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## Header

List View

### General Information

Procurement Folder: 130301

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0210

Vendor ID: 000000209693 

SO Doc ID: ISC1600000002

Legal Name: INTELLIPOINT TECHNOLOGIES LLC


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Solicitation Description: Addendum #2-Network hardware, software, firewall and service

Total of Header Attachments: 0

Total of All Attachments: 0



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

Proc Folder : 130301

Solicitation Description : Addendum #2-Network hardware, software, firewall and service

Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation No	Version
	2015-09-10 13:30:00	SR 0210 ESR09041500000000898	1

VENDOR

000000209693

INTELLIPOINT TECHNOLOGIES LLC

FOR INFORMATION CONTACT THE BUYER

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Signature X

FEIN #

DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	4.1.1.1 Next-Generation Firewall PA-5060 or Equal	4.00000	EA	\$18,995.000000	\$75,980.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description : PAN-PA-5060-SSD2-D or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	4.1.1.2 Premium Support or Equal for each Next-Generation FW	4.00000	EA	\$29,398.500000	\$117,594.00

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description : PAN-SVC-PREM-5060-5YR or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	4.1.1.3 Panorama M-100 with 4TB storage or Equal	2.00000	EA	\$19,939.000000	\$39,878.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description : PAN-M-100-4TB or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	4.1.1.4 Panorama central management software license	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description : 4.1.1.4. PAN-M-P-25 or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	4.1.1.5 Premium Support or Equal for each Panorama M-100	2.00000	EA	\$9,290.000000	\$18,580.00

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description : PAN-SVC-PREM-M-100-P-25-5YR or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	4.1.1.6 WildFire WF-500 or Equal	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description : PAN-WF-500 or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	4.1.1.7 Premium Support for each WildFire or Equal	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description : PAN-SVC-PREM-WF-500-5YR or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	4.1.1.8 URL Filtering subscription or Equal	4.00000	EA	\$97,995.000000	\$391,980.00

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description : PAN-PA-5060-URL4-5YR-HA2 or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	4.1.1.9 Threat Prevention subscription or Equal	4.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :	PAN-PA-5060-TP-5YR-HA2 or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	4.1.1.10 WildFire subscription or Equal	4.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :	PAN-PA-5060-WF-5YR-HA2 or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	4.1.1.11 Installation, Migration, and Training Services	1.00000	LS	\$41,700.000000	\$41,700.00

Comm Code	Manufacturer	Specification	Model #
86132201			

Extended Description :	Installation, Migration, and Training Services

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: ISC1600000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

☒ Addendum No. 1

☐ Addendum No. 6

☒ Addendum No. 2

☐ Addendum No. 7

☐ Addendum No. 3

☐ Addendum No. 8

☐ Addendum No. 4

☐ Addendum No. 9

☐ Addendum No. 5

☐ Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

INTELLI POINT TECHNOLOGIES  
Company  
[Signature]  
Authorized Signature  
9/4/2015  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

# Sophos UTM 9.3 vs Palo Alto Networks

## Vendor Profile

<b>Company name</b>	Palo Alto Networks, Inc.	<b>Employees</b>	2,083 (2015)	<b>Market Share</b>	-
<b>Headquarters</b>	Santa Clara, CA , USA	<b>Customers</b>	22,500 (2015)	<b>Competing product</b>	PA-200 , PA-500, PA 2000 series
<b>Year Founded</b>	2005	<b>Ownership</b>	Public [NYSE; PANW]	<b>URL</b>	<a href="http://www.paloaltonetworks.com">www.paloaltonetworks.com</a>
<b>Key people</b>	Mark D. McLaughlin (CEO), Nir Zuk (Founder/CTO)	<b>Revenue</b>	\$598.2m (FY2014)		

## Company Overview

Palo Alto is a California-based company mostly known for driving the emergence of the term *Next-Generation Firewall* (NGFW). The company was formed by ex Check Point and Netscreen staff, some of them significant senior employees. They have seen tremendous growth – roughly doubling revenue each year. They claim to have re-invented the firewall by declaring that port-based protection (which secures the entire Internet) is irrelevant and take the stance that they invented the idea of identifying traffic at the application layer. While they have heavily marketed the technology, it is neither new, nor unique to them.

### Strengths:

- Leaders in Gartner MQ for NGFW and Enterprise FW
- Seen as thought leaders on NGFW

### Weaknesses:

- Strong focus on enterprises, data centers and carriers – not midmarket
- Lack of integration between endpoint and core technology streams

## Product Overview

Products are mainly designed for core infrastructure security in large enterprises and do not have full UTM functionality. Key features on their appliances are firewall, application control, IPS and VPN. Although able to operate alone, the smallest appliances (PA200/500) are not actually designed for small business but rather as part of a larger network i.e. branch offices. The PA 200 and 500 models have low port density and are not customizable. Palo Alto offers their gateway solutions as a virtual machine as well as centralized management in the form of physical appliances and virtual platforms. They also offer a form of mobile device management called GlobalProtect which is only available as a hardware device

### Strengths:

- Almost certainly the most granular application control technology in the industry
- Even though in its early stages, Palo Alto is one of few competitors with firewall, mobile and endpoint technologies

### Weaknesses:

- Not a real UTM – lacks many features especially around email protection
- Not targeted at the SMB market in terms of price or management experience
- Expensive
- Poor results in recent NSS labs test

Why Sophos	Company strengths	Why Sophos UTM	Product strengths
<b>Complete Security Vendor</b>	Sophos is recognised as leader in three Gartner MQs [UTM, EPP, MEP] and participate in four more MQs. Palo Alto is really focused on gateway security. It does not have an email protection service and its MDM and endpoint technologies are in their infancy.	<b>Full featured UTM</b>	Sophos UTM provides all the features you would expect from a UTM and more. Palo Alto lacks key protection capabilities.
<b>Security for mere mortals</b>	Sophos makes security effective by simplifying our products at each level. By comparison Palo Alto starts with the traditional enterprise in mind where the product has a full team managing it as part of a larger security solution.	<b>Wireless Security</b>	Sophos provides highly flexible and secure wireless solution which can be extended with minimum effort. Palo Alto does not provide wireless.
<b>Giving the customer choice</b>	Sophos Mobile Control can purchased as a without the need to buy Sophos UTM or any other Sophos product.  Sophos UTM features optional Email scanning, email encryption and data loss technologies to offer complete gateway security from a single console	<b>Roaming security</b>	With our web in endpoint we provide full security for users wherever they are. PaloAlto backhauls traffic to enterprise gateway and relies on bleeding edge endpoint security.
		<b>Effortless remote security</b>	Sophos RED connects and protects remote offices without the need for on-site technical expertise. Palo Alto requires a full gateway at each end.



1 - What they say	2 - The reality	3 - Why we win
<p><i>"The only firewall to classify traffic based on the accurate identification of the application, not just port/protocol information."</i></p> <p><i>"The only firewall to identify, control and inspect SSL encrypted traffic and applications."</i></p> <p><i>"The only firewall to provide graphical visualization of applications on the network with detailed user, group and network-level data categorized by sessions, bytes, ports, threats and time."</i></p> <p><i>"The only firewall capable of delivering a logical perimeter for remote users"</i></p>	<p>Many UTM vendors classify traffic by application – including Sophos.</p> <p>This is not unique as several vendors can do this.</p> <p>We have graphical user reports and real-time display of traffic and applications via our flow monitor to match theirs.</p> <p>Security for roaming users is provided through the Global Protect agent – NAC like agent with VPN functionality. The agent backhauls all traffic to through a VPN tunnel to the nearest PA gateway after a compliance check. It does not have any built in security functionality per se. <a href="https://www.youtube.com/watch?v=7UPDWkYgr7E">https://www.youtube.com/watch?v=7UPDWkYgr7E</a> This is very much an enterprise feature which benefits customers with a global setup and a large security team to manage it.</p>	<p>Sophos UTM truly reduces the overheads of management and administration;</p> <p>We can inspect HTTPS traffic through man-in-the-middle approach while also controlling application traffic.</p> <p>We provide highly cost efficient and competitive reporting functionality built-in with an option for advance external reporting through iView</p> <p>Sophos UTM with endpoint protection can secure endpoint regardless of location and without having to backhaul traffic. For those customers who want to do that, our VPN client can of course do that too.</p> <p>Sophos Mobile can enforce appropriate policies to mobile devices without the need to back haul data and without the need to a UTM device if one is not required.</p>

## Why is Sophos better than Palo Alto?

Differentiator	How Sophos does it	How Palo Alto does it	Exploratory questions
<b>Full Security</b>	We provide full security solutions. From Network to Endpoint; Malware to Data Protection.	<p>Palo Alto focuses on network security that is managing and filtering network traffic. Compared to Sophos they lack</p> <ul style="list-style-type: none"> <li>- Email protection</li> <li>- Wireless</li> <li>- Endpoint protection in the classic sense</li> <li>- Encryption</li> <li>- MDM</li> <li>- Email DLP</li> <li>- RED</li> <li>- Cloud based security</li> </ul>	How do you plan to secure email? Wireless? etc
<b>Branch office protection:</b>  <b>Effortless extension of network security</b>	<p><b>RED – connecting remote locations with minimal configuration</b> Simply connect a RED device to the Internet in a remote office and a secure connection will be established - no technical expert skills required on site. RED50 sets up failover and load balanced VPN connections just as easy.</p> <p><b>WiFi – adding Access Points (AP) with minimal configuration</b> With Sophos UTM you simply plug-in an AP to the network and it will automatically be listed in the UTM, ready to be managed. Equally, APs plugged in to remote networks connected through RED are also managed through the UTM, requiring no on-site technical expertise.</p> <p>Remember: Most businesses do not have technical staff in smaller remote offices.</p>	<p><b>Site-to-Site VPN</b> Palo Alto does not have an equivalent to the RED hardware device. However, Site-to-site VPN is configured similarly using a broker website. While it may be easy to setup, the Palo Alto approach means you need to buy additional full appliances which is more expensive.</p> <p><b>Wireless</b> Palo Alto does not offer wireless.</p>	<p>How do you currently connect remote branch offices?</p> <p>How do you make sure they are as secure as your main office?</p> <p>What technical resources do you have available on-site to manage security?</p>

Differentiator	How Sophos does it	How Palo Alto does it	Exploratory questions
<b>Choice of form factors</b>	<p><b>Appliance</b> On premise appliance</p> <p><b>Software</b> Customers can save money by using existing HW Alternatively they can customize hardware to their requirements.</p> <p><b>Virtual</b> Implement in existing virtual environments.</p> <p><b>Amazon EC2</b> The Sophos UTM runs in the cloud. The possibilities are endless – both from a customer and partner/MSP perspective.</p>	<p><b>No Software option</b> Standard hardware is not a deployment option with Palo Alto.</p> <p><b>Appliance</b> Palo Alto have a limited range of hardware appliances. At the lower end, the devices lack port density and configuration options.</p> <p><b>Virtual</b> Palo Alto offer virtual machines, but lack support for Hyper-V</p> <p><b>Amazon EC2</b> An image for EC2 is available from Palo Alto</p>	What would be your ideal way of implementing network security?
<b>Ease of configuration</b>	<p><b>Manage through Web Interface</b> All Sophos UTMs are managed through a powerful yet easy to use web user interface. It is intuitive and logical meaning administrators will quickly get things setup, problems solved and make fewer mistakes. There is no need to learn text commands.</p> <p><b>Reusable Objects</b> Objects like users, networks, hosts and services are defined once and reused throughout the different configuration options. This not only save time configuring but also give full visibility of where objects are used resulting in better security.</p>	<p>While Palo Alto's appliances are also configured through a web interface – many additional options require that you configure them using typed in commands. You are therefore more likely to have to refer to user guides.</p> <p>The web interface does not use the same object oriented approach to configuration, meaning you may have to re-enter the same information multiple times.</p>	What resources do you have available to manage security?
<b>Storage</b>	<p><b>Built-in Storage by default</b> All Sophos UTM appliances come with built-in hard disk drives for storage. Typically 120GB or more. This is used for logging, reporting, file and email quarantine among other things.</p>	<p>The smallest device has no internal hard disk.</p> <p>For example; PA-200 has 16GB flash – only 2.5GB is available for logging. You will need an external location for log data.</p> <p>Larger PA devices have 160GB HDD or larger.</p>	How will you manage storage of log data?
<b>Central Management</b>	<p><b>Free Central Management</b> The Sophos UTM Manager is free of charge and offers a real benefit to MSP, Partners and larger organizations with a need to monitor and manage multiple UTMs from a single location.</p> <p><b>Flexible form factor</b> Sophos UTM Manager is available as software to be installed on standard hardware. This means you can use existing or tailor new hardware to your requirements. Sophos UTM Manager is also available as a virtual appliance.</p>	<p><b>Sold separately</b> Palo Alto's central management, Panorama – is available as hardware appliance or VM image. Both require the purchase of an additional license. There is no software option.</p>	Do you need to manage multiple UTMs? How much will this cost you?

Differentiator	How Sophos does it	How Palo Alto does it	Exploratory questions
<b>User Portal</b>	<p><b>Reduce the burden on IT by letting users manage themselves</b></p> <p>Through the UTM user portal users can...</p> <ul style="list-style-type: none"> <li>- manage their own email quarantine</li> <li>- Install and setup remote access [VPN] clients</li> <li>- Access remote systems through HTML5 remote access</li> <li>- Reset passwords</li> <li>- Admins can also manage Hotspot vouchers</li> </ul>	Palo Alto appliances do not provide a user portal.	<p>What measures are you taking to reduce the support burden on IT?</p> <p>What would it mean to you if users could manage their remote access/email/password resets without having to contact IT?</p>
<b>Endpoint Protection</b>	<p>Sophos Endpoint Protection provides the most important endpoint security features</p> <p><b>Industry leading anti malware engine</b></p> <p><b>Device Control</b> – block or allow devices</p> <p><b>Web Control</b> – control web browsing while roaming</p> <p><b>Live Connect</b> – Allows endpoints to update and be managed even when they are roaming outside the corporate network.</p>	<p>Palo Alto's Global Protect endpoint agent performs a compliance check and establishes a secure connection to a PA gateway.</p> <p>Palo Alto does not have a full endpoint in the traditional sense, instead relying on heuristic behavior analysis for protection. The effectiveness of this approach remains to be seen.</p> <p>Traps function for endpoint protection only launched in September 2014</p>	<p>How do you protect roaming users?</p> <p>How do block web threats?</p> <p>How do you control the use of removable media or unauthorized methods of connection?</p>
<b>Enable BYOD</b>	<p>Sophos UTM enables comprehensive BYOD in a very easy way</p> <ul style="list-style-type: none"> <li>- Network security</li> <li>- WiFi security</li> <li>- Remote Access</li> </ul> <p>Products beyond UTM...</p> <ul style="list-style-type: none"> <li>- Full MDM functionality through SMC</li> <li>- Encryption everywhere</li> </ul>	<p>Palo Alto claims it enables BYOD through its Global Protect and Captive Portal.</p> <ul style="list-style-type: none"> <li>- Palo Alto lacks WiFi security</li> <li>- Palo Alto lacks encryption</li> <li>- Global protect back hauls all mobile traffic to a HQ (or the most local office in a global deployment), which can cause performance issues</li> </ul>	<p>How do you protect user owned devices?</p> <p>How do you reduce the administrative burden?</p>
<b>Email Protection</b>	<p>Sophos UTM includes email protection. No need for a separate solution.</p> <p><b>Sophos UTM Email Protection</b></p> <ul style="list-style-type: none"> <li>- Scans incoming and outgoing emails and filters for Spam and malicious content.</li> <li>- Encrypts email for secure communication</li> <li>- Full quarantine management included for each user (see User Portal)</li> <li>- Data Loss Prevention</li> </ul>	Palo Alto provides no email filtering or protection.	How do you provide protect users from malicious and spam email?
<b>Web Application Firewall</b>	<p><b>Sophos UTM Webserver Protection</b></p> <p>Protects webserver against commonly used network and server attacks.</p>	<p>We have not found anything that indicates PA does a WAF or reverse proxy.</p> <p>PA claims that WAF is only required by businesses who have insecurely coded web applications.</p> <p><a href="#">PA vs WAF comparison</a></p>	What protection from attacks on our web servers do you have in place / are you planning?

## Understanding Palo Alto product names

Palo Alto Product	Description	Sophos Comparison
PA-7050	The PA-7050 is a modular chassis designed for demanding large datacenters in enterprises and public networks, with maximum throughput of up to 100Gbps.	Sophos UTM (see Hardware Comparison table)
PA-5000	The PA-5000 Series is available in three models and designed to meet the requirements of large datacenters in enterprises and public networks, with maximum throughput of up to 20Gbps.	Sophos UTM (see Hardware Comparison table)
PA-4000	The PA-4000 Series is available in three models and designed to meet the bandwidth and performance requirements of large enterprise networks, with maximum throughput of up to 10Gbps.	Sophos UTM (see Hardware Comparison table)
PA-3000	The PA-3000 Series is available in two models and provides a high performance, cost effective solution for internet gateway deployments. This is the latest series added to the PA product range.	Sophos UTM (see Hardware Comparison table)
PA-2000	The PA-2000 Series is available in two models and provides a high performance, cost effective solution for the branch offices of large enterprises and for mid-sized organizations.	Sophos UTM (see Hardware Comparison table)
PA-500	The PA-500 is an affordable full-featured firewall for mid-sized organizations and branch offices.	Sophos UTM (see Hardware Comparison table)
PA-200	The PA-200 is a full-featured small-footprint firewall for branch offices in highly distributed environments.	Sophos UTM (see Hardware Comparison table)
VM-Series	The VM-Series is a virtual (software-only) version of our complete Next-Generation Firewall functionality and is available in three models.	Sophos UTM Virtual Appliance – one model regardless of scale
Management Platforms	The M-100 hardware appliance runs Palo Alto's "Panorama" management system. Panorama provides the administrator with a complete view of application activity and security incidents across multiple firewalls. Also available as a Virtual appliance for VMware ESX.	Sophos UTM Manager – which is free
GP-100	The GP-100 is a management platform for the control of mobile devices under MDM	Sophos Mobile Control
Global Protect	Palo Alto's solution for MDM and remote user security	Partly Sophos Endpoint and partly Sophos Mobile Control
Wildfire	The WF-500 is a dedicated APT detection appliance	Sophos UTM with Network Security enabled

## Handling Palo Alto competitive objections

Objection	Details	Response
Enhanced User Visibility	Palo Alto make a large deal about reporting showing user names and not IP addresses	This is certainly not unique, and Sophos UTM can do this when linked to an appropriate directory service.
Better Application Control	Palo Alto's AP-ID technology features several thousand application signatures	Sophos UTM features 1247 application signatures, and whilst that might not be as many as AP-ID we feel it is the right mix of granularity and manageability that covers the most commonly used applications.
Wildfire can classify unknown threats quickly	If a file appears suspicious and could be an advanced threat, the PA appliance will send a sample off to Palo Alto's cloud-based lab. If it is indeed malware, a signature is produced and sent to all PA appliances to improve their protection.	This is the same approach taken by the selective-sandboxing function, which is part of advanced threat protection in Sophos UTM.

(STILL TO BE UPDATED WITH SG Series)

## Hardware Comparison

		Sophos UTM 120	Palo Alto PA-200	Sophos UTM 220	Palo Alto PA-500	Sophos UTM 320	Palo Alto PA-2020
Cost	List price - appliance with 1 year UTM	\$1,930	\$1,636	\$4,145	\$5,278	\$8,625	
	Add-on cost for high availability	\$595	\$909	\$1,275		\$2,875	
Performance	Firewall throughput (Mbps)	1,800	100	3,000	250	3,400	500
	VPN throughput (Mbps)	180	50	480	50	700	200
	IPS throughput (Mbps)	240	50	750	100	1,300	200
	AV throughput (Mbps) – proxy based	70	-	165	-	235	-
	Number of interfaces	4GE	4GE	8GE	8GE	8GE	12GE
	Internal Storage	160GB	16GB [SSD]	320GB	160GB [HDD]	320GB	160GB [HDD]
	Number of included reports	1,000+		1,000+		1,000+	

		Sophos UTM 425	Palo Alto PA-4020	Sophos UTM 525	Palo Alto PA-4050	Sophos UTM 625	Palo Alto PA-5060
Cost	List price - appliance with 1 year UTM	\$14,430		\$25,565		\$34,935	
	Add-on cost for high availability	\$4,875		\$8,750		\$11,975	
Performance	Firewall throughput (Mbps)	6,000	2,000	23,000	10,000	40,000	20,000
	VPN throughput (Mbps)	780	1,000	900	2,000	1,100	2,000
	IPS throughput (Mbps)	2,000	2,000	3,300	5,000	5,800	5,000
	AV throughput (Mbps) – proxy based	520		560		980	-
	Number of interfaces	8		Up to 16		Up to 24	24
	Internal Storage	320GB		500GB		450GB	
	Number of included reports	1,000+		1,000+		1,000+	

## Competitive Shoot-out

Feature	Sophos	Palo Alto	Benefits
Use existing hardware	YES	NO	The Sophos software UTM can be used on any standard hardware platform. You can build and configure the hardware to your requirements. Palo Alto does not have a software option.
User portal	YES	NO	The built-in user portal allows users to manage their own email quarantine, setup and install remote access. This reduces the IT administrative burden. Palo Alto does not have a user portal and require the IT department to deploy and manage things like VPN.
Free Central Management	YES	NO	Sophos UTM Manager is a free software download. Manage multiple UTMs centrally. Palo Alto requires the use of a separate management appliance running the 'Panorama' management OS which is sold separately.
Remote Ethernet Device	YES	NO	Sophos RED connects and protects remote offices without the need for on-site technical expertise. Palo Alto requires more complex configuration.
HTML5 VPN	YES	NO	Remotely use computers, systems and webapps without the need to install a client. Perfect for administrators and contractors you want to give secure yet easy access to.
Email filter	YES	NO	Protect users from unwanted and malicious email messages without having to install additional email security.
Wireless	YES	NO	Secure and Control your wireless network while also giving easy and secure access for guests.
Web Server Protection (WAF)	YES	NO	Provide protection for your web servers with minimal setup complexity.
Selective SSL Scanning	YES	NO	With Sophos you can choose which traffic you want to inspect rather than a blanket rule for all traffic. This improves performance and preserve privacy.
Website Tagging	YES	NO	Group and manage website policies through the flexible tagging system. This speeds up management and provides simple control over web protection.
Browsing Time Quota	YES	NO	Limit the amount of time users can access certain websites without blocking access completely.
Proxy Based AV Scanning	YES	NO	This is the preferred method to detect malicious files in web traffic. Stream based scanning may be faster but cannot detect most malicious files in transit.
Dual AV Engines	YES	NO	With Sophos you have the choice of two antimalware scanners. This is particularly useful where there is a requirement to have different AV engines between gateways and endpoint. You can also use both engines in line for extra peace of mind.



### CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

INTELLI POINT TECHNOLOGIES  
(Company)


[Signature] COO  
(Authorized Signature) (Representative Name, Title)

304-733-3687 9/2/2015  
(Phone Number) (Fax Number) (Date)

REQUEST FOR QUOTATION  
Next Generation Firewall

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**Contract Manager:**   
**Telephone Number:** 304-733-3687  
**Fax Number:** 553-540-4750  
**Email Address:** dennis.barry@intellipoint.net



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14.12 Nothing in Clause 14.11 shall limit the right of Sophos to take proceedings against the Licensee in any court of competent jurisdiction where deemed necessary by Sophos to (i) protect its intellectual property rights, (ii) protect its confidential information, and/or (iii) recover overdue payments.

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15.7.6 Clauses 14.11 and 14.12 shall not limit any right of the consumer to take proceedings in or to benefit from consumer protection laws that apply in the consumer's country of residence.

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1.8 **'Product Term'** has the meaning set out in Clause 3.1 of this License Agreement.

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#### **11. EXPORT CONTROL, ANTI-BRIBERY AND COMPLIANCE WITH APPLICABLE LAWS**

11.1 Licensee hereby agrees that Licensee (i) will use, transfer, disclose and/or transport the Product in accordance with any applicable import and export control laws and regulations, (ii) will not re-export or re-transfer the Product to any destination subject to restrictive sanctions measures or trade embargoes implemented at a national, regional or international level without the appropriate authorization, and (iii) is solely responsible for fulfilling any applicable governmental requirements in connection with Licensee's use, transfer, disclosure and/or transport of the Product. In addition to the foregoing, Licensee acknowledges that certain Products are classified and controlled as encryption items under the United States Export Administration Regulations ("EAR") and may also be controlled by other national regulations. Further details are available at <http://www.sophos.com/en-us/legal/export.aspx>. In particular, but without limitation, the Products may not be exported or re-exported (i) into any U.S. embargoed countries, or (ii) to anyone on the U.S. Treasury Department's list of Specially Designated Nationals or the U.S. Department of Commerce Denied Person's List or Entity List. By using the Product, Licensee represents and warrants that it is not located in any such country or on any such list. Licensee also agrees that it will not use the Products for any purposes prohibited by applicable export laws and regulations, including, without limitation, in connection with the development, production, handling, operation, maintenance, storage, detection, identification or dissemination of chemical, biological or nuclear weapons, or other nuclear explosive devices, or missiles capable of delivering such weapons.

11.2 Licensee warrants and represents that in entering into this License Agreement neither the Licensee nor any of its officers, employees, agents, representatives, contractors, intermediaries or any other person or entity acting on behalf of the Licensee will take any action, directly or indirectly, that would constitute an offence under (i) the United Kingdom Bribery Act 2010, or (ii) the United States Foreign Corrupt Practices Act 1977, or (iii) any other applicable anti-bribery laws or regulations anywhere in the world.

11.3 In addition to Clauses 11.1 and 11.2 above, Licensee warrants that its use and possessions of the Products is and will continue to be in accordance with all other applicable laws and regulations.

11.4 ANY BREACH OR SUSPECTED BREACH OF THIS CLAUSE 11 SHALL BE A MATERIAL BREACH INCAPABLE OF REMEDY ENTITLING SOPHOS TO TERMINATE THIS AGREEMENT FORTHWITH. In addition, Licensee agrees to indemnify and hold Sophos harmless from and against any claim, proceeding, loss, liability, cost or damage suffered or incurred by Sophos resulting from or related to Licensee's violation of this Clause 11.

#### **12. TERMINATION**

12.1 This License Agreement and Licensee's rights under it will terminate immediately if: (i) Licensee fails to pay the Fee to Sophos or the Partner (as applicable) in accordance with the agreed payment terms; or (ii) Sophos does not receive payment from the relevant Partner for the Products and packages provided to Licensee, or (iii) Licensee fails to comply with any of the terms and conditions of this License Agreement; or (iv) other than for Products licensed on a perpetual basis, if Licensee takes or suffers any action on account of debt or becomes insolvent.

12.2 Licensee may terminate the Product Term at any time by destroying the relevant Licensed Product and all copies of it.

12.3 Within one month after the date of termination of this License Agreement or the applicable Product Term, Licensee must supply written certification to Sophos of the destruction of the applicable Licensed Product and all copies of all or any part of it. In the case of encryption Products, Licensee shall decrypt all encrypted drives and data prior to such uninstalling and destruction of the Product.

12.4 Licensee's right to use and access the Products will automatically terminate on expiry of the applicable Product Term or this License Agreement (whichever is the earlier) unless and until Licensee renews Licensee's license for the Products. Except as expressly set forth herein, all Fees paid or payable are non-refundable to the maximum extent permitted by law.

### **13. CONFIDENTIALITY AND DATA PROTECTION**

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13.3 The information collected under Clause 13.2 may be used for the purposes of (i) providing the Products and performing this License Agreement, (ii) verifying Licensee's compliance with the License Entitlement, (iii) evaluating and improving the performance of the Products, (iv) preparing statistical analysis on the usage of Products, (v) planning development roadmaps and product lifecycle strategies, (vi) issuing alerts and notices to Licensee about incidents and product lifecycle changes which affect the Products being used by Licensee.

13.4 Sophos may also require the Licensee's contact details and (where applicable) payment information for the purposes of (i) providing technical support, (ii) billing, (iii) verifying Licensee's credentials and License Entitlement, (iv) issuing license expiry and renewal notices, and (v) providing account management.

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14.4 Sophos may at its sole discretion assign, novate, subcontract or otherwise transfer any of its rights or obligations hereunder.

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14.6 Failure by either party to enforce any particular term or condition of this License Agreement shall not be construed as a waiver of any of its rights under it.

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14.9 If there are any inconsistencies between the English language version of this License Agreement and any translated version, then the English language version shall prevail.

14.10 A person who is not a party to this License Agreement has no right to enforce any term or condition of this License Agreement, and the parties to this License Agreement do not intend that any third party rights are created by this License Agreement.

14.11 In the event the Sophos subsidiary entity from which Licensee has purchased the licenses is located in: **THE UNITED STATES OF AMERICA, CANADA, OR LATIN AMERICA**, this License Agreement and any dispute or claim arising out of or in connection with it (including without limitation non-contractual disputes or claims) shall be governed by and construed in accordance with the laws of the Commonwealth of Massachusetts and the courts of the Commonwealth of Massachusetts shall have exclusive jurisdiction to determine any disputes, which may arise out of, under, or in connection with this License Agreement; and

**ANY OTHER COUNTRY**, this License Agreement and any dispute or claim arising out of or in connection with it (including without limitation non-contractual disputes or claims) shall be governed by and construed in accordance with the laws of England and Wales and the courts of England and Wales shall have exclusive jurisdiction to determine any disputes, which may arise out of, under, or in connection with this License Agreement.

14.12 Nothing in Clause 14.11 shall limit the right of Sophos to take proceedings against the Licensee in any court of competent jurisdiction where deemed necessary by Sophos to (i) protect its intellectual property rights, (ii) protect its confidential information, and/or (iii) recover overdue payments.

14.13 Any notices required to be given to Sophos or any questions concerning this License Agreement should be addressed to The Legal Department, Sophos Limited, The Pentagon, Abingdon Science Park, Abingdon, OX14 3YP, United Kingdom with a copy to [legal@sophos.com](mailto:legal@sophos.com).

## 15. ADDITIONAL TERMS AND CONDITIONS

The first part of this License Agreement includes general terms and conditions applicable to all Products. The additional terms and conditions in this Clause 15 below apply only to the Products referenced in each section.

**15.1 Direct Purchases from Sophos.** This Clause only applies if Licensee purchases from Sophos directly, rather than through a Partner:

15.1.1 All Products are delivered ICC Incoterms 2010 Ex Works from the applicable Sophos site. Accordingly, the Licensee is responsible for delivery costs, export clearances, import clearances, and insurance costs.

15.1.2 Fees shall be paid in full, in the currency and via the payment method specified on the invoice, within thirty (30) days of the date such invoice.

15.1.3 Unless expressly stated otherwise, the Fee is exclusive of value added tax and any other federal, state, municipal or other governmental taxes, duties, licenses, fees, excises or tariffs.

15.1.4 Invoices may provide for interest to be paid on any sums not remitted by the due date.

**15.2 Hardware Products.** This Clause only applies to Hardware Products:

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15.2.3 Risk of loss passes to Licensee upon shipment of the Hardware to Licensee. Insurance, if any, covering the Hardware shall be Licensee's responsibility.

15.2.4 Licensee acknowledges that the Hardware is sold hereunder solely as the medium for delivery and operation of the Licensed Products and, unless otherwise agreed by the parties in writing, Sophos at its option may provide Hardware that is either new or refurbished.

15.2.5 Licensee is solely responsible for fulfilling any applicable governmental regulations on waste, health and safety, including without limitation those that relate to the EC Directive on Waste Electrical and Electronic Equipment (2002/96/EC) ("WEEE") and The Restriction of the Use of Certain Hazardous Substances in Electrical and Electronic Equipment Regulations (2002/95/EC) ("RoHS") (as amended) in connection with Licensee's use, transport and/or disposal of the Hardware.

15.2.6 Sophos offers a limited warranty for Hardware as set out in the Hardware Warranty Policy at:

<http://www.sophos.com/en-us/legal>.

**15.3 Sophos Cloud (Software as a Service) Products.** This Clause only applies to Sophos Cloud Products:

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**15.4 Sophos UTM Network Security Product.** This Clause only applies to the Sophos UTM Products:

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**15.5 Employee Home Use.**

15.5.1 The following URL lists the Products for which home use is permitted: <http://www.sophos.com/legal/home-use-eula.html>

15.5.2 In addition to the rights granted in Clause 3 of this Agreement, where home use is permitted, Licensee may permit its employees to use such Product at home on a single workstation provided that (i) Licensee shall be responsible for the distribution of Upgrades and Updates and the provision of technical support to such home users, and (ii) the Licensee's actual usage including such home users does not exceed the License Entitlement.

15.5.3 Licensee shall ensure that its home users are aware of and comply with the terms and conditions of this License Agreement at all times, and Licensee shall be responsible for the acts and omissions of its home users at all times.

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15.6.2 If the Free Trial relates to Hardware, Licensee must return the Hardware to the return location indicated by Sophos, securely and properly packaged, with carriage (and insurance at Licensee's option) prepaid upon the expiry of the Trial Period. Licensee is solely responsible for removing any and all of Licensee's data from the Hardware prior to return. If Licensee fails to return the Hardware upon expiry of the Trial Period, Sophos may invoice and Licensee shall pay for the Hardware at list price.

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15.6.5 Clause 6 shall not apply to Free Trial products, Free Tools and Preview Products. FREE TRIAL PRODUCTS, FREE TOOLS AND PREVIEW PRODUCTS ARE PROVIDED "AS IS" AND TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW (i) SOPHOS MAKES NO WARRANTIES, CONDITIONS, REPRESENTATIONS OR UNDERTAKINGS OF ANY KIND, WHETHER EXPRESS, IMPLIED, STATUTORY OR OTHERWISE WITH RELATION TO SUCH PRODUCTS, (ii) IN NO EVENT SHALL SOPHOS BE LIABLE TO LICENSEE OR TO THOSE CLAIMING THROUGH LICENSEE FOR ANY DIRECT, INDIRECT, CONSEQUENTIAL, INCIDENTAL OR SPECIAL DAMAGE OR LOSS OF ANY KIND INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS, LOSS OF CONTRACTS, BUSINESS INTERRUPTIONS, LOSS OF OR CORRUPTION OF INFORMATION OR DATA HOWEVER CAUSED AND WHETHER ARISING UNDER CONTRACT OR TORT (INCLUDING WITHOUT LIMITATION NEGLIGENCE), EVEN IF SOPHOS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

15.6.6 Clause 7 shall not apply to Free Trial products, Free Tools and Preview Products. IF ANY LIMITATION, EXCLUSION, DISCLAIMER OR OTHER PROVISION CONTAINED IN CLAUSE 15.6.4 ABOVE IS HELD TO BE INVALID FOR ANY REASON BY A COURT OF COMPETENT JURISDICTION AND SOPHOS BECOMES LIABLE THEREBY FOR LOSS OR DAMAGE THAT MAY LAWFULLY BE LIMITED, SUCH LIABILITY WHETHER IN CONTRACT, TORT OR OTHERWISE, WILL NOT EXCEED ONE HUNDRED POUNDS STERLING (£100).

**15.7 Consumer Products.** The following Clause applies if Licensee is a consumer:

15.7.1 Licensee is only permitted to use those Products which are expressly designated by Sophos as suitable and available for consumer use.

15.7.2 Unless expressly stated otherwise on the Schedule, consumers are not entitled to receive technical support.

15.7.3 Licensee may only purchase Products if Licensee is at least eighteen years old or is acting with the consent and supervision of a parent or guardian.

15.7.4 Licensee acknowledges that the Products have not been developed to meet Licensee's individual requirements, and that it is therefore Licensee's responsibility to ensure that the facilities and functions of the Products as described in the Documentation meet Licensee's requirements.

15.7.5 This License Agreement does not exclude or limit statutory rights applicable to consumers in the jurisdiction in which Licensee is resident if and to the extent that such rights cannot be excluded or limited by applicable law. If you require information about your rights, you should contact your local advice centre.

15.7.6 Consumer Products are supplied only for domestic and private use. Licensee is not permitted to use the Products for any commercial, business or re-sale purposes, and to the maximum extent permitted by law, Sophos has no liability for any loss of profit, loss of business, business interruption, or loss of business opportunity.

15.7.7 Clauses 7.1, 7.2 and 7.3 shall not apply to consumers. Sophos is only responsible for loss or damage that Licensee suffers that is a foreseeable result of (i) breach of this License Agreement or (ii) Sophos's negligence. In the absence of negligence or breach of this License Agreement by Sophos, Licensee's use of the Products is at Licensee's own risk. Sophos is not responsible for any loss or damage that is not foreseeable. Loss or damage is foreseeable if it was an obvious consequence of the breach or if it was contemplated by both parties at the commencement of this License Agreement.

15.7.6 Clauses 14.11 and 14.12 shall not limit any right of the consumer to take proceedings in or to benefit from consumer protection laws that apply in the consumer's country of residence.

**15.8 Alert Services.** The following Clause applies if Licensee has subscribed to ZombieAlert, PhishAlert or WebAlert services (collectively the "Alert Services"):

15.8.1 Licensee acknowledges and agrees that the Alert Services are only intended to inform the Licensee about potentially unwanted activities originating from the Licensee's network of which Sophos becomes aware, and that Sophos has no obligation to provide an analysis of the data, to maintain records of past data, to attempt to take action against or to otherwise remedy such activities.

15.8.2 Sophos does not warrant (i) the accuracy, completeness, currency or reliability of any of the content of data provided as part of the Alert Services, or (ii) the timing or availability of the Alert Services. In particular but without limitation, Licensee acknowledges and agrees that Sophos does not monitor changes in IP address ownership.

15.8.3 If Sophos has difficulty delivering information to a particular email address, Sophos reserves the right to cease delivery of Alert Services to such address without notice.

**15.9 Info Feeds.** The following Clause applies if Licensee has subscribed to RSS and/or Atom info feeds ("Info Feeds"):

15.9.1 Sophos grants Licensee a non-transferable, non-exclusive license to display the information contained in the Info Feeds on Licensee's website provided that (i) copyright notices contained in the Info Feeds are reproduced on such website, (ii) the website makes accurate references to Sophos and its Products, and (iii) the Info Feeds are not displayed in any manner that implies affiliation with, sponsorship, endorsement or license by Sophos, or any joint venture, agency or partnership.

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RFQ No. ISC 1600000000STATE OF WEST VIRGINIA  
Purchasing Division**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**Vendor's Name: Intelli Point Technologies, LLCAuthorized Signature: [Signature] Date: 6/12/15State of West VirginiaCounty of Cabell, to-wit:Taken, subscribed, and sworn to before me this 12 day of June, 2015My Commission expires August 28, 2023

AFFIX SEAL HERE

NOTARY PUBLIC

Eric Watts

Purchasing Affidavit (Revised 07/01/2012)



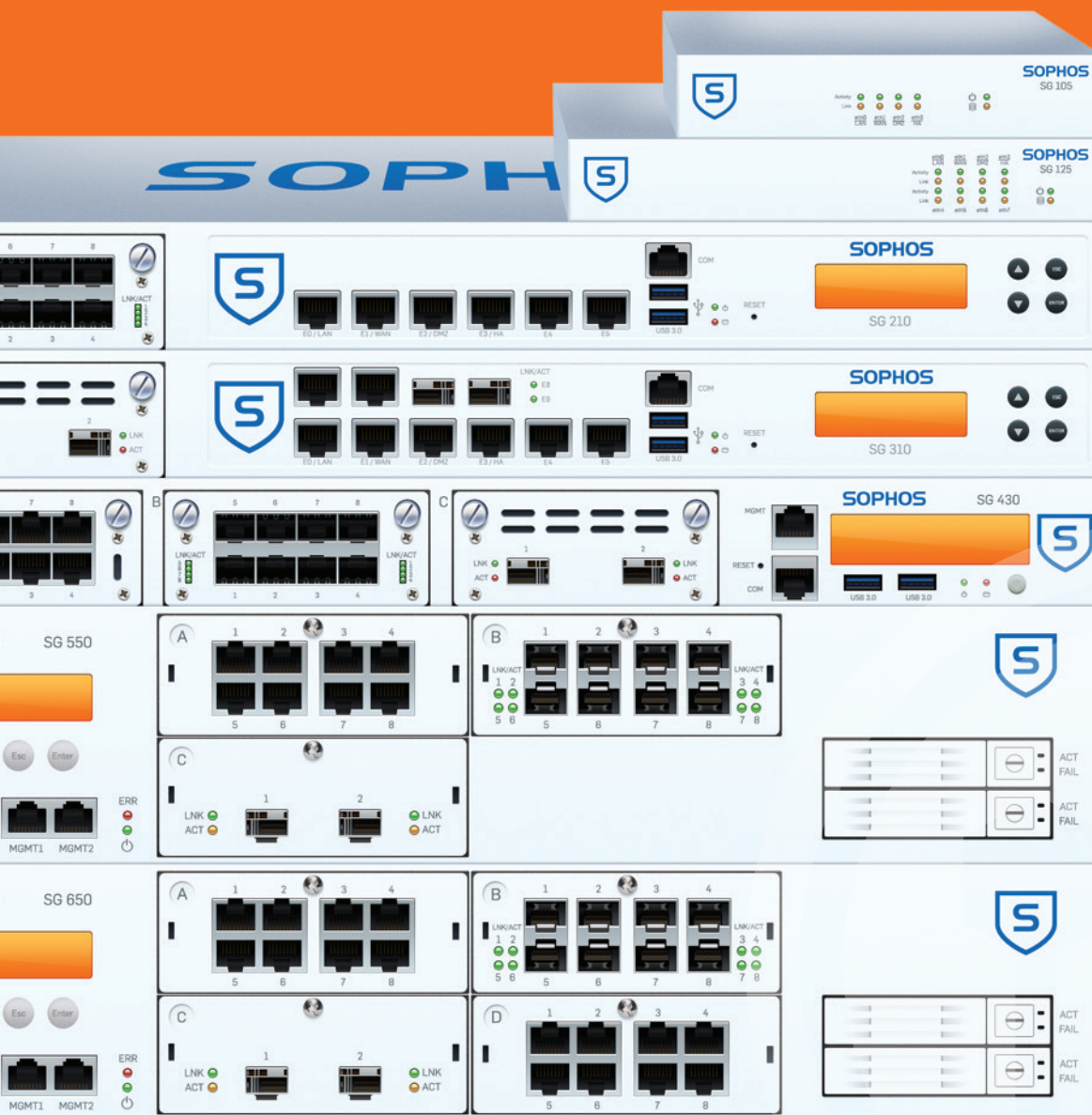
# SOPHOS

Security made simple.

## Sophos SG Series Appliances

### Unleash the full potential of your network

With bandwidth requirements constantly increasing, network security appliances need to do more than ever before. The Sophos SG Series appliances are built to provide optimal performance, versatility and efficiency to meet all your security needs.





# Unleash the full potential of your network

The Sophos SG Series appliances are designed to provide the optimal balance between performance and protection – for diverse IT environments. Whether you need a solution for a small remote office, want to protect your school campus, or are a global organization requiring high-availability and enterprise-grade features, our SG Series appliances are an ideal fit.

## Versatile

### Appliances to suit every environment

Our broad product line-up makes it easy for you to choose the right appliance. A higher model number indicates higher throughput and an increased number of ports or connectivity options.

And as every software subscription is available on every appliance, you can flexibly size the solution to fit your budget and your individual security needs. Next-generation firewall features or all-in-one security on a single box, it's your choice.

## Rapid

### Proven performance on all models

Our appliances are built upon the most advanced Intel technology. Optimized use of multi-core processors allows consolidation of your security solutions without a performance trade-off.

With faster than ever firewall, IPS and VPN throughput, our SG Series appliances effortlessly handle multiple tasks simultaneously. Plus, you can easily scale up by dynamically clustering up to 10 units without external load balancers.

## Responsive

### Technology built to process data in real-time

Your network is constantly changing so your protection needs to be adaptive. All our appliances have integrated high-speed hard drives (in many cases SSDs) for local storage of spam quarantine data and faster access to comprehensive reports and real-time logs.

Accelerated in-memory content scanning in secure proxy mode makes your defenses more effective and efficient.

## Reliable

### Engineered for business – today and tomorrow

Using the latest Intel technology, our products provide the utmost in flexibility. Add to your protection as you need it - without changing or upgrading your hardware. That means you benefit from future software and performance enhancements which guarantees the best possible value for money.

Redundancy features such as an additional hard-drive or power supply are available on the 1U SG 450 and on both of our 2U appliances.

## Modular

### Flexible configuration options on many models

Configure your hardware to suit your infrastructure and change it as and when you need to. Our optional Flexi Port LAN modules give you the freedom to select the connectivity you need – copper, fiber, 10GbE – you decide.

Flexi Port modules are interchangeable within a range, e.g. 1U, so, for example, you can use the same module with all of your 1U appliances which saves you money if you upgrade to a higher model at a later date.

## Connected

### Full wireless coverage – for every office

Our SG 100 Series desktop models with integrated wireless are a very tidy solution for even the most compact office space. As the access point is built in, you do not require any extra hardware. Should you need additional coverage or have a larger space, you can add Sophos access points.

Every one of our appliances has a built-in wireless controller for you to connect Sophos access points and manage them simply from your central management console.

# SG Series Appliances

The Sophos SG Series portfolio of firewall appliances offers you a choice of sixteen models, including four with integrated wireless LAN.

## Small - Desktop

**1U performance, desktop form factor and price with optional integrated wireless**

- › SG 105, SG 105w, SG 115, SG 115w
- › SG 125, SG 125w, SG 135, SG 135w

Ideal for small businesses, branch offices, remote locations and retail.

## Medium – 1U rackmount

**Unrivalled performance, unmatched flexibility**

- › SG 210, SG 230
- › SG 310, SG 330
- › SG 430, SG 450

Ideal for medium-sized offices and distributed organizations.

## FleXi Port modules available for 1U appliances

8 port GbE copper FleXi Port module  
(for SG 2xx/3xx/4xx only)



8 port GbE SFP FleXi Port module  
(for SG 2xx/3xx/4xx only)



2 port 10 GbE SFP+ FleXi Port module  
(for SG 2xx/3xx/4xx only)



## Large – 2U rackmount

**Ultimate connectivity and performance**

- › SG 550
- › SG 650

Ideal for larger branch offices and medium to large organizations.

## FleXi Port modules available for 2U appliances

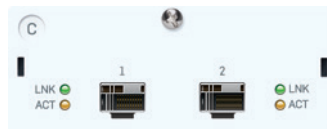
8 port GbE copper FleXi Port module  
(for UTM/SG 5xx/6xx only)



8 port GbE SFP FleXi Port module  
(for UTM/SG 5xx/6xx only)



2 port 10 GbE SFP+ FleXi Port module Rev.2  
(for SG 550/650 only)



# SG Series Appliances - at a glance

## Product Matrix

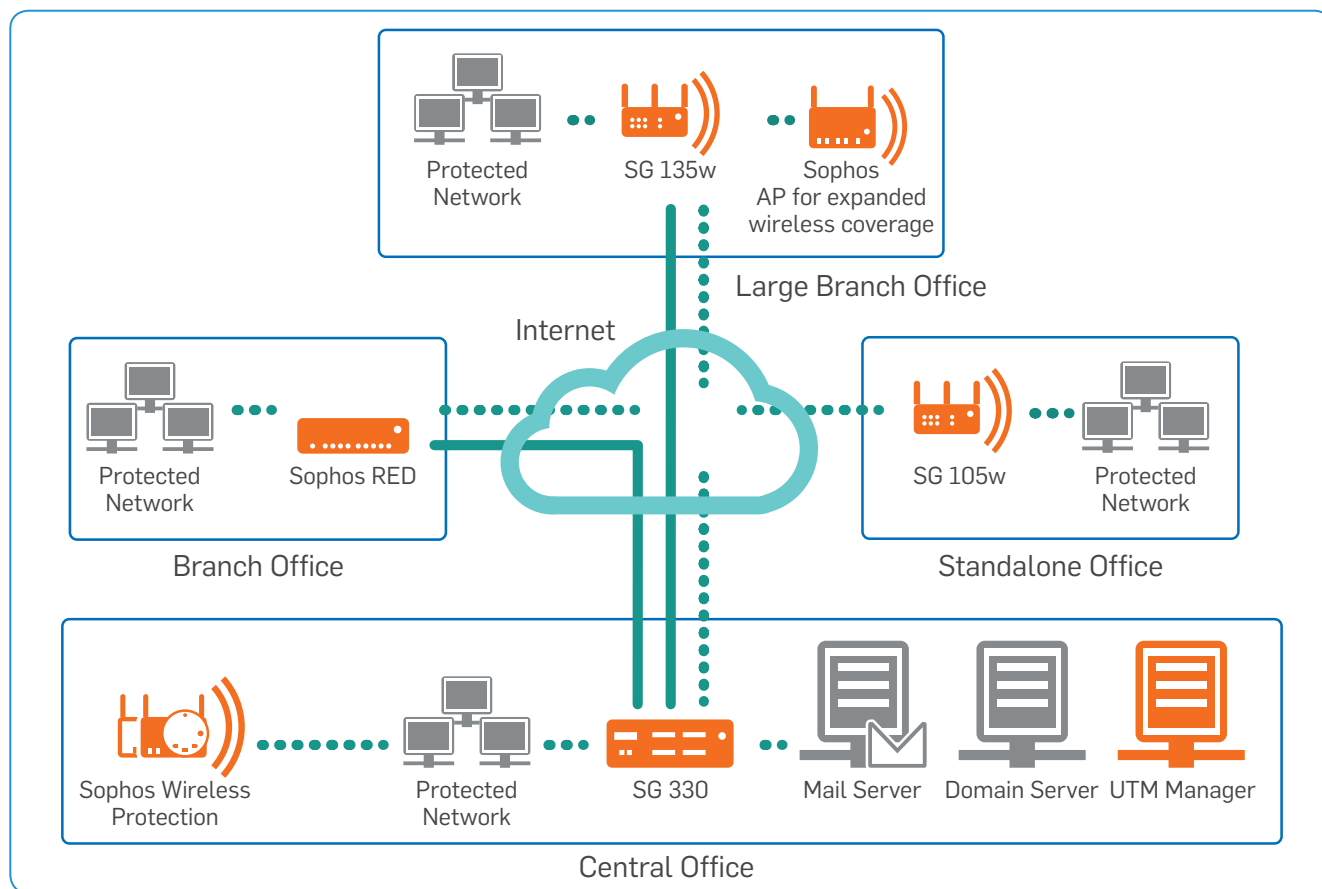
Model		Tech. Specs					Throughput			
	Form Factor	Maximum Network Ports (GE)	WiFi	Storage (GB)	RAM (GB)	Swappable Components	Firewall (Mbps)	VPN (Mbps)	IPS (Mbps)	AV-proxy (Mbps)
<b>SG 105(w)</b>	desktop	4	optional with 802.11 a/b/g/n	320	2	n/a	1,500	325	350	90
<b>SG 115(w)</b>	desktop	4	optional with 802.11 a/b/g/n	320	4	n/a	2,300	425	500	120
<b>SG 125(w)</b>	desktop	8	optional with 802.11 a/b/g/n/ac	320	4	n/a	3,100	500	750	200
<b>SG 135(w)</b>	desktop	8	optional with 802.11 a/b/g/n/ac	320	6	n/a	6,000	1,000	1,500	350
<b>SG 210</b>	1U	14 (6 + 1 module)	n/a	320	8	n/a	11,000	1,000	2,000	500
<b>SG 230</b>	1U	14 (6 + 1 module)	n/a	120 GB SSD	8	n/a	13,000	2,000	3,000	800
<b>SG 310</b>	1U	18 (8 + 2SFP + 1 module)	n/a	180 GB SSD	12	n/a	17,000	3,000	5,000	1,200
<b>SG 330</b>	1U	18 (8 + 2SFP + 1 module)	n/a	180 GB SSD	12	n/a	20,000	4,000	6,000	1,500
<b>SG 430</b>	1U	24 (8 + 2 modules)	n/a	240 GB SSD	16	n/a	25,000	4,000	7,000	2,000
<b>SG 450</b>	1U	24 (8 + 2 modules)	n/a	2*240 GB SSD (RAID-1)	16	opt. Power	27,000	5,000	8,000	2,500
<b>SG 550</b>	2U	24 (8 + 2 modules)	n/a	2*300 GB SSD (RAID-1)	24	Power, SSD	40,000	8,000	12,000	3,500
<b>SG 650</b>	2U	32 (8 + 3 modules)	n/a	2*480 GB SSD (RAID-1)	48	Power, SSD	60,000	10,000	16,000	5,000

This is what you get with every Sophos SG Series firewall:

- The latest Intel multi-core technology for optimal performance and efficiency
- The same security features available on every size of appliance
- Built-in HDD or SSD as storage for local quarantine data, logs and reporting
- Flexi Port modules available for all 1U and 2U appliances (interchangeable within a range, e.g. 1U)
- Free Sophos UTM Manager (SUM) to manage multiple appliances
- Possibility to dynamically cluster up to 10 appliances of the same kind – without external load balancers

# SG Series Appliances - Small

These desktop firewalls offer exceptional performance for models in this class and are available with the same broad set of security features as all our other appliances. The following diagrams show typical deployments in this range using both integrated wireless LAN and external access points.



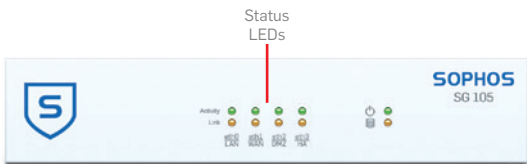
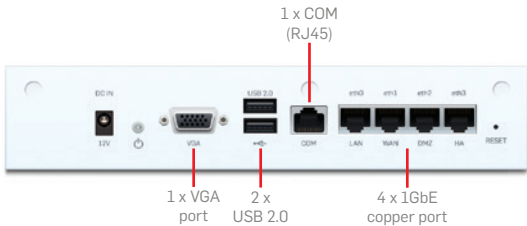
A typical deployment scenario using the SG 135w and SG 105w as part of a distributed organization.

# SG Series Appliances:

## SG 105, SG 105w, SG 115, SG 115w

### Technical Specifications

These desktop firewall appliances offer an excellent price-to-performance ratio making them ideal for budget-conscious small businesses or branch offices. They are available with or without integrated wireless LAN, so you can even have an all-in-one network security and hotspot solution without the need for additional hardware. Of course, you can also add external access points. With Intel multi-core technology designed for best performance and efficiency in a small form factor, these models come equipped with 4 GbE copper ports built-in. You can choose between our lower cost BasicGuard subscription; select the software modules of your choice; or choose FullGuard for the full set of security features.


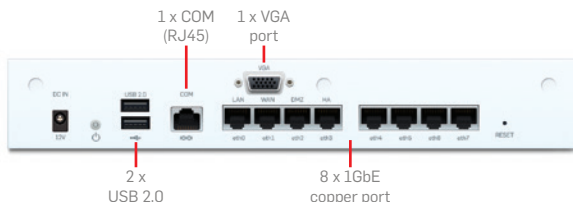
Front View		Performance	SG 105(w)	SG 115(w)
		Firewall throughput	1.5 Gbps	2.3 Gbps
		VPN throughput	325 Mbps	425 Mbps
		IPS throughput	350 Mbps	500 Mbps
		Antivirus throughput (proxy)	90 Mbps	120 Mbps
		Concurrent connections	1,000,000	1,000,000
		New connections/sec	15,000	20,000
		Maximum licensed users	unrestricted	unrestricted
		Wireless Specification (SG 105w and SG 115w only)		
		No. of antennas	3 external	3 external
		MIMO capabilities	3 x 3:3	3 x 3:3
		Wireless interface	802.11a/b/g/n (2.4 GHz / 5 GHz)	802.11a/b/g/n (2.4 GHz / 5 GHz)
Back View		Physical interfaces		
		Hard drive (local quarantine/logs)	integrated HDD	integrated HDD
		Ethernet interfaces (fixed)	4 GE copper	4 GE copper
		I/O ports (rear)	2 x USB 2.0 1 x COM (RJ45) 1 x VGA	2 x USB 2.0 1 x COM (RJ45) 1 x VGA
		Power supply	External auto ranging DC: 12V, 100-240VAC, 50-60 Hz	External auto ranging DC: 12V, 100-240VAC, 50-60 Hz
Physical specifications		Environment		
Mounting	Rackmount kit available (to be ordered separately)	Power consumption	4.83W, 16.468 BTU/hr (idle) 9.84W, 33.55 BTU/hr (full load)	
Dimensions Width x Depth x Height	225 x 150 x 44 mm 8.86 x 5.91 x 1.73 inches	Operating temperature	0-40°C (operating) -20 to +80°C (storage)	
Weight	1.19 kg / 2.62 lbs (unpacked) 2.185 kg / 4.82 lbs (packed)	Humidity	10%-90%, non-condensing	
Safety Certifications				
Certifications		CE, FCC Class B, CB, VCCI, C-Tick, UL, CCC		

# SG Series Appliances:

## SG 125, SG 125w, SG 135, SG 135w

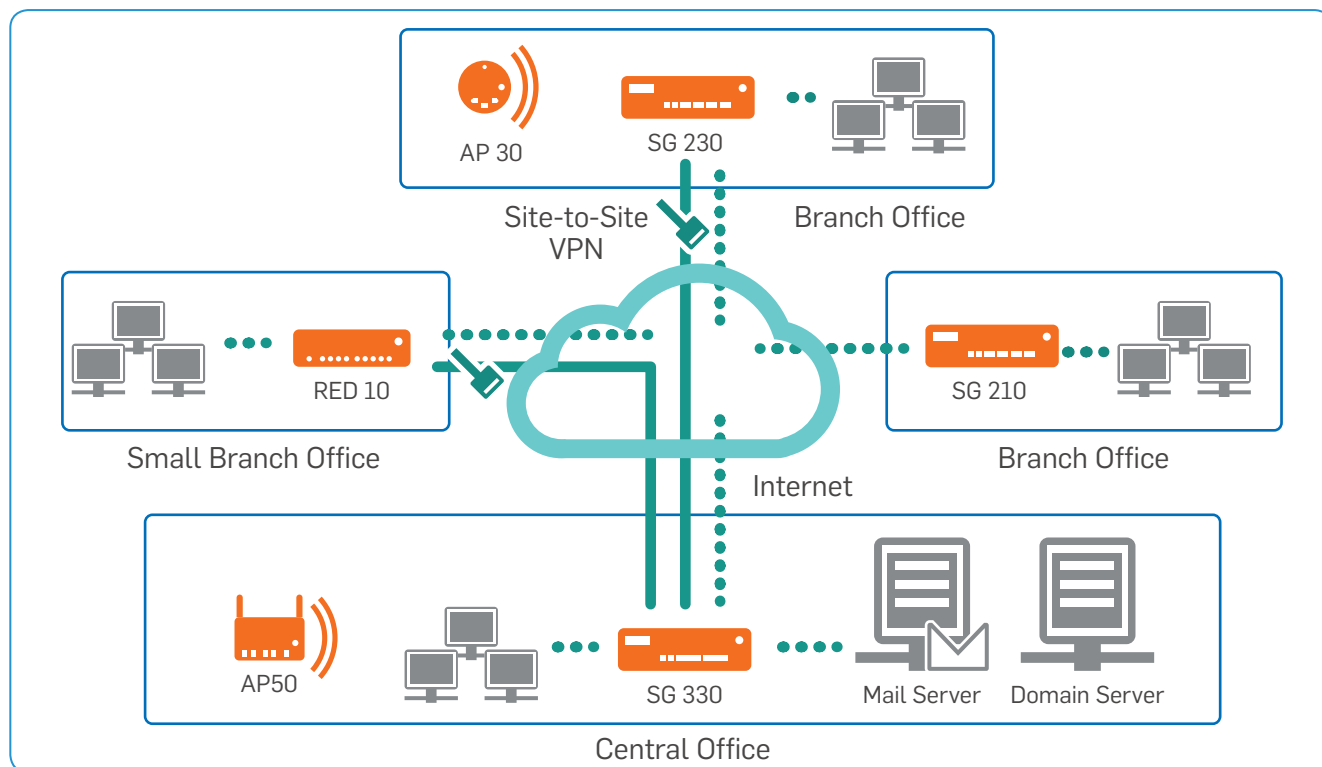
### Technical Specifications

These powerful firewall appliances offer 1U performance with a desktop form factor and price. If you have a small business or branch offices to protect and are working on a tight budget, these models are the ideal choice. They are also available with integrated 802.11ac wireless LAN for optimal coverage and connectivity for your mobile workers. Built upon the latest Intel architecture, our software makes optimal use of the multi-core technology to provide excellent throughput for all your key processes. These models come equipped with 8 GbE copper ports built-in and, as with all our firewalls, up to 10 appliances can be dynamically clustered for greater scalability.

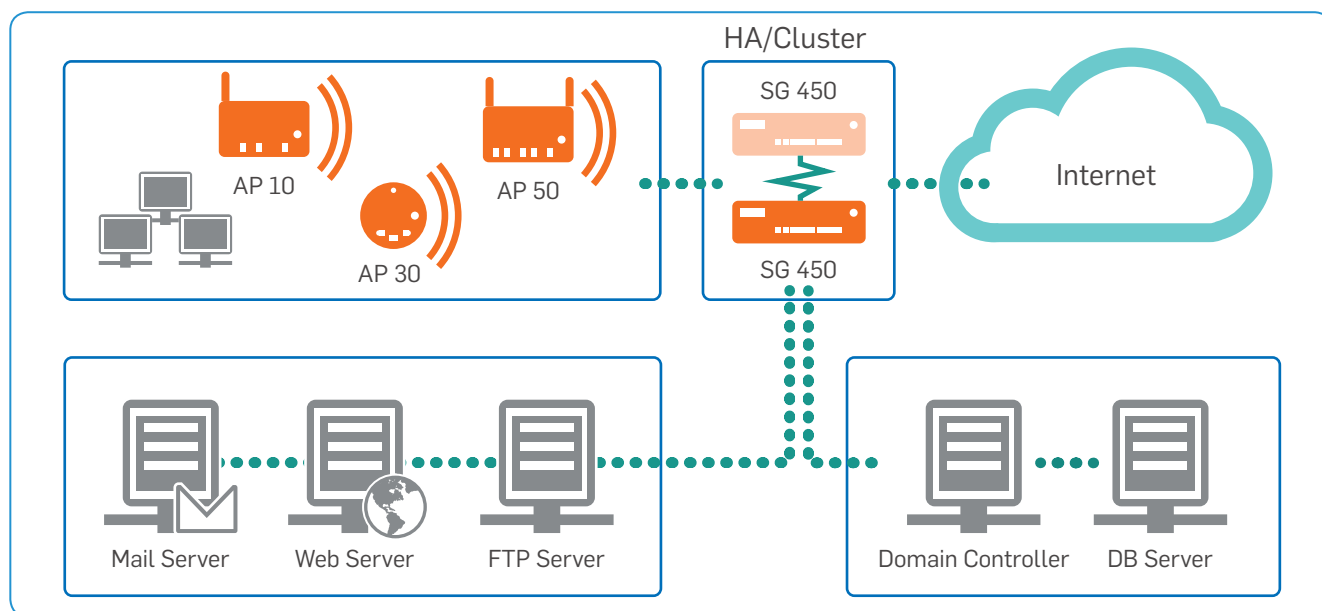
Front View		Performance	SG 125(w)	SG 135(w)
		Firewall throughput	3.1 Gbps	6 Gbps
		VPN throughput	500 Mbps	1 Gbps
		IPS throughput	750 Mbps	1.5 Gbps
		Antivirus throughput (proxy)	200 Mbps	350 Mbps
		Concurrent connections	2,000,000	2,000,000
		New connections/sec	24,000	36,000
		Maximum licensed users	unrestricted	unrestricted
Wireless Specification (SG 125w and SG 135w only)				
		No. of antennas	3 external	3 external
		MIMO capabilities	3 x 3:3	3 x 3:3
		Wireless interface	802.11a/b/g/n/ac (2.4 GHz / 5 GHz)	802.11a/b/g/n/ac (2.4 GHz / 5 GHz)
Back View		Physical interfaces		
		Hard drive (local quarantine/logs)	integrated HDD	integrated HDD
		Ethernet interfaces (fixed)	8 GE copper	8 GE copper
		I/O ports (rear)	2 x USB 2.0 1 x COM (RJ45) 1 x VGA	2 x USB 2.0 1 x COM (RJ45) 1 x VGA
		Power supply	External auto ranging DC: 12V, 100-240VAC, 50-60 Hz	External auto ranging DC: 12V, 100-240VAC, 50-60 Hz
Physical specifications		Environment		
Mounting	Rackmount kit available (to be ordered separately)	Power consumption	12.46W, 49.3 BTU/hr (idle) 26.16W, 89.2 BTU/hr (full load)	
Dimensions Width x Depth x Height	288 x 186.8 x 44 mm 11.38 x 7.35 x 1.73 inches	Operating temperature	0-40°C (operating) -20 to +80°C (storage)	
Weight	1.7 kg / 3.75 lbs (unpacked) 2.82 kg / 6.22 lbs (packed)	Humidity	10%-90%, non-condensing	
Safety Certifications				
Certifications		CE, FCC Class B, CB, VCCI, C-Tick, UL, CCC		

# SG Series Appliances - Medium

Whatever your deployment scenario, these appliances can handle multiple security solutions in every situation. The following diagrams show typical deployments in this range.



Scenario using SG Series appliances and RED for branch offices





Deployment scenario with cluster of two SG 450 appliances

# SG Series Appliances: SG 210, SG 230

## Technical Specifications

The Sophos SG 210 and SG 230 are designed to protect small to mid-sized businesses and branch offices. Based on the latest Intel technology and equipped with 6 GbE copper ports plus one Flexi Port slot to configure with an optional module, they provide high flexibility and throughput at an excellent price-to-performance ratio. As with all models, you can dynamically cluster up to 10 of these appliances.

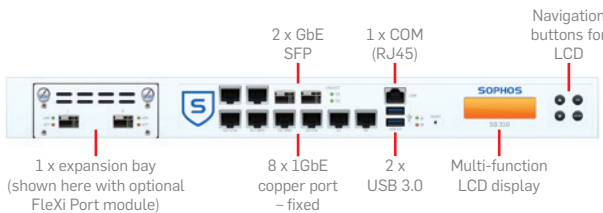

Front View		Performance	SG 210	SG 230
 <p>1 x expansion bay (shown here with optional Flexi Port module)</p> <p>6 x 1GbE copper port – fixed</p> <p>1 x COM (RJ45)</p> <p>2 x USB 3.0</p> <p>Multi-function LCD display</p> <p>Navigation buttons for LCD</p>		Firewall throughput	11 Gbps	13 Gbps
		VPN throughput	1 Gbps	2 Gbps
		IPS throughput	2 Gbps	3 Gbps
		Antivirus throughput (proxy)	500 Mbps	800 Mbps
		Concurrent connections	4,000,000	4,000,000
		New connections/sec	60,000	70,000
		Maximum licensed users	unrestricted	unrestricted
Back View		Physical interfaces		
 <p>1 x USB 2.0</p> <p>Power supply and switch</p> <p>1 x VGA port</p>		Hard drive (local quarantine/logs)	integrated HDD	integrated SSD
		Ethernet interfaces (fixed)	6 GE copper	6 GE copper
		No. of Flexi Port slots	1	1
		Flexi Port modules (optional)	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+
		I/O ports	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)
		Display	Multi-function LCD module	Multi-function LCD module
		Power supply	Internal auto-ranging 110-240VAC, 50-60 Hz	Internal auto-ranging 110-240VAC, 50-60 Hz
Physical specifications		Environment		
Mounting	1U rack mount (2 rackmount ears included)	Power consumption	20W, 69 BTU/hr (idle) SG 210: 30W, 103 BTU/hr (full load) SG 230: 34W, 117 BTU/hr (full load)	
Dimensions Width x Depth x Height	438 x 292 x 44mm 17.24 x 11.5 x 1.75 inches	Operating temperature	0-40°C (operating) -20 to +80°C (storage)	
Weight	5.1 Kg / 11.24 lbs (unpacked) 7.05 Kg / 15.54 lbs (packed)	Humidity	10%-90%, non-condensing	
Safety Certifications				
Certifications		CE, FCC Class A, CB, VCCI, C-Tick, UL, CCC		



# SG Series Appliances: SG 310, SG 330

## Technical Specifications

The Sophos SG 310 and SG 330 are scalable appliances suitable for distributed organizations or mid-sized companies. With solid-state drives for on-box reporting, logs and spam quarantine, they're highly responsive even in high traffic environments. Each model is equipped with 8 GbE copper ports, 2 GbE SFP fiber ports plus one FleXi Port slot to configure with an optional module. They provide optimal performance and flexibility.

Front View	Performance	SG 310	SG 330
 <p>1 x expansion bay (shown here with optional FleXi Port module)</p> <p>8 x 1GbE copper port – fixed</p> <p>2 x GbE SFP</p> <p>1 x COM (RJ45)</p> <p>2 x USB 3.0</p> <p>Multi-function LCD display</p> <p>Navigation buttons for LCD</p>	Firewall throughput	17 Gbps	20 Gbps
	VPN throughput	3 Gbps	4 Gbps
	IPS throughput	5 Gbps	6 Gbps
	Antivirus throughput (proxy)	1.2 Gbps	1.5 Gbps
	Concurrent connections	6,000,000	6,000,000
	New connections/sec	100,000	120,000
	Maximum licensed users	unrestricted	unrestricted
Back View	Physical interfaces		
 <p>1 x USB 2.0</p> <p>Power supply and switch</p> <p>1 x VGA port</p>	Hard drive (local quarantine/logs)	integrated SSD	integrated SSD
	Ethernet interfaces (fixed)	8 GE copper 2 GE SFP	8 GE copper 2 GE SFP
	No. of FleXi Port slots	1	1
	FleXi Port modules (optional)	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+
	I/O ports	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)
	Display	Multi-function LCD module	Multi-function LCD module
	Power supply	Internal auto-ranging 110-240VAC, 50-60 Hz	Internal auto-ranging 110-240VAC, 50-60 Hz

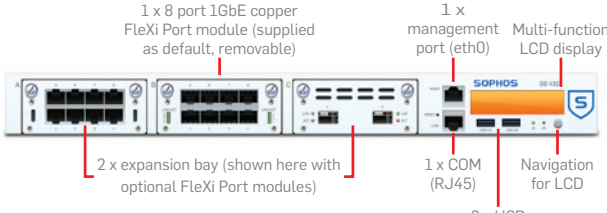

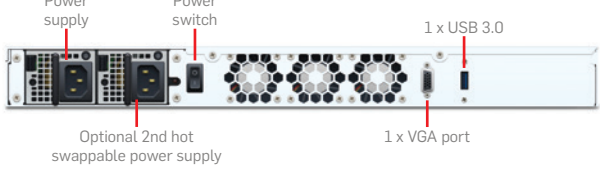
Physical specifications		Environment	
Mounting	1U rack mount (2 rackmount ears included)	Power consumption	SG 310: 29W, 98 BTU/hr (idle) 56W, 191 BTU/hr (full load) SG 330: 32W, 110 BTU/hr (idle) 50W, 169 BTU/hr (full load)
Dimensions Width x Depth x Height	438 x 292 x 44mm 17.24 x 11.5 x 1.75 inches	Operating temperature	0-40°C (operating) -20 to +80°C (storage)
Weight	5.2 Kg / 11.46 lbs (unpacked) 7.15 Kg / 15.76 lbs (packed)	Humidity	10%-90%, non-condensing

Safety Certifications	
Certifications	CE, FCC Class A, CB, VCCI, C-Tick, UL, CCC

# SG Series Appliances: SG 430, SG 450

## Technical Specifications

The Sophos SG 430 and SG 450 offer enterprise performance for distributed organizations or larger mid-sized companies. The connectivity options are second to none for rack mountable appliances, with each model coming equipped with a removable 8 GbE copper port module and 2 additional FleXi Port slots which you can configure with your choice of optional modules. For high-availability, the SG 450 also offers unparalleled redundancy features in a 1U appliance with a second SSD (RAID) integrated and an optional second power supply available.

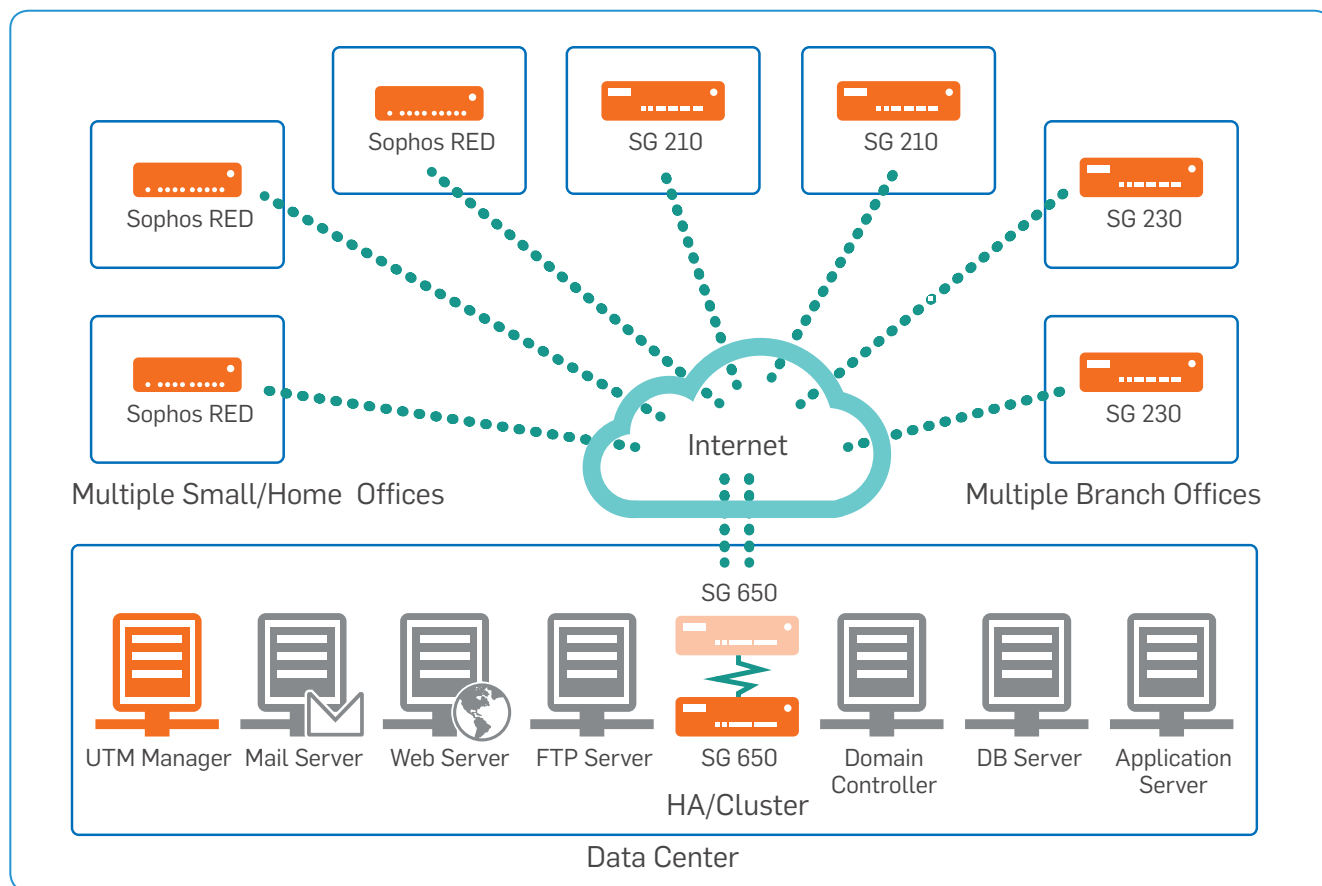
Front View	Performance	SG 430	SG 450
 <p>1 x 8 port 1GbE copper FleXi Port module (supplied as default, removable)</p> <p>1 x management port (eth0)</p> <p>Multi-function LCD display</p> <p>2 x expansion bay (shown here with optional FleXi Port modules)</p> <p>1 x COM (RJ45)</p> <p>Navigation for LCD</p> <p>2 x USB 3.0</p>	Firewall throughput	25 Gbps	27 Gbps
	VPN throughput	4 Gbps	5 Gbps
	IPS throughput	7 Gbps	8 Gbps
	Antivirus throughput (proxy)	2 Gbps	2.5 Gbps
	Concurrent connections	8,000,000	8,000,000
	New connections/sec	130,000	140,000
	Maximum licensed users	unrestricted	unrestricted
Back View SG 430	Physical interfaces		
 <p>1 x USB 3.0</p> <p>Power supply and switch</p> <p>1 x VGA port</p>	Hard drive (local quarantine/logs)	integrated SSD	integrated SSD x2
	Ethernet interfaces (removable)	8 GE copper	8 GE copper
	No. of FleXi Port slots	3	3
Back View SG 450	FleXi Port modules (optional)	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+
 <p>Power supply</p> <p>Power switch</p> <p>Optional 2nd hot swappable power supply</p> <p>1 x USB 3.0</p> <p>1 x VGA port</p>	I/O ports	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)	2 x USB 3.0 (front) 1 x USB 2.0 (rear) 1 x COM (RJ45) (front) 1 x VGA (rear)
	Display	Multi-function LCD module	Multi-function LCD module
	Power supply	Internal auto-ranging 110-240VAC, 50-60 Hz	Internal auto-ranging 110-240VAC, 50-60 Hz Hot Swap Redundant PSU optional

Physical specifications		Environment	
Mounting	1U sliding rails (included)	Power consumption	SG 430: 23W, 78 BTU/hr (idle) 123W, 419 BTU/hr (full load) SG 450: 22W, 75 BTU/hr (idle) 125W, 429 BTU/hr (full load)
Dimensions Width x Depth x Height	438 x 483 x 44mm 17.24 x 19 x 1.75 inches	Operating temperature	0-40°C (operating) -20 to +80°C (storage)
Weight	SG 430: 9.5 kg / 20.94 lbs (unpacked) 12.3 kg / 27.11 lbs (packed) SG 450: 10.5 kg / 23.15 lbs (unpacked) 13.3 kg / 29.32 lbs (packed)	Humidity	10%-90%, non-condensing

Safety Certifications	
Certifications	CE, FCC Class A, CB, VCCI, C-Tick, UL, CCC

# SG Series Appliances - Large

These 2U firewalls offer the ultimate in performance and connectivity for the most demanding deployment scenarios. The following diagram shows a typical deployment in this range and demonstrates their scalability which is ideally suited for larger distributed organizations.

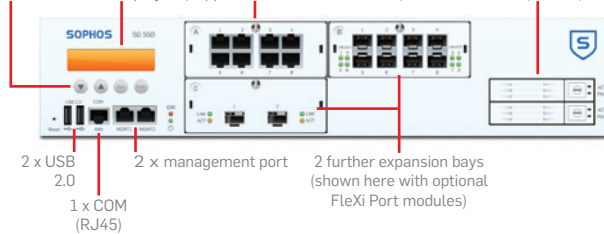
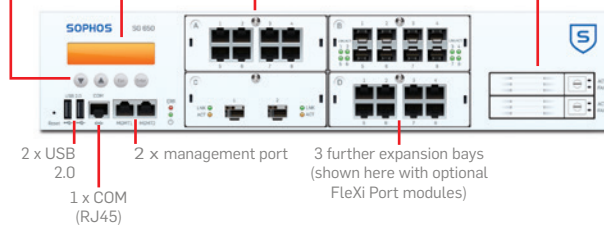
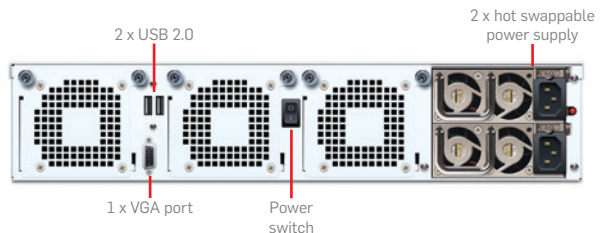


Deployment scenario showing a cluster of two SG 650 appliances as part of a large distributed organization with Sophos REDs to protect small or home offices and other SG appliances to protect branch offices

# SG Series Appliances: SG 550, SG 650

## Technical Specifications

The Sophos SG 550 and SG 650 are high-performance firewalls equipped to provide protection for larger distributed organizations and data center environments. They offer the fastest Intel CPU technology available today to effortlessly handle use as an all-in-one solution or a powerful next-generation firewall. The models offer either 3 (SG 550) or 4 (SG 650) Flexi Port expansion bays to tailor your connectivity to your environment. An 8 port GbE copper module is supplied as a default. Hot-swappable dual SSDs and power supplies are standard redundancy features in this class. Cluster up to 10 of these appliances for larger deployments or simply add an additional appliance as a failover for high availability.

Front View SG 550	Performance	SG 550	SG 650
	<b>Firewall throughput</b>	40 Gbps	60 Gbps
	<b>VPN throughput</b>	8 Gbps	10 Gbps
	<b>IPS throughput</b>	12 Gbps	16 Gbps
	<b>Antivirus throughput (proxy)</b>	3.5 Gbps	5 Gbps
	<b>Concurrent connections</b>	12,000,000	20,000,000
	<b>New connections/sec</b>	200,000	220,000
	<b>Maximum licensed users</b>	unrestricted	unrestricted
Front View SG 650	Physical interfaces		
	<b>Hard drive (local quarantine/logs)</b>	2 x integrated hot-swap SSD (RAID)	2 x integrated hot-swap SSD (RAID)
	<b>Ethernet interfaces (removable)</b>	8 GE copper	8 GE copper
	<b>No. of Flexi Port slots</b>	3	4
	<b>Flexi Port modules (optional)</b>	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	8 port GE copper 8 port GE SFP 2 port 10 GE SFP+
	<b>I/O ports</b>	2 x USB 2.0 (front) 2 x USB 2.0 (rear) 2 x Mgmt Port (eth0/eth1, front) 1 x COM (RJ45) (front) 1 x VGA (rear)	2 x USB 2.0 (front) 2 x USB 2.0 (rear) 2 x Mgmt Port (eth0/eth1, front) 1 x COM (RJ45) (front) 1 x VGA (rear)
Back View	<b>Display</b>	Multi-function LCD module	Multi-function LCD module
	<b>Power supply</b>	2 x hot-swap internal auto-ranging 100-240VAC, 48-62 Hz PSU	2 x hot-swap internal auto-ranging 100-240VAC, 48-62 Hz PSU

Physical specifications		Environment	
<b>Mounting</b>	2U sliding rails (included)	<b>Power consumption</b>	221.44W, 755.11 BTU/hr (idle) 335.4W, 1143.71 BTU/hr (full load)
<b>Dimensions</b> <b>Width x Depth x Height</b>	432.4 x 580 x 88 mm 17.02 x 22.83 x 3.46 inches	<b>Operating temperature</b>	0-40°C (operating) -20 to +75°C (storage)
<b>Weight</b>	18.54 kg / 40.87 lbs (unpacked) 28.8 kg / 63.49 lbs (packed)	<b>Humidity</b>	10%-90%, non-condensing

### Safety Certifications

<b>Certifications</b>	CE, FCC Class A, CB, VCCI, C-Tick, UL, CCC
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# Flexible licensing options

## Total Protect bundles

Most Sophos customers choose our Total Protect bundles. They give you everything you need to secure your organization in one easy-to-manage license: an SG appliance, a FullGuard subscription, and your technical support.

## FullGuard

FullGuard combines all our core licenses in one cost-effective subscription for complete security: Essential Firewall, Network Protection, Web Protection, Email Protection, Wireless Protection and Web Server Protection.

## BasicGuard

Our BasicGuard subscription incorporates all the essential security features you need for your small business. Should you want to extend your protection even further, you can upgrade to a FullGuard license at any time. BasicGuard is only available with the SG 105, SG 115, SG 105w and SG 115w appliances.

## Individual modules

All our modules are also available as individual subscriptions. Simply choose the ones you need.

Modules	Licensing options		
	Individual subscriptions	BasicGuard	FullGuard
<b>Essential Firewall - Free</b> Network Firewall, NAT, Native Windows Remote Access	Yes	Full	Full
<b>Network Protection</b> IPSec/SSL, ATP, VPN, IPS, DoS Protection	Yes	Basic	Full
<b>Web Protection</b> URL Filtering, Application Control, Dual Engine Antivirus	Yes	Basic	Full
<b>Email Protection</b> Anti-spam, Email Encryption and DLP, Dual Engine Antivirus	Yes	Basic	Full
<b>Wireless Protection</b> Wireless Controller, Multi-SSID Support, Captive Portal	Yes	Basic	Full
<b>Webserver Protection</b> Web Application Firewall, Reverse Proxy, Antivirus	Yes	-	Full
<b>Endpoint Protection</b> Antivirus, HIPS, Device Control	Yes	Optional	Optional

## Extend your security

**Sophos RED** Simply secure your branch offices by forwarding all traffic to the central Sophos UTM. Installation requires no technical training and there is no ongoing maintenance.

**Sophos WiFi Access Points** Configurationless access points are instantly protected by the UTM, letting you create secure networks for your employees or guest hotspots for your visitors.

**VPN Clients** Secure SSL or IPsec VPNs provide mobile and home workers with secure remote access from any location at any time.

**Free UTM Manager** Centrally manage multiple UTM devices through IPsec VPN tunnels; deploy policies in just a few clicks.

## Sophos UTM Certifications



## Try it now for free

Register for a free 30-day evaluation  
at [sophos.com/try-utm](http://sophos.com/try-utm)

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Email: [sales@sophos.com](mailto:sales@sophos.com)

North American Sales  
Toll Free: 1-866-866-2802  
Email: [nasales@sophos.com](mailto:nasales@sophos.com)

Australia and New Zealand Sales  
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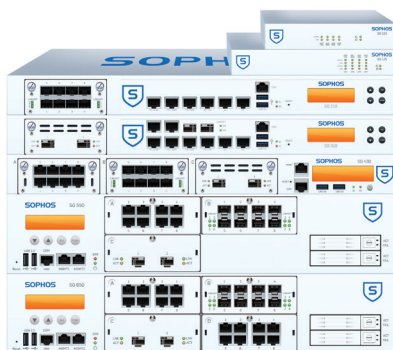
# SOPHOS

# SG Series TotalProtect Bundles

SG Series TotalProtect bundles give you complete network protection in one easy-to-manage license. They combine SG Series high-performance hardware with all the network security you need from next-gen firewall to secure wi-fi. All in a single appliance, it simplifies your IT security without the complexity of multiple point solutions. Plus we include UTM Premium technical support so you can rest assured that help is on hand.

## Highlights

- ▶ Every feature available on every appliance
- ▶ High performance appliances using the latest Intel technology
- ▶ Firewall, VPN, ATP, IPS, email, web filtering and app control
- ▶ Intuitive browser-based interface
- ▶ Built-in reporting on all models
- ▶ Two-factor authentication with one-time password (OTP) in many areas
- ▶ Integrated wireless controller



## Consolidated network security platform—no compromise

Protect your network using multi-layered proven protection technologies including Advanced Threat Protection (ATP), IPS, VPN, email and web filtering combined with the industry's simplest admin interface. We've engineered our software and hardware to give you the throughput speeds you need. With the FullGuard license, you can tailor your protection to your requirements by turning on the modules you need.

## All the Next-Gen Firewall features you need

We'll give you complete control to block, allow, shape and prioritize applications. Our Deep Layer-7 inspection (Next-Generation Firewall) ensures true application identification for over 600 applications. We'll update these automatically and you'll get feedback on unclassified applications too.

## Intuitive management and detailed reporting

You'll know what's happening with your users and you'll have complete control over all the features you need, with none of the complexity. Easily build policies while getting detailed real-time and historical data with our on-box reporting, helping you to fix problems fast. And our Free Sophos UTM Manager lets you centrally administer several appliances through a single login.

## Connect remote offices with easy VPN and Wi-Fi

Sophos RED (Remote Ethernet Device) provides secure remote access to your off-site locations. It's the first security gateway that requires no technical skills at the remote site. Once installed, it forwards traffic to the UTM for complete security. Sophos UTM also works as a wireless controller; access points are automatically set up and receive complete UTM protection.

## High performance appliances

Our SG Series hardware appliances are purpose built, high-performance devices. They integrate our security applications with a hardened operating system (OS) on optimized Intel compatible server systems for greater speed. By optimizing scanning and using multicore capabilities, we boost performance and give you the throughput speeds you need.

## SG Series TotalProtect Bundles

Subscriptions and support	TotalProtect
	Request a quote
<b>Essential Firewall - Free</b> Network Firewall, NAT, Native Windows Remote Access, 2FA	✓
<b>Network Protection</b> IPSec/SSL, ATP, VPN, IPS, DoS Protection	✓
<b>Web Protection</b> URL Filtering, Application Control, Dual Engine Antivirus	✓
<b>Email Protection</b> Anti-spam, Email Encryption and DLP, Dual Engine Antivirus	✓
<b>Wireless Protection</b> Wireless Controller, Multi-SSID Support, Captive Portal	✓
<b>Webserver Protection</b> Web Application Firewall, Reverse Proxy, Antivirus	✓
<b>Endpoint Protection</b> Antivirus, HIPS, Device Control	Optional - additional subscription
<b>UTM Premium Technical Support</b>	✓

## SG Series (Small - Medium)

Hardware appliance	SG 105	SG 115	SG 125	SG 135	SG 210	SG 230
Firewall throughput	1.5 Gbps	2.3 Gbps	3.1 Gbps	6 Gbps	11 Gbps	13 Gbps
VPN throughput	325 Mbps	425 Mbps	500 Mbps	1 Gbps	1 Gbps	2 Gbps
IPS throughput	350 Mbps	500 Mbps	750 Mbps	1.5 Gbps	2 Gbps	3 Gbps
Antivirus throughput (proxy)	90 Mbps	120 Mbps	200 Mbps	350 Mbps	500 Mbps	800 Mbps
Ethernet interfaces (copper)	(4) GE	(4) GE	(8) GE	(8) GE	(6) GE	(6) GE
Ethernet interfaces (SFP)	-	-	-	-	-	-
Optional LAN modules	-	-	-	-	1 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	1 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+

## SG Series (Medium - Large)

Hardware appliance	SG 310	SG 330	SG 430	SG 450	SG 550	SG 650
Firewall throughput	17 Gbps	20 Gbps	25 Gbps	27 Gbps	40 Gbps	60 Gbps
VPN throughput	3 Gbps	4 Gbps	4 Gbps	5 Gbps	8 Gbps	10 Gbps
IPS throughput	5 Gbps	6 Gbps	7 Gbps	8 Gbps	12 Gbps	16 Gbps
Antivirus throughput (proxy)	1.2 Gbps	1.5 Gbps	2 Gbps	2.5 Gbps	3.5 Gbps	5 Gbps
Ethernet interfaces (copper)	(8) GE	(8) GE	(8) GE	(8) GE	(8) GE	(8) GE
Ethernet interfaces (SFP)	(2) GE	(2) GE	-	-	-	-
Optional LAN modules	1 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	1 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	2 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	2 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	2 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+	3 of: 8 port GE copper 8 port GE SFP 2 port 10 GE SFP+

## Sophos UTM Certifications



Try it now for free

Register for a free 30-day evaluation  
at [sophos.com/try-utm](https://sophos.com/try-utm)

United Kingdom and Worldwide Sales  
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Email: [sales@sophos.com](mailto:sales@sophos.com)

North American Sales  
Toll Free: 1-866-866-2802  
Email: [nasales@sophos.com](mailto:nasales@sophos.com)

Australia and New Zealand Sales  
Tel: +61 2 9409 9100  
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**SOPHOS**



# WHAT IS UTM?

## UNIFIED THREAT MANAGEMENT

**SOPHOS**  
Security made simple.

### UTM and NGFW: What's the Difference?

Analysts define next-generation firewalls (NGFWs) as firewalls enhanced with intrusion prevention and application intelligence, and UTM systems as including those features plus additional technologies. In this view, UTM systems include NGFWs as components. However, many individuals use the terms interchangeably.

### UTM

A single modular appliance that includes multiple critical security technologies that are fully integrated, managed from a single console and provided by a single vendor.

### WHY DO YOU NEED PROTECTION? AND WHAT CAN WE OFFER YOU?

#### Endpoint Protection

- ✓ Provides desktops, laptops, and servers with antivirus, device control and web security



#### Email Protection

- ✓ Stops spam and viruses while keeping sensitive data safe with DLP and policy-based encryption



#### Wireless Protection

- ✓ Centrally manage Wi-Fi access points and set up hotspots and guest access in minutes



#### Web Protection

- ✓ Protect users from web threats, control online productivity and manage your web application bandwidth



#### Webserver Protection

- ✓ Reverse proxy protects servers from exploits while providing authentication for external users



#### Network Protection

- ✓ Configurable intrusion prevention with flexible VPN options for site-to-site and remote access



### 5 REASONS TO CHOOSE SOPHOS UTM



- ✓ Easy to install and use
- ✓ Built-in reporting on all models
- ✓ Secure Wi-Fi included
- ✓ Free central management
- ✓ Leader in Gartner Magic Quadrant for UTM

→ [LEARN MORE AND GET A FREE COPY OF OUR MANAGER'S GUIDE TO UTM](#)