

Learn more with Westcon



Check Point[®]
SOFTWARE TECHNOLOGIES LTD.



Westcon[™]

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Refresh Program 2014

TIME TO REFRESH CHECK POINT IP APPLIANCES

Check Point IP Appliances are end of sales since 31.12.2013 - even if they are still supported – it's a great business opportunity to upgrade your customers and provide them with industry's best security performance and offer.

MIGRATION PROGRAM

REFRESH IP APPLIANCES - up to 25% discount

Affected Product	Recommended Successor Product
IP 280	4400 Appliance
IP 290	4600 Appliance
IP 390	4800 Appliance
IP 560	12200 Appliance
IP 690	12400 Appliance
IP 1280	12600 Appliance
IP 2450	21400 Appliance
IP APPLIANCES – End of Support	
IP 1220 / 1260	12600 Appliance
IP 2250 / 2255	21400 Appliance

QUOTATION

Please contact your Westcon representative to determine the right sizing depending your customer's needs.

[CONTACT US](#)

EXCLUSIVE REFRESH PROMOTION

Receive **100% credit** on your old **IP Appliances** and up to **25% discount** on the purchase of a new Check Point Security Appliance.

[MORE INFO](#)

REFRESH POWER 1 & UTM APPLIANCES - up to 20% discount

Power 1	Recommended Successor Product
Power-1 5070	12400 Appliance
Power-1 9070	12600 Appliance
Power-1 11060	21400 Appliance
Power-1 11070	21400 Appliance
Power-1 11080	21400 Appliance
UTM-1	
UTM-1 130	2200 Appliance
UTM-1 270	4200 Appliance
UTM-1 450/570	4400 Appliance
UTM-1 1050/1070	4600 Appliance
UTM-1 2050/2070	4800 Appliance
UTM-1 3070	12200 Appliance

TIME TO REFRESH CHECK POINT IP APPLIANCES

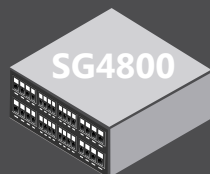
CASE STUDY

A customer wants to upgrade 1 x IP397 to 1 x SG4800:



OLD

IP397 = list price per unit
\$21.836



NEW

SG4800 = list price per unit
\$25.500

Trade-in:

- 100% credit is \$21.836
- However the credit cannot exceed 25% of the list price of the SG4800-NGFW.

$\$25.500 \times 25\% = \6.375

- New list price for end customer $\$25.500 - \6.375

Total trade-in value (list price): **\$19.125**

- Purchase price for a Reseller
 $\$19.125 - \text{Reseller discount}$

For subscription, please contact [Westcon](#)

SALES INSERTION STRATEGIES

- Customer has performance issues with current IP:
IP runs on mono core CPU!
- Customer wants to consolidate security features, add blades (if compatible) on its IP and WILL probably face performance issues.
- Customer needs to extend its infrastructure: IP appliances are End of Sales , he will have to move to Security Appliance 2012 series.
- Customer is worried about support: IP appliances will be "End of Engineering Support" in Dec 2016 and "End of Support" in 2018.

TIPS

- Determine what security functionalities (blades) are requested now / would be within 2-3 years.
- Size the new appliance according to blades, # users, connectivity using the [Sizing Tool](#) on the Check Point PartnerMap.
- Think generous: Blades packages are free the first year, enabling customer to test and to, maybe, adopt more blades than initially thought.

TIME TO REFRESH CHECK POINT IP APPLIANCES

KEY BENEFITS - Appliances

- Updated Hardware & boosted performance
- Possibility to activate more security functionalities
- More robust and scalable security capabilities
- Latest Next Generation Secure Operating System (GAIA)
- Access Check Point's Software Blades Security Architecture

KEY BENEFITS - Software Blades Security Architecture

- **Flexibility**
Provide the right level of protection at the right level of investment
- **Manageability**
Enable fast deployment of security services. Increase productivity through centralized blade management.
- **Total Security**
Provide the right level of security, at all enforcement points and at all layers of the network
- **Lower TCO**
Protect investment through consolidation and use of existing hardware infrastructure
- **Guaranteed performance**
Enable provisioning of resources that guarantee service levels

FREQUENTLY ASKED QUESTIONS

■ **Can an old product be traded in if it is not covered with a valid Check Point support contract?**

Yes, unsupported products (hardware or software) can also be traded-in using this promotion for the same benefits

■ **How can I apply the Product Trade-in promotion to my order?**

When quoting the deal, Westcon can already take account of the product refresh program. Please include the following additional information on the PO when placing your order:

- Include NSP number 20000811 for the Product Trade-in promotion
- Specify what is the new product (s) you are purchasing + shipping address
- Specify what is the old license(s) you are trading-in (software/appliance)
- Provide the CK / Mac ID / Serial Number of the product(s) being traded in
- Attach Certificate of Decommission signed by the customer

■ **Do the trade-in products need to be returned to Check Point?**

No, except for some specific models - Power 11000/9000/5000 or IP 2455/1280.

[MORE INFO](#)