SOPHOS NOT-FOR-RESALE PROGRAM

GLOBAL PROGRAM GUIDE
Effective from July 1, 2021

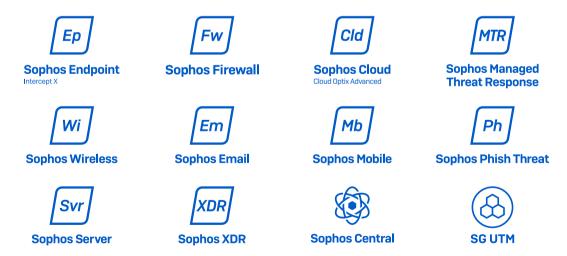# PROGRAM DESCRIPTION

The Sophos NFR (Not-for-Resale) Program offers qualified Sophos Partners access to our solutions for free or at a discounted cost. The products may be used for internal training, customer demonstration, or for in-house use. NFR software may not be used in customer or potential customer environments. Sophos evaluation products should be used for any type customer testing. We encourage all partners to participate in the program and set up our solutions in your own environment so your staff can fully understand the benefits and features of the Sophos products, and be better prepared to demonstrate the products to customers.

PRODUCTS IN NFR PROGRAM

The NFR Program is designed to allow Sophos Channel Partners to experience the full capability of Sophos security products and solutions. However, not every SKU is available under the NFR Program. Some high-end hardware appliances and individual product which are contained within larger suites or packages are not available. See the listing below for the product families available under the NFR Program. Please check the "Eligible NFR Products" worksheet in the Price List available on the Sophos Partner Portal for the most current, up-to-date list of eligible NFR products.

Ep	Fw	Cld	MTR
Sophos Endpoint Intercept X	**Sophos Firewall**	**Sophos Cloud** Cloud Optix Advanced	**Sophos Managed Threat Response**
Wi	Em	Mb	Ph
Sophos Wireless	**Sophos Email**	**Sophos Mobile**	**Sophos Phish Threat**
Svr	XDR		
Sophos Server	**Sophos XDR**	**Sophos Central**	**SG UTM**

PROGRAM ELIGIBILITY

All Authorized, Silver, Gold, Platinum and Select partners who have accepted the terms of the Sophos reseller agreement and are in good standing are eligible for the Sophos NFR Program. The table below defines the accessibility, maximum number of licenses, appliances, and accessories available to the partner under the NFR Program as determined by partner level:

PARTNER PROGRAM LEVEL	AUTHORIZED	SILVER	GOLD	PLATINUM	SELECT
SOFTWARE					
Endpoint Software License*	10	25	100	250	250
Server Protection License	3	5	10	25	25
Firewall License (Software, Virtual Appliances, and Individual Subscriptions), Central Wireless	2	2	3	4	4
Software Discount	100%	100%	100%	100%	100%
SOPHOS MANAGED PRODUCTS					
MTR (Managed Threat Response) Licenses	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty
MTR (Managed Threat Response) Discount	45%	45%	45%	45%	45%
SOFTWARE – HOSTED					
XDR Software Licenses* (Endpoint)	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty	See Endpoint Qty
XDR Software Licenses* (Server)	See Server Qty	See Server Qty	See Server Qty	See Server Qty	See Server Qty
Cloud Optix Advanced License	25	25	25	25	25
Sophos Central Firewall Reporting Advanced	2	2	3	4	4
Hosted Software Discount	75%	75%	75%	75%	75%
HARDWARE					
Hardware Appliances*	2	2	3	4	4
Accessories* (AP / RED)	2	2	3	4	4
Hardware and Accessories Discount	50%	50%	50%	50%	50%
MANAGEMENT TOOLS					
Sophos Central Firewall Reporting	Yes	Yes	Yes	Yes	Yes
Sophos Central Management for Sophos Firewalls (Free)	Yes	Yes	Yes	Yes	Yes
Management Tools Discount	100%	100%	100%	100%	100%

* Any requests beyond the above allocations must be approved by an authorized representative of Sophos. License allowances and hardware appliance quantities are by product (i.e. Silver partners can have 25 licenses of Central Endpoint Advanced and 25 of Sophos Mobile, not 25 total).

SUPPORT

All NFR units will be supported – partners will receive the same level of support that they get with their partner level in the Sophos Partner Program.

NFR ORDERING PROCESS

Software Licenses: Submit your NFR software license request to your Sophos channel account manager (CAM). Please include:

▪ The product and user count you are requesting

▪ The promo code for your region and partner level

Hardware Appliances: Submit your NFR hardware request to your Sophos distributor and copy your Sophos CAM. UK partners without a distributor should submit NFR requests directly to their Sophos CAM. Please include:

▪ The appliance(s) and/or accessories you want quoted

▪ The promo code for your region and partner level

Sophos will endeavor to process all NFR orders within two weeks of receiving all the required information noted above.

NFR ORDERING PROCESS (DACH AND ANZ)

Software Licenses and Hardware Appliances: Partners should place orders through local distributors. ANZ partners should also copy CAMs. Please include:

▪ The product and user count you are requesting

▪ The appliance(s) and/or accessories you want quoted

▪ The promo code for your region and partner level

NFR RENEWALS

Standard NFR orders are placed with a 12-month term and may be renewed at the end of the term. For active partners, NFR renewal orders can be processed at NFR discount levels following the same steps as described in the "NFR Ordering Process" section above. Based on partner level, qualifying partners may be eligible for three-year renewal terms on NFR products. Please check with your local CAM for three-year term NFR renewal eligibility. Non-active or inactive partners, as defined in the NFR Terms and Conditions section below, may not be eligible for NRF offerings or may be charged for NFR renewals.

NFR PROMO CODES:

Global NFR Promotion Codes:

▪ Authorized Partners: NFR_AUTHORIZED

▪ Silver Partners: NFR_SILVER

▪ Gold Partners: NFR_GOLD

▪ Platinum Partners: NFR_PLATINUM

▪ Select Partners: NFR_SELECT

Reselling NFR Hardware:

A partner may sell or otherwise give NFR hardware and accessories to a third-party after 12 months of ownership by completing a transfer of ownership. No NFR software subscriptions may be included with the hardware. Partners are responsible for securely wiping the device and re-install the operating system. Please reference the Sophos Knowledge Base article below for the recommended process for wiping hardware devices.

Knowledge Base Article: https://community.sophos.com/kb/en-us/134412

After the transfer of ownership, the third-party customer is responsible for new software subscription and ongoing renewal payments or related support fees to maintain active support of the hardware and accessories.

NFR TERMS AND CONDITIONS:

▪ NFR hardware is available in limited quantities.

▪ NFR promotional codes are eligible for all RED appliances and Firewall appliances up to the 450/4500 series. XGS appliances below the 100 series are excluded from NFR.

▪ NFR hardware, accessories, software, and services may be used solely and exclusively by the partner for the following purposes:

   ▪ Partner-led product demonstrations to prospective customers
   ▪ Testing for internal use and training of the products with partner staff
   ▪ Partner in-house production use to support its own infrastructure

▪ Any other use not listed above is strictly prohibited. In particular, but without limitation, all for-profit use, such as hosting of managed services, is strictly prohibited. If the partner wishes to use hardware for other uses, it must first pay Sophos the difference between the NFR price and the list price.

▪ NFR eligibility is based on partner level. At Sophos's sole discretion, Sophos may allow the partner to purchase additional NFR products beyond the standard quantity limitations based on partner level.

▪ All software, hardware, services, and accessories acquired under the NFR Program are subject to the terms and conditions of the Sophos end user license agreement at https://www.sophos.com/en-us/legal.aspx and any software that has been provided free of charge shall be deemed to be a "Free Tool" for the purposes of such agreement.

▪ For purposes of the NFR program, "active" partners are defined as having more than two transactions in the last five calendar months.

▪ Sophos reserves the right to change or cancel the NFR Program at any time and for any or no reason.

▪ End of Sale products may not be eligible for NFR orders.

Need help?

Open a support case via https://support.sophos.com if you need help ordering NFR products.

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Tel: +44 (0)8447 671131
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