



SONICWALL<sup>®</sup>

Never alone.  
Relentless security.

The background of the slide features a large, light blue, vertically-ribbed rectangular panel. Three smaller, translucent orange rectangular blocks are positioned around it: one is floating in the upper left, another is on the far left edge, and a third is resting on the surface in the lower right.

# SonicWall 2.0

## Portfolio Presentation

Nov,2024

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Territory Manager Col  
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**SONICWALL**



# Agenda

- 1 | Overview
- 2 | Main Portfolio
- 3 | SonicWall Platform
- 4 | Partner Program
- 5 | SonicWall University
- 6 | SonicWall Tools
- 7 | Detailed Portfolio



## SonicWall Overview

Fundada en California (1991). Más de 1,600 empleados, 40 en Latinoamérica. Más de medio millón de clientes en 180 países.



Plataforma integral de productos y servicios de ciberseguridad



Nuevas adquisiciones: MDR y CSE



Amplia red de Inteligencia de Amenazas para el análisis de data threats



Innovación continua en productos de ciberseguridad con 300 patentes incluidas Capture ATP y RTDMI



Modelo de negocio 100% canal



Centro de soporte en español brindado desde Costa Rica

# SonicWall Portfolio

## Network Security

Firewall  
HW Appliance /  
Virtual Appliance /  
Cloud



Network Security  
Mgmt (NSM)  
Cloud SaaS /  
Virtual Appliance



## LAN Edge

Switches & Access  
Points  
Hardware



Wireless Network  
Mgmt (WNM)  
Cloud SaaS



## Secure Remote Access

Secure Mobile  
Access (SMA)  
HW Appliance /  
Virtual Appliance



## Endpoint Security

Capture Client motor  
Sentinel One  
Cloud SaaS



## Email Security

Email Security  
Appliance (ESA)  
HW Appliance /  
Virtual Appliance



Hosted Email  
Security (HES)  
Cloud SaaS



## Security Service Edge

Cloud Secure Edge  
(CSE)  
Cloud SaaS



## Managed Security Services

Managed Detection  
and Response (MDR)  
for EDR / E-mail Cloud /  
Network Devices



# Main Portfolio



# Managed Detection and Response

Tu seguridad, con nuestra experiencia = Tu tranquilidad

## MDR for Endpoint

Protección y respuesta para endpoints



## SonicWall Managed XDR

Alert Management · Threat Hunting · Threat Mitigation  
Log Retention · Reporting

## MDR for Cloud (CDR)

Protección y respuesta para aplicaciones en la nube y correo electrónico

### Cloud Email Security (CES)



### Cloud Threat Analytics (CTA)



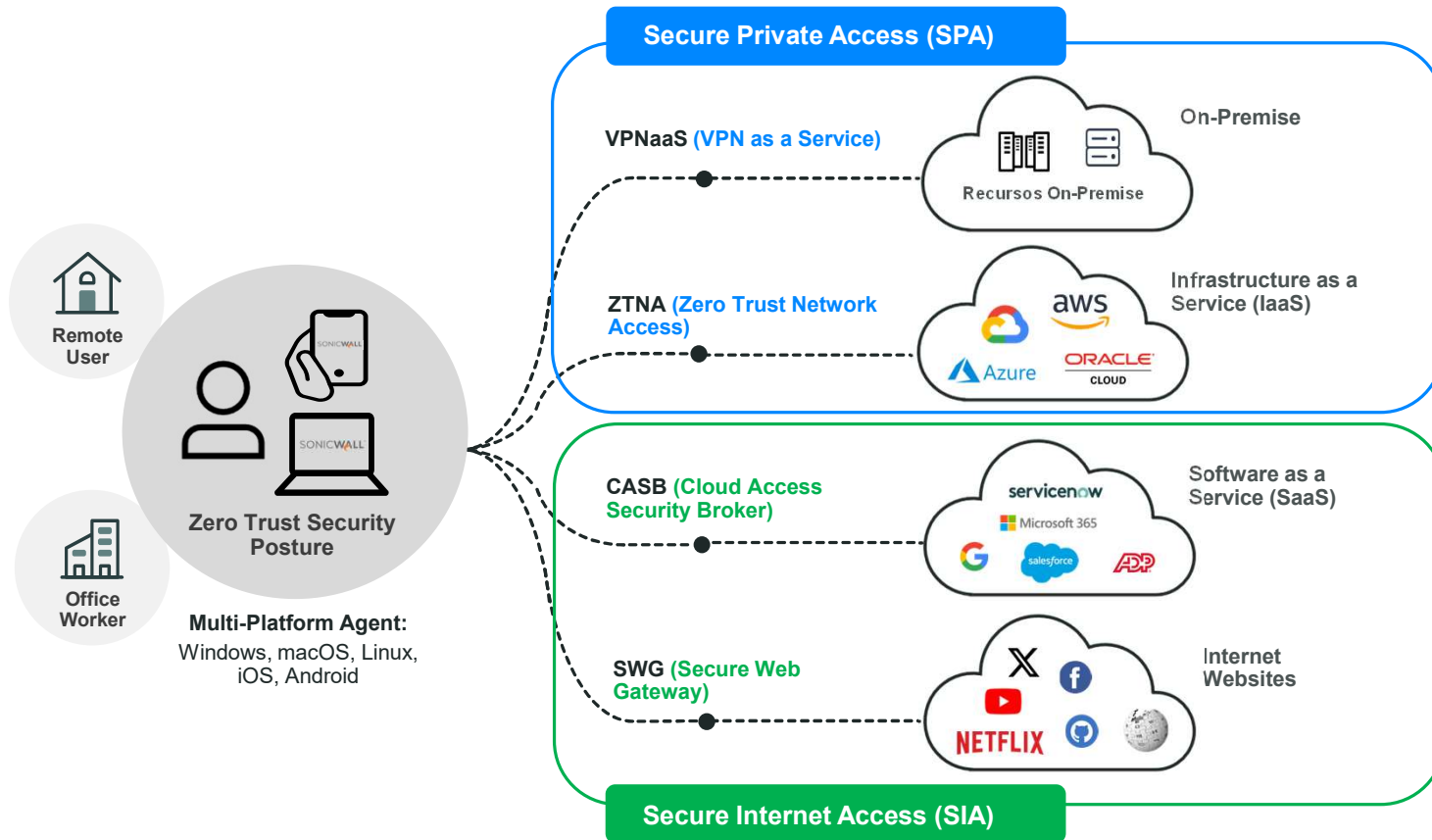
## MDR for Network (NDR)

Protección y respuesta en el perímetro



Cualquier dispositivo de cualquier fabricante

# Cloud Secure Edge (CSE)





# Cloud Secure Edge (CSE)

## Paquetes de licenciamiento

Secure Private Access (SPA)	Basic	Advanced
Cloud Management, Reporting & Analytics (Cloud Command Center)	✓	✓
VPNaaS for Network Access	✓	✓
ZTNA for Application Access		✓
Private Edge Deployment Option		✓

Secure Internet Access (SIA)	Basic	Advanced
Cloud Management, Reporting & Analytics (Cloud Command Center)	✓	✓
DNS-Layer Security	✓	✓
CASB for SaaS Application		✓
SWG for Internet Traffic		✓

# Cloud Secure Edge (CSE)

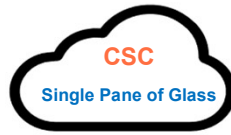
## Tipo de licenciamiento

Feature	Secure Private Access (SPA)		Secure Internet Access (SIA)	
	Basic	Advanced	Basic	Advanced
VPNaaS for Network Access	Si	Si	(-)	(-)
ZTNA for Application Access	(-)	Si	(-)	(-)
Private Edge Deployment Option	(-)	Si	(-)	(-)
DNS-Layer Security	(-)	(-)	Si	Si
CASB for SaaS Application	(-)	(-)	(-)	Si
SWG for Internet Traffic	(-)	(-)	(-)	Si

# SonicWall Next-Gen Firewall

## Services & Management

Capture Security Center & Network Security Manager



Network Security Manager (NSM)



## NSv Series

Capture Security Center & Network Security Manager



Plataformas soportadas



## NSsp Series

Capture Security Center & Network Security Manager



NSsp 10700



NSsp 11700



NSsp 13700



NSsp 15700

## NSa Series

Capture Security Center & Network Security Manager



NSa 2700



NSa 3700



NSa 4700



NSa 5700



NSa 6700

## TZ Series

SOHO / SMB & Retail / Distributed Enterprise



TZ270/TZ270W



TZ370/TZ370W



TZ470/TZ470W



TZ570/TZ570W/TZ570P



TZ670

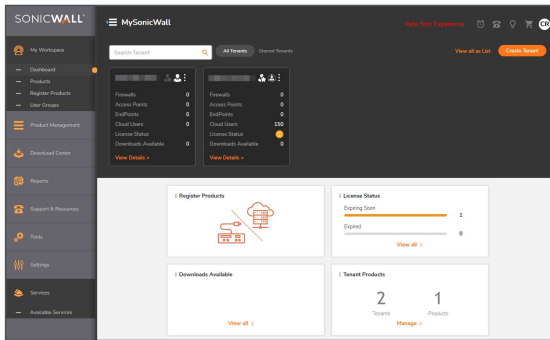
# SonicWall Platform



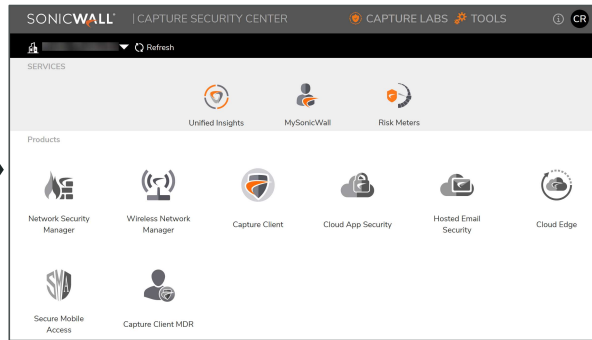
# SonicWall Management

- **MySonicWall**. Portal administrativo/técnico gratuito multi-tenant.
- **Capture Security Center (CSC)**. Gestión centralizada gratuita multi-consola.

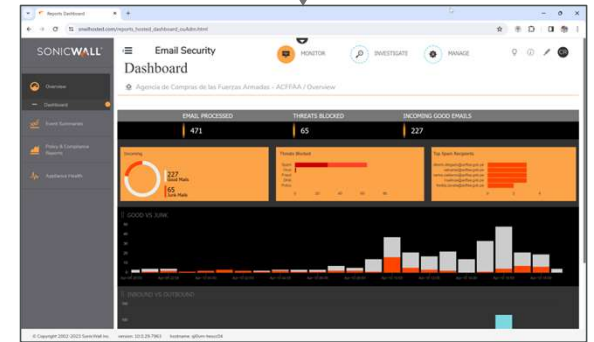
## MySonicWall



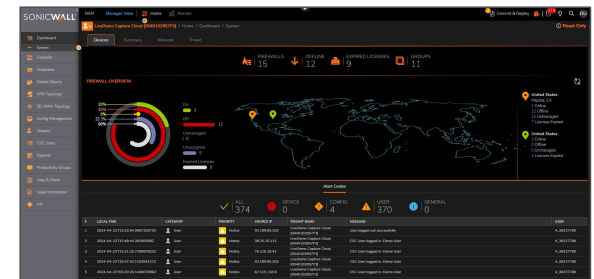
## Capture Security Center



## Product Management

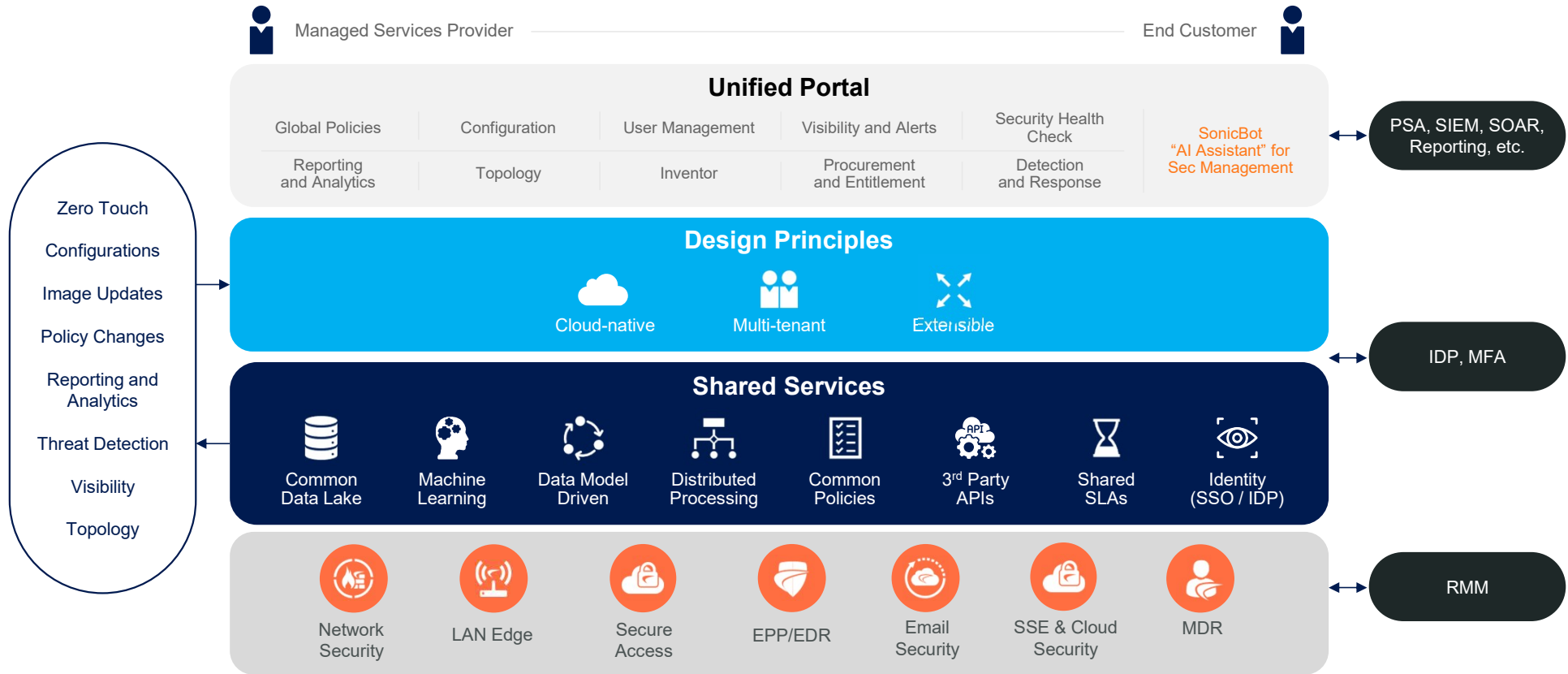


## Hosted Email Security



## Network Security Manager

# SonicWall Unified Platform



# Partner Program



# SonicWall Partner Portal

- **Registros de oportunidad** con descuentos agresivos del 50% sobre el precio de lista.
- Vista **integral de todas sus oportunidades abiertas y renovaciones** de sus clientes próximas a expirar.
- **Actualizaciones, promociones, battlecards y novedades** de la marca disponibles en un solo lugar.
- **Herramientas de Marketing** en español hechas para ayudar a nuestros partners a generar demanda.
- **Revisión del cumplimiento de su membresía.**

## Centro de recursos para partners

Description	URL
SonicWall Partner Portal	<a href="https://sonicwall.my.site.com/partner/s/">https://sonicwall.my.site.com/partner/s/</a>



# Partner Program

## Requisitos y Beneficios

	BRONZE	SILVER	GOLD	PLATINUM
	PROTECT		POWERED	POWERED+
<b>Discount</b>	22%	26%	32%	36%
<b>Requirements</b>				
<b>Annual Revenue Commitment (Deal Value)</b>	(-)	USD 40,000	USD 100,000	USD 300,000
<b>Technical Certifications</b>	(-)	(-)	2 Specializations + 1 SNSA	4 Specializations + 2 SNSP
<b>Continuing Education Achievements (Partner account total CE point attainment)</b>	(-)	(-)	150 CE Points	500 CE Points
<b>Min. Revenue Achievement for Rebates (Deal Value)</b>	(-)	(-)	USD 25,000	USD 75,000
<b>NFR Purchase</b>	Optional: Up to 3	Optional: Up to 3	Required: 2   Optional: Up to 8	Required: 2   Optional: Up to 8
<b>Partner Success Planning</b>	(-)	Annual	Annual	Quarterly
<b>Program T&amp;Cs</b>	Si	Si	Si	Si
<b>Benefits</b>				
<b>Sales Volume Rebate</b>	(-)	(-)	3%	6%
<b>MDF/SDF</b>	(-)	Proposal Based	Proposal Based	Proposal Based
<b>Access to Elite Partner Support</b>	(-)	(-)	(-)	Si
<b>Executive Sponsor</b>	(-)	(-)	(-)	Si
<b>Access to Service Provider Plan</b>	Si	Si	Si	Si
<b>Service Provider Pricing</b>	Protect	Protect	Powered	Powered+
<b>Featured Partner Locator</b>	(-)	(-)	Si	Si

# Partner Program

## Registro de oportunidades

	STANDARD				NEW CUSTOMER
	BRONZE	SILVER	GOLD	PLATINUM	
Deal Reg Discount	32%	36%	42%	46%	50%
Deal Reg Min Deal Value (based upon MSRP)	USD 5,000	USD 5,000	USD 5,000	USD 5,000	USD 5,000
Net new opportunity	Partner-led net new incremental opportunity	Partner-led net new incremental opportunity	Partner-led net new incremental opportunity	Partner-led net new incremental opportunity	New-to-SonicWall customer (inclusive or tier discount)
Requires to be registered by partner in Partner Portal	Si	Si	Si	Si	Si
Requires SonicWall verification & approval	Si	Si	Si	Si	Si
Approval notification sent to partner	Si	Si	Si	Si	Si
SonicWall work together with partner to win opportunity	Si	Si	Si	Si	Si

# Partner Program

## Para MSP/MSSP

	BRONZE	SILVER	GOLD	PLATINUM
	PROTECT	PROTECT	POWERED	POWERED+
<b>Requirements</b>				
<b>Monthly Recurring Revenue (MRR)</b>	(-)	(-)	USD 5,000	USD 10,000
<b>Technical Qualification I</b>	Service Provider Specialization	Service Provider Specialization	Service Provider Specialization	Service Provider Specialization
<b>Technical Qualification II</b>	(-)	(-)	Support Specialization	Support Specialization
<b>Service Provider Plan Onboarding</b>	Si	Si	Si	Si
<b>Program T&amp;Cs</b>	Si	Si	Si	Si
<b>Benefits</b>				
<b>Automated provisioning, billing, license management</b>	MySonicWall	MySonicWall	MySonicWall	MySonicWall
<b>Subscription Offering</b>	Yearly/Monthly	Yearly/Monthly	Yearly/Monthly	Yearly/Monthly
<b>Subscription Pricing</b>	\$\$	\$\$	\$\$\$	\$\$\$\$
<b>Access to Elite Partner Support</b>	(-)	(-)	(-)	Si

# SonicWall University

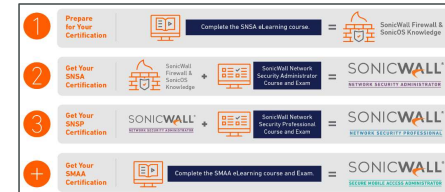
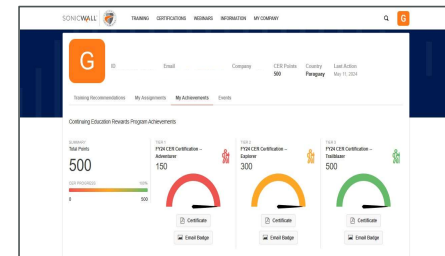
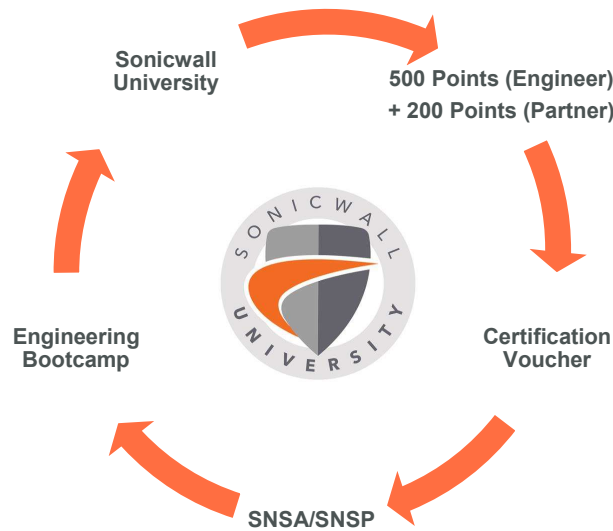
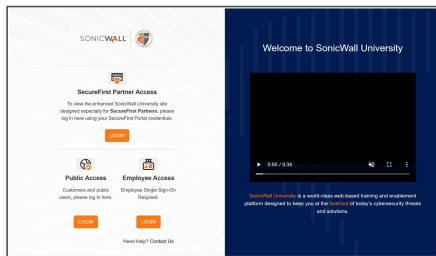


# SonicWall University

Description	URL
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SonicWall University

<https://www.sonicwalluniversity.com/>



# SonicWall Tools



# SonicWall Firewall Migration Tool

Description	URL
SonicWall Firewall Migration Tool	<a href="https://migratetool.global.sonicwall.com/">https://migratetool.global.sonicwall.com/</a>

SONICWALL Migration Tool v4.35.4

1 START 2 UPLOAD 3 TARGET 4 INTERFACES 5 EXPORT

**Start**  
Start Your Firewall Migration  
Welcome to the SonicWall Settings Converter site.

**Supported Platforms**

PLATFORM	VERSIONS
Check Point	Smart Center, Provider-1 (excluding VPN-1 Edge, Safe@Office, SMP) with OS NG FP1 (4.0)
Cisco PIX/ASA	PIX 4.x, PIX 5.x, PIX 6.x, PIX 7.x, PIX 8.x
Fortinet	FortiGate Firewall Platform
Juniper	NetScreen Series, SRX Series, SSG Series
Palo Alto	PA-200, PA-500, PA-2000, PA-3000, PA-4000, PA-5000 Series
SonicWall	TZ, NSA, SuperMassive, NSsp, NSv
Sophos	SG, XG Series
Watchguard	FireBox, XTM Series

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About Contact Us Feedback

# SonicWall Live Demo

Description	URL
SonicWall Live Demo	<a href="https://livedemo.sonicwall.com/">https://livedemo.sonicwall.com/</a>

**SONICWALL LIVE DEMO**

Welcome to SonicWall's Live Demo Site.  
This is a portal for real product demonstrations of SonicWall's product line.



Experience SonicWall's products & features for yourself. On this portal you have access to real SonicWall Products running real traffic. Products included on this portal:

- SonicWall **NSsp**, **NSa**, **NSv** and **TZ series** firewalls with secure SD-WAN technology
- SonicWall **Advanced Threat Protection** portfolio
- SonicWall **Switches** portfolio
- SonicWall **Secure Wireless** portfolio
- SonicWall **Network Security Manager** and **Capture Security Center**
- SonicWall **Email Security** Anti-Spam and Anti-Phish portfolio
- SonicWall **Secure Remote Access** portfolio
- SonicWall **Cloud Security** portfolio

You can find the Product Demos under the products menu.

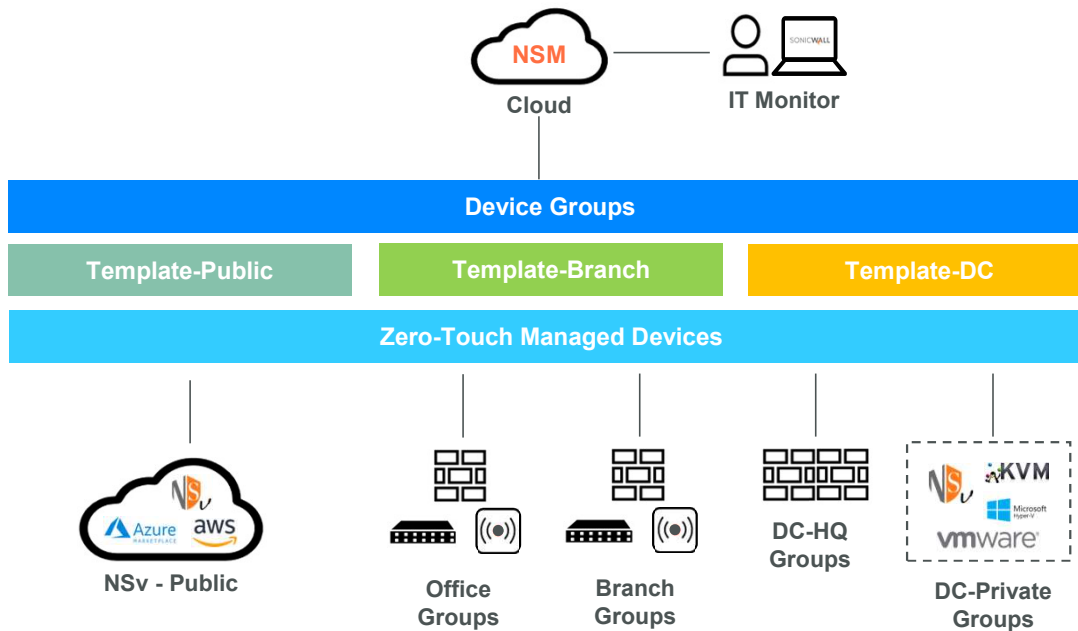


# Detailed Portfolio



# Network Security Manager (NSM)

## Gestión centralizada de firewall

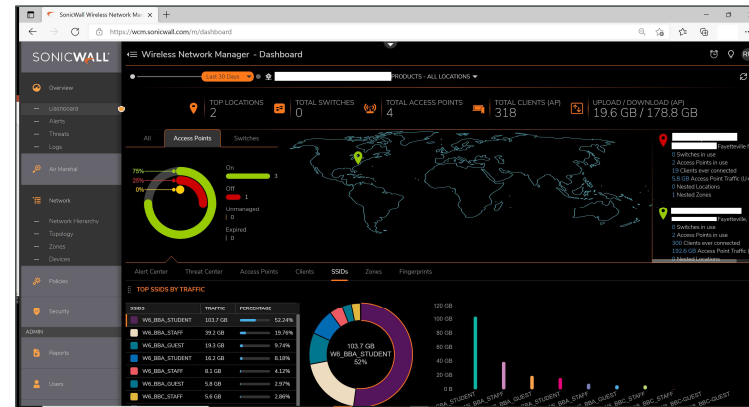
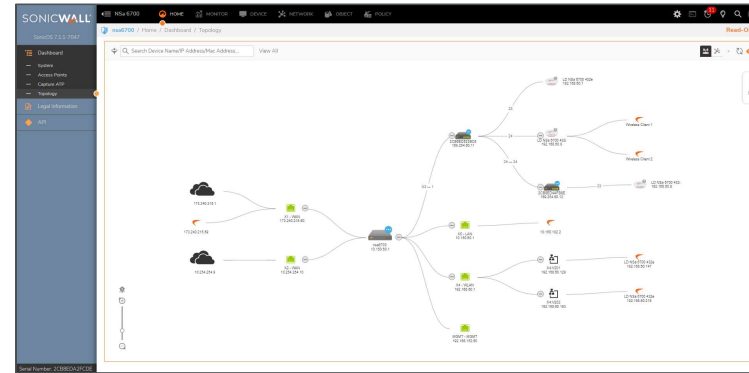


- Gestión centralizada de firewalls
- Políticas de seguridad consistentes
- Visibilidad 360 (tráfico y amenazas)
- Depliegue Zero-Touch
- Agrupación y plantillas de firewalls
- Grupos de confirmación y aprobación para cambios
- Topologías VPN y SD-WAN
- API Ready

# Switching and Wireless

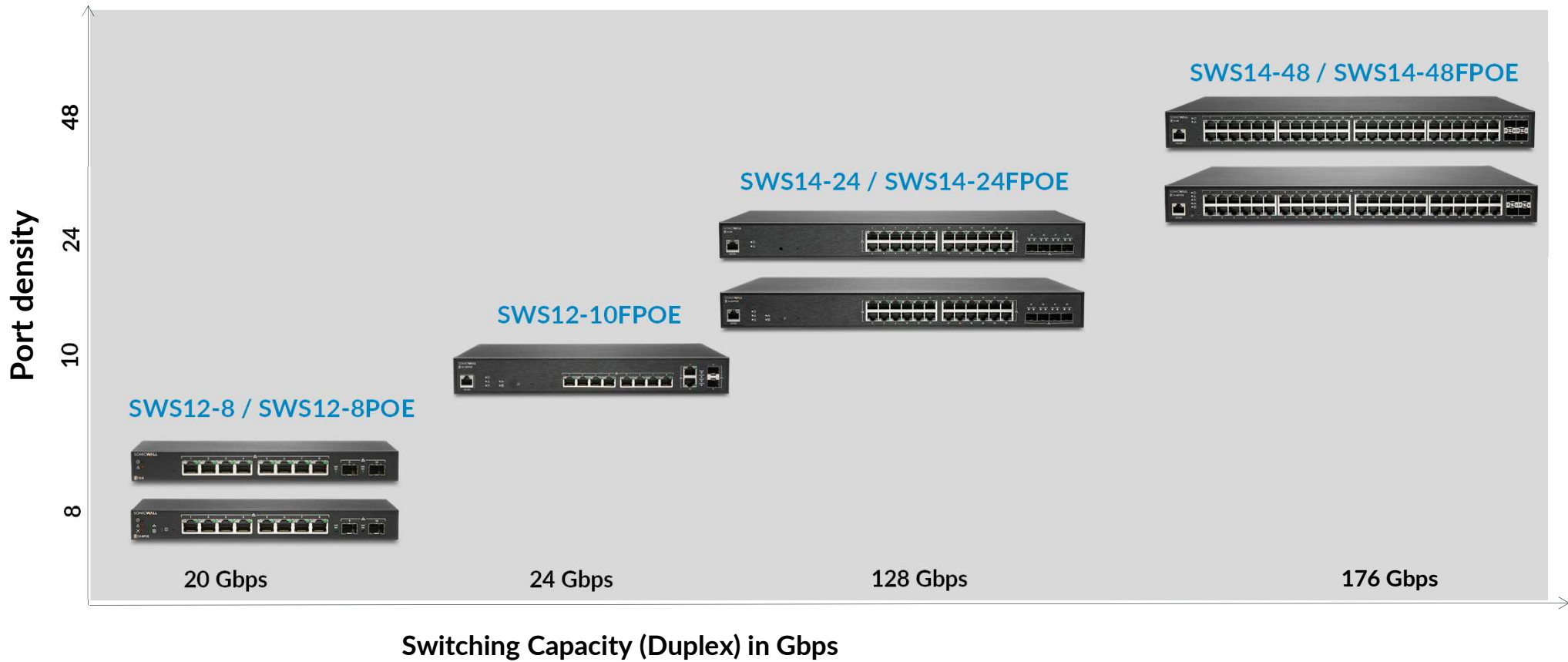
## LAN Edge / SD-Branch

- Gestión desde el NG-Firewall o vía WNM (Wireless Network Management)
- Zero-Touch Deployment
- 7 modelos de Switches PoE, PoE+, de 8, 10, 24 y 48 puertos, (conectividad 1/10G)
- 3 modelos de AP Indoor (SonicWave series 600) y 1 modelo de AP Outdoor (SonicWave 432o)
- WiFi Planner
- SonicWiFi Mobile App



# Switches

## Modelos



# Switches

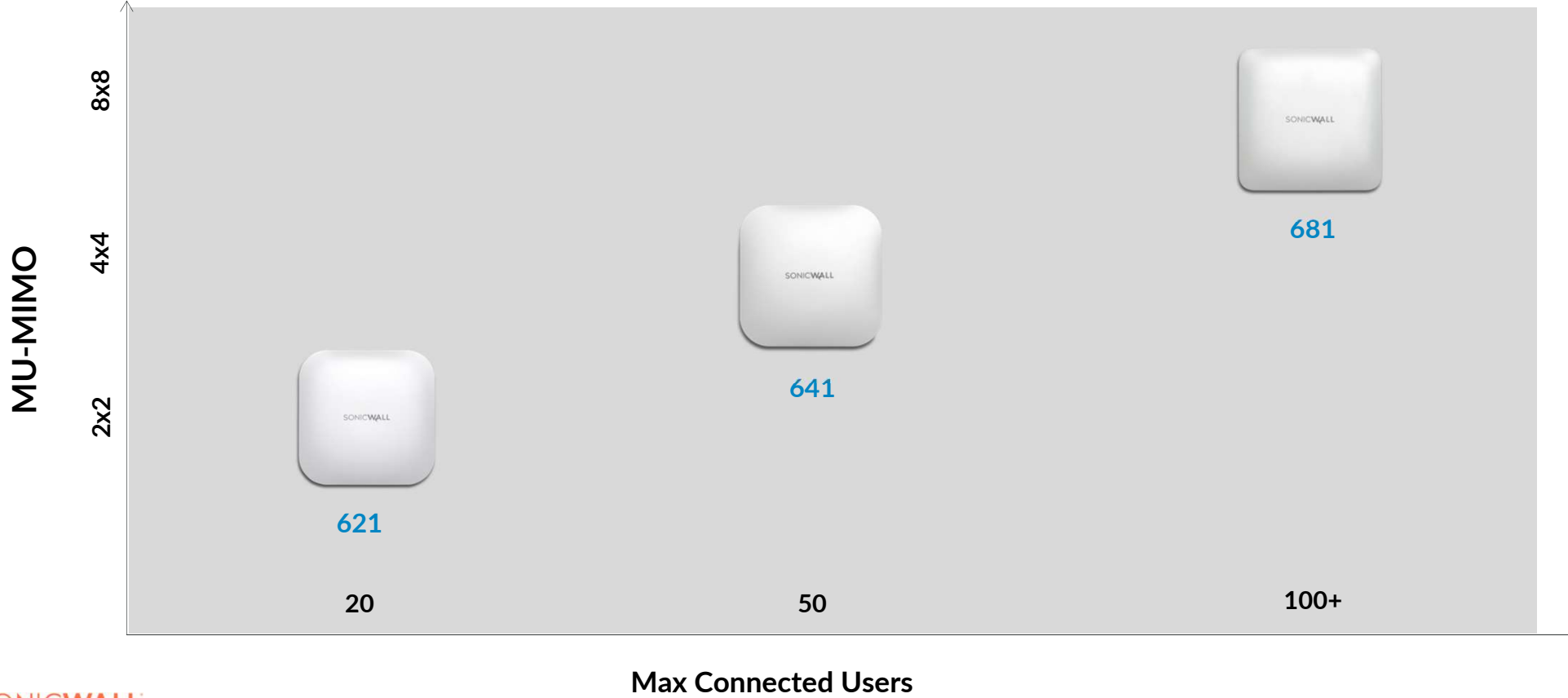
## Modelos

Modelo	Puertos de Cobre 1G	Puertos de Fibra 1G SFP	Puertos de Fibra 10G SFP+	PoE Version	max PoE
SWS12-8	8	2	( - )	( - )	( - )
SWS12-8POE	8	2	( - )	802.3af	55 W
SWS12-10FPOE	10	2	( - )	802.3af/at	130 W
SWS14-24	24	( - )	4	( - )	( - )
SWS14-24FPOE	24	( - )	4	802.3af/at	410 W
SWS14-48	48	( - )	4	( - )	( - )
SWS14-48FPOE	48	( - )	4	802.3af/at	740 W



# Access Points

## Modelos



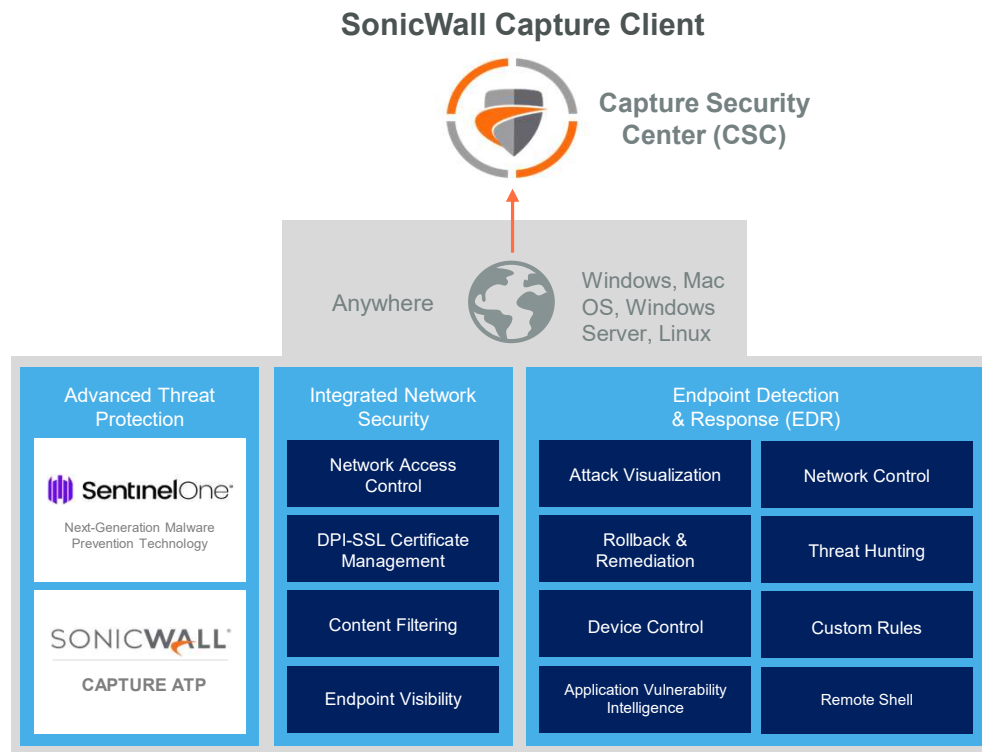
# Access Points

## Modelos

Modelo	Tipo	Estándar	MU-MIMO	Antenas	Max. Clientes por radio	Administración	Radios
SonicWave 621	Indoor	802.11ax	2x2	4 internos	256/150	WNM (Cloud) o NG-FW (On-Premise)	4 radios 11ax 2x2 + 11ax 2x2 + Radio de seguridad dedicada + 2.4GHz BLE/BT 5.0
SonicWave 641	Indoor	802.11ax	4x4	3 internos	256/150	WNM (Cloud) o NG-FW (On-Premise)	4 radios 11ax 4x4 + 11ax 4x4 + Radio de seguridad dedicada + 2.4GHz BLE/BT 5.0
SonicWave 681	Indoor	802.11ax	8x8	3 internos	256/150	WNM (Cloud) o NG-FW (On-Premise)	4 radios 11ax 4x4 + 11ax 8x8 + Radio de seguridad dedicada+ 2.4 GHz BLE/BT 5.0
SonicWave 432o	Outdoor	802.11ac Wave 2	4x4	dipolo tipo N	124/48	WNM (Cloud) o NG-FW (On-Premise)	3 radios Dual 4x4 11n + 4x4 11a

# Capture Client (CC)

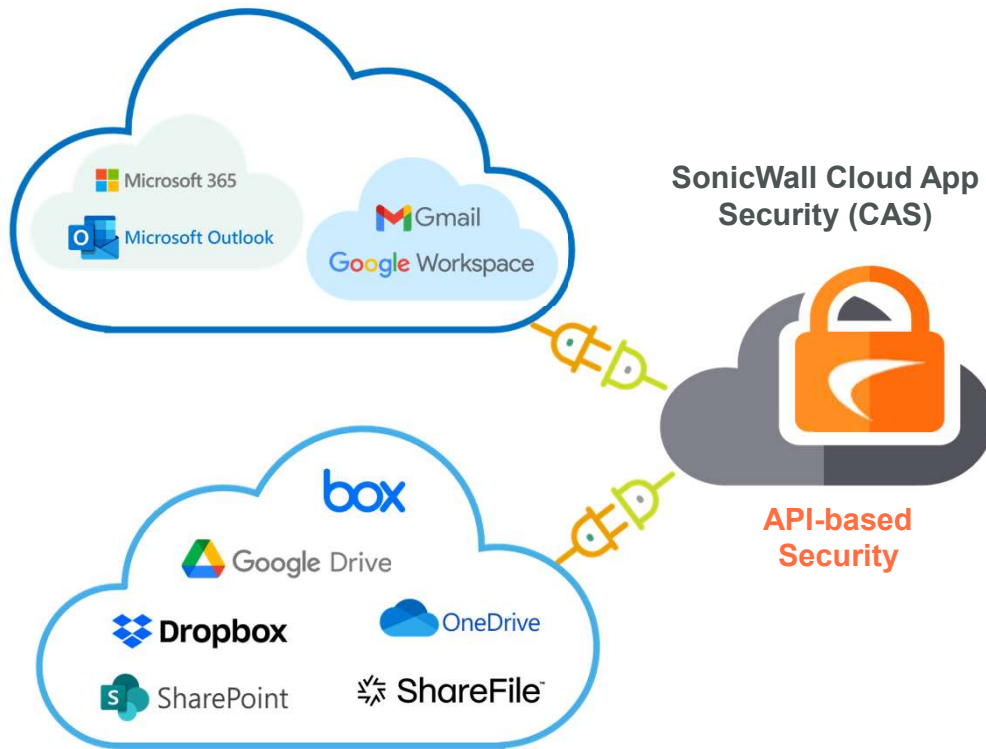
Next-Gen AV + EDR



**Minimum OS Supported:** Windows 7, Windows Server 2008 R2 SP1, macOS Big Sur (11.x), RHEL 6.4.x, CentOS 8.3, Oracle Linux 6.9, Ubuntu LTS 18.04.x, Debian 10.



## Cloud App Security (CAS)



- Seguridad del correo electrónico empresarial
- Integración con el sistema cloud ofimático
- Antiphishing avanzado
- Protección avanzada contra amenazas
- Business Email Compromise (BEC)
- Detección de fraude por correo electrónico
- Account Takeover Protection
- DLP y cumplimiento

# Email Security Solutions

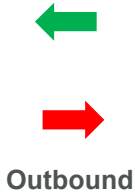


- Hosted Email Security (HES)**  
Email Gateway (MX Register)
- Cloud App Security (CAS)**  
API Integration

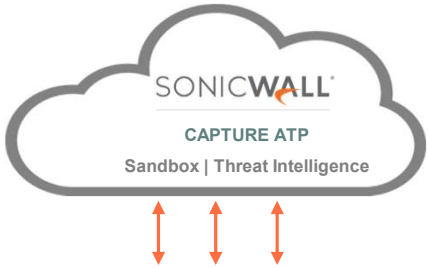


- Hardware**
- Virtual**
- Software**

Microsoft 365  
Google Workspace  
Exchange  
zimbra  
A SYNACOR PRODUCT



Email Resiliency and Continuity



- Advanced Threat Protection
- Multi-layer Anti-virus
- Anti-Phishing + Anti-Spam
- Anti-Spoofing
- DLP and Encryption



# SonicWall Secure Mobile Access (SMA)

## Secure Remote Access



- La solución de **SMA** es un **Gateway de Acceso Seguro Unificado** que permite a las organizaciones proporcionar **acceso a cualquier usuario, en cualquier momento, en cualquier lugar, y desde cualquier dispositivo** a los recursos corporativos críticos para los fines de la organización y cumpliendo las políticas de seguridad.
- Principales funcionalidades:
  - ✓ VPN Always-On
  - ✓ Acceso Client-less mediante HTML5
  - ✓ Integración con SonicWall Capture ATP
  - ✓ GeoIP Filter y Botnet

A blurred background featuring a glass cube with warm, orange and red lighting, creating a sense of depth and focus on the text.

SONICWALL®

Never alone.  
Relentless security.