

GUIA DE RENOVACION Y UPSELLING DE SONICWALL TZ.

PASOS A DAR CUANDO HAY QUE RENOVAR UN EQUIPO DE SONICWALL.

1. Presupuestar la clave caducada. Sera un soporte o suite comprehensive normalmente. Ejemplo para un TZ190 (equipo antiguo). Más referencias en lista de precios o consultando en Alhora.

01-SSC-5844	SonicWALL Comprehensive Gateway Security Suite for TZ 170/TZ 190 Series Unrestricted Node (1 Year)
01-SSC-3515	SonicWALL Dynamic Support 24x7 for TZ 170/TZ 190 Series Unrestricted Node (1 Year)
01-SSC-3502	SonicWALL Dynamic Support 8x5 for TZ 170/TZ 190 Series Unrestricted Node (1 Year)

2. Ofrecer la suite si sólo tiene el soporte. Con la suite puedes hacer esto:

http://www.sonicwall.com/downloads/ES_LR_CGSS_DS_A4.pdf

- Suscripción a Gateway Anti-Virus, Anti-Spyware and Intrusion Prevention Service.
- Suscripción a Content Filtering Service: Premium Edition para los TZ100, 200 y 210, y Standard Edition para los otros TZ.
- Suscripción al servicio de soporte 24x7.
- Licencia para el software ViewPoint de elaboración de informes



3. OFRECER UN EQUIPO DE NUEVA GENERACION.

TZ150, TZ170 10 NODES, TZ 180 10 NODES ==> TZ 100

TZ170 25 NODES, TZ 180 25 NODES ==> TZ 200

TZ 190 TZ 170 UNRESTRICTED ==> TZ 210

http://www.sonicwall.com/downloads/DS_ES_TZ_Series_A4.pdf

SonicWALL TZ Series Sell Sheet

TZ 100

Home and Small Office

Wired
01-SSC-8759 (TotalSecure)
01-SSC-8754 (Hardware Only)
Wireless-N
01-SSC-8720 (TotalSecure)
01-SSC-8755 (Hardware Only)



TZ 200

Small or Remote Office, Retail

Wired
01-SSC-8746 (TotalSecure)
01-SSC-8741 (Hardware Only)
Wireless-N
01-SSC-8729 (TotalSecure)
01-SSC-8745 (Hardware Only)



3G

TZ 210

Remote or Branch Office, Retail

Wired
01-SSC-8769 (TotalSecure)
01-SSC-8753 (Hardware Only)
Wireless-N
01-SSC-8762 (TotalSecure)
01-SSC-8755 (Hardware Only)



3G

- Unlimited Nodes
- SonicOS Enhanced
- 5-port 10/100 LAN switch
- High Performance Deep Packet Inspection engine – Virus, Spyware, Worm protection
- Comprehensive Anti-Spam Service
- SSL VPN Support for up to 5 Users
- 802.11 b/g/n fast and secure wireless (Optional)
- PortShield Configurable Security

All TZ 100 Features

PLUS...

- USB port for 3G or Analog Modem Failover/Failback
- Higher UTM Performance
- Expanded Signature Database
- Dynamic Routing Support
- Up to 10 SSL VPN Users Supported
- A/P Hardware Failover
- More Concurrent Connections

All TZ 200 Features

PLUS...

- Dual USB ports for 3G or Analog Modem Failover/Failback
- Additional 2 Gigabit Ports!
- The Best Performance
- 3x2 MIMO Wireless
- Two bundled SSL VPN Licenses
- A/P Hardware Failover
- Application Firewall
- The Most Concurrent Connections

Gen 4 TZ Series	Move to Gen 5 TZ Series
TZ 150 Series	TZ 100 Series

Gen 4 TZ Series	Move to Gen 5 TZ Series
TZ 180 Series	TZ 200 Series
TZ 170 Series	TZ 200 Series

Gen 4 TZ Series	Move to Gen 5 TZ Series
TZ 190 Series	TZ 210 Series

For more information visit www.sonicwall.com or contact SonicWALL Sales.

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SonicWALL TZ Series Upsell Guide

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The TZ 100 offers the following over the TZ 180:

- 2.5X faster UTM performance than the TZ 180
- More than 2X the VPN performance of the TZ 180
- SonicOS Enhanced firmware
- Unrestricted nodes
- Next-generation 802.11n wireless technology
- SSL VPN for remote access
- Supports SonicWALL Comprehensive Anti-Spam Service (CASS)

TZ 180	Move to TZ 100
01-SSC-6550 (10)	01-SSC-8734
01-SSC-6552 (25)	01-SSC-8734

TZ 180	Move to TZ 100
01-SSC-6554 (10)	01-SSC-8736
01-SSC-6555 (25)	01-SSC-8736

Feature	TZ 180	TZ 100	TZ 180w	TZ 100w
Nodes	10/25	Unlimited	10/25	Unlimited
UTM Throughput	10 Mbps	25 Mbps	10 Mbps	25 Mbps
Stateful Throughput	90 Mbps	100 Mbps	90 Mbps	100 Mbps
IPSec VPN Throughput	30 Mbps	75 Mbps	30 Mbps	75 Mbps
SonicOS Enhanced	Optional Upgrade	Yes	Optional Upgrade	Yes
SSL-VPN	-	Yes	-	Yes
Anti-Spam	RBL	Supports CASS	RBL	Supports CASS
Integrated Wireless	-	-	802.11b/g	802.11a/b/g/n
Configurable Ports	OPT Port Only	All Ports	OPT Port Only	All Ports
New Connections/Sec	250	1,000	250	1,000

For more information visit www.sonicwall.com or contact sales at 1-888-567-8642 or email sales@sonicwall.com.
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CAMPAÑAS DE UPGRADE. SECURE UPGRADE PLUS. A DOS O TRES AÑOS

01-SSC-8670	SonicWALL NSA 240 Secure Upgrade Plus 2 Yrs CGSS
01-SSC-8671	SonicWALL NSA 240 Secure Upgrade Plus 3 Yrs CGSS
01-SSC-8668	SonicWALL TZ 210 Secure Upgrade Plus 2 Yrs CGSS
01-SSC-8669	SonicWALL TZ 210 Secure Upgrade Plus 3 Yrs CGSS
01-SSC-8823	SonicWALL TZ 210 Wireless-N Intl Secure Upgrade Plus 2 Yr CGSS
01-SSC-8824	SonicWALL TZ 210 Wireless-N Intl Secure Upgrade Plus 3 Yr CGSS
01-SSC-8666	SonicWALL TZ 200 Secure Upgrade Plus 2 Yrs CGSS
01-SSC-8667	SonicWALL TZ 200 Secure Upgrade Plus 3 Yrs CGSS
01-SSC-8821	SonicWALL TZ 200 Wireless-N Intl Secure Upgrade Plus 2 Yr CGSS
01-SSC-8822	SonicWALL TZ 200 Wireless-N Intl Secure Upgrade Plus 3 Yr CGSS

Para los TZ100 no hay equipos promocionales porque Sonicwall optó por lanzarlo con un bajo precio de entrada.

4. OFRECER MÁS CLAVES Y SERVICIOS.

4.1 COMPREHENSIVE ANTISPAM. (SOLO EN NUEVOS TZ100, 200 Y 210)

http://www.sonicwall.com/downloads/DS_ES_CASS_A4.pdf

Protege tu servidor de correo de forma eficaz, con un servicio en el nuevo TZ, sin penalizar el rendimiento.

01-SSC-7577	SonicWALL Comprehensive Anti-Spam Service for up to 10 users/ 1 domain for 1 (Yr)
01-SSC-7578	SonicWALL Comprehensive Anti-Spam Service for up to 25 users/ 1 domain for 1 (Yr)
01-SSC-7579	SonicWALL Comprehensive Anti-Spam Service for up to 50 users/ 1 domain for 1 (Yr)

4.2 CLIENTES VPN SSL (SOLO EN LOS NUEVOS TZ100, 200 Y 210)

01-SSC-8629	SonicWALL UTM SSL VPN 1 User License
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01-SSC-8630 SonicWALL UTM SSL VPN 5 User License

4.3 WiFi. Sonicwall permite Wifi seguro y flexible. Puedes ofrecer un equipo con el AP integrado (ver 3) o los APs separados.

http://www.sonicwall.com/downloads/DS_ES_Clean_Wireless_A4.pdf

Maximum Managed Devices		
Security Appliance	Per WLAN Interface	Per Appliance
TZ 100/100 Wireless-N	1	1
TZ 200/200 Wireless-N	2	2
TZ 210/210 Wireless-N	16	16
NSA 240/240 Extended License	16	16

01-SSC-8571 SonicWALL SonicPoint-N Dual-Band Bundled with PoE Injector

645 € PVP

395 € PVD PROMO!!!!

4.4 CLIENTES ANTISPAM DESKTOP. Antispam cuando el cliente no tiene servidor de correo (POP3).

Información.

http://www.sonicwall.com/downloads/ES_LR_ASD_DS_A4.pdf

Y demo de 30 días.

<http://www.sonicwall.com/es/776.html>

01-SSC-7451 SonicWALL Anti-Spam Desktop 5 User License 1 Year Subscription

01-SSC-7452 SonicWALL Anti-Spam Desktop 10 User License 1 Year Subscription

01-SSC-7453 SonicWALL Anti-Spam Desktop 25 User License 1 Year Subscription

4.5 ANTIVIRUS PARA EL PUESTO DE TRABAJO. Supervisado por el firewall.

Client/server antivirus de puesto + servidor, Enforced antivirus sólo de puesto.

http://www.sonicwall.com/downloads/DS_Anti-Virus_Endpoint_Sec_US.pdf

- 01-SSC-3419 SonicWALL Client/Server Anti-Virus (5 Users) (1 Year)
- 01-SSC-2743 SonicWALL Enforced Client Anti-Virus & Anti-Spyware (5 Users) (1 Year)

4.6 CLIENTES VPN TRADICIONALES.

- 01-SSC-5310 SonicWALL Global VPN Client Windows - 1 License
- 01-SSC-5316 SonicWALL Global VPN Client Windows - 5 License
- 01-SSC-5311 SonicWALL Global VPN Client Windows - 10 License