100'S	100'S	100'S	100'S	100'S
SurfControl Web Filter	$22.05	$18.74	$13.97	$10.29	$8.09	$7.35	$6.62	$5.88	$5.15	$4.41	$3.68

SurfControl Web Filter Add-Ons

User Range	25-99	100-499	500-999	1,000-1,999	2,000-4,999	5,000-9,999	10,000-14,999	15,000-19,999	20,000-24,999	25,000-49,999	50,000-100,000
Band	A	B	C	D	E	F	G	H	I	J	K
Increments of	50's	50's	100's	100's	100's	100's	100's	100's	100's	100's	100's
Web Filter Anti-Virus	$11.02	$9.37	$6.98	$5.14	$4.04	$3.67	$3.31	$2.94	$2.57	$2.20	$1.84
Mobile Filter	$5.51	$4.69	$3.49	$2.57	$2.02	$1.84	$1.66	$1.47	$1.29	$1.10	$0.92

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Order Size

For **SurfControl**, orders for subscriptions up to 99 seats may be purchased in 25 seat increments. Orders between 100 and 299 may be purchased in 50 seat increments. All others may only be purchased in 100 seat increments. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats, call your Websense sales representative.

End of Life

SurfControl end of life date is 12/31/2013

Migrations

For Migration pricing Click Here

Premium Support

For Premium Support Pricing Please click here

Mission Critical Support

Mission Critical Support: Mission Critical Support is required on all opportunities over $500,000.00 net back to Websense per year. No multi-year discounts apply.

High Availability / Redundant Keys

There is a 25% additional charge for customers that have purchased multiple copies of Websense software to accommodate high availability, redundancy or load sharing.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

15% for 2 years, 20% for 3 years.

Educational Institutions

30% discount off total subscription price. Includes educational institutions, administrative offices and boards of education, and public libraries.

Optional Subscription Add-Ons

Mobile Filter and Web Filter Anti Virus require a corresponding SurfControl Web Filter Subscription. The Mobile Filter Subscription user count must be equal to or less than the user count of the SurfControl Web Filter Subscription. The Web Filter Anti Virus user count must be equal to the user count of the SurfControl Web Filter Subscription.

Websense part numbers are comprised of five elements. Each product purchased is assigned a separate part number. Choose one item from each of the five color coded categories to construct a part number. See examples below:

1) Product Name	Part#
Web Filter Anti-Virus	WWFAV
SurfControl	WITD
Mobile Filter	WMF

3) Market	Part#
Business	CP
Education	SC

Example 1	Element
1) SurfControl Web Filter	WITD
2) 5,000 Seats	F
3) Business Market	CP
4) 36-month Subscription	36
5) Type of Order	N
Part Number: WITD-F-CP36-N	

2) User Band	Part #
25-99	A
100-499	B
500-999	C
1,000-1,999	D
2,000-4,999	E
5,000-9,999	F
10,000-14,999	G
15,000-19,999	H
20,000-24,999	I
25,000-49,999	J
50,000-100,000	K

4) Subscription Duration	Part #
Length of Subscription	# of months

5) Type of Order	Part#
New	N
Renew	R
Additional Seats	S