ılıılı
CISCO
The bridge to possible

Cisco Web Security

Ordering Guide for GPL

May 2022

Contents

Introduction

Purpose

This ordering guide is designed to help Cisco sales teams, partners, and qualified distributors order Cisco® Web Security Appliance solutions available on the Global Price List (GPL). This guide will help you:

- Understand the Cisco Web Security Appliance product portfolio, including Advanced Malware Protection (AMP) and Cognitive Threat Analytics.

- Understand specific Cisco Web Security Appliance GPL offers and identify the right ones for your customers.

- Ensure that the right SKUs and quantities are configured and ordered to reduce the risk of order rejection.

- Provide information on the end-to-end quote-to-fulfillment process in Cisco Commerce and the Cisco Service Contract Center for these offers.

Product Overview

Cisco Web Security Appliance combines malware protection, threat analytics, application visibility and control, acceptable use policy controls, insightful reporting, and secure mobility while providing deployment options in the cloud or with a dedicated appliance. Cisco Web Security has been further enhanced for seat-based purchase with the integration of Advanced Malware Protection (AMP) and Cognitive Threat Analytics.

The Cisco Web Security Appliance (previously known as IronPort) simplifies security with a high-performance, dedicated appliance, and the Cisco Web Security Virtual Appliance lets businesses deploy web security quickly and easily, wherever and whenever needed. The Web Security Appliance was one of the first web gateways to combine leading protection to help organizations address the growing challenges of security and controlling web traffic. It helps enable simpler, faster deployment with fewer maintenance requirements, reduced latency, and lower operating costs. "Set and forget" technology frees staff after the initial automated policy settings go live, and automatic security updates are pushed to network devices every 3 to 5 minutes. Flexible deployment options and integration with customers' existing security infrastructure help meet quickly evolving security requirements.

Any order for Cisco Web Security solutions will be subject to the detailed terms and conditions set out therein.

Understanding the Offerings: The Web Security Appliance

Cisco Web Security Appliance solutions encompass two platforms: web security and security management. There are three offer categories across each of those platforms: physical hardware appliances; software subscriptions, including software support; and Cisco Smart Net Total Care™ hardware support. Figure 1 shows an overview of the offerings.

	Web Security	Web and Email Security Management
Hardware	Web Security Appliance	Security Management Appliance
Software and Software Support	Web Security Software and Software Support	Security Management Software and Software Support
Hardware Support	Smart Net Total Care	Smart Net Total Care

Figure 1.
Web Security Overview

Table 1 lists Cisco Web Security product lines that are available through Cisco Price Lists.

Table 1.   Cisco Web Security Appliance Offerings

Product Name	Description
Cisco Web Security	Cisco Web Security offerings keep malware off your network and more effectively control and secure web usage. Cisco Web Security Appliances include the following components: • Web Security Appliance hardware, including the Cisco Web Security Appliances S195, S395, and S695 • Web Security software subscription bundles and individual offerings, including Cisco Software Support • Cisco Smart Net Total Care Service for the Web Security Appliance
Cisco Content Security Management	Cisco Content Security Management offerings provide a single management interface for Cisco Email and Web Security Appliances. By providing a single location to centralize email reports and spam quarantines as well as manage web security and Cisco Data Loss Prevention (DLP) policies, the Cisco Content Security Management Appliance provides valuable functions for email and web administrators. Cisco Content Security Management Appliances include the following components: • Security Management Appliance hardware, including the Cisco Security Management Appliances M195, M395, and M695 • Security Management software subscription bundles and individual offerings, including software support • Cisco Smart Net Total Care Services for Security Management Appliances

Note: Cisco Web Security Appliance and Cisco Content Security Management can be run as a virtual machine and do not require customers to purchase dedicated physical appliances.

Physical Appliances

Cisco offers the Web Security hardware appliances listed in Table 2.

Table 2.   Web Security Appliances

Appliance Type	Deployment*	SKU	Description*
Cisco Web Security	Small businesses and branch offices	WSA-S195-K9	WSA S195 Web Security Appliance with Software
	Midsize offices	WSA-S395-K9	WSA S395 Web Security Appliance with Software
	Large enterprises and Service providers	WSA-S695-K9 WSA-S695F-K9	WSA S695 Web Security Appliance with Software WSA S695 Web Security with 1 GE or 10 GE Fiber Interfaces
Cisco Security Management	Small businesses and branch offices	SMA-M195-K9	SMA-M195 Security Management Appliance with Software
	Midsize offices	SMA-M395-K9	SMA M395 Security Management Appliance with Software
	Large enterprises and service providers	SMA-M695-K9 SMA-M695F-K9	SMA M695 Security Management Appliance with Software SMA M695 Security Management with 1 GE or 10 GE Fiber Interfaces

* Sizing will vary depending on a number of factors, not limited to deployment configurations, software feature sets, and policies. Work closely with your customers to understand the specific hardware and performance needs of their Cisco Web Security deployments.

Cisco Smart Net Total Care Service

Customers will have the option to purchase the Smart Net Total Care Service for Web Security Appliances.

This service gives customers access to a wealth of Cisco support tools and expertise, providing them with greater network availability and performance while reducing operating costs. The service provides:

- **Fast support from experts:** Connect directly to the Cisco Technical Assistance Center (TAC), staffed by thousands of certified Cisco professionals who have experience diagnosing the toughest problems.

- **Online self-help support:** Access extensive 24-hour support resources through Cisco's online knowledge base, communities, resources, and tools.

- **Smart, proactive diagnostics:** Gain critical insight with the embedded Cisco Smart Call Home feature, which offers detailed diagnostics and immediate alerts on enabled network devices.

- **Ongoing operating system updates:** Access new OS features, including both minor and major OS releases, with the latest operating system software updates within your licensed feature set.

- **Rapid hardware replacement:** Get the coverage you need for each device with flexible hardware replacement options, including Next-Business-Day (NBD) advance replacement.

Please refer to Table 3 and the following link for more detailed information regarding the Smart Net Total Care Service: https://www.cisco.com/c/en/us/services/technical/smart-net-total-care.html.

Table 3. Cisco Smart Net Total Care Service SKUs for Web Security Appliances

Appliance Type	Appliance SKU	8x5xNBD Smart Net Total Care SKU	8x5x4 Smart Net Total Care SKU
Cisco Web Security	WSA-S195-K9	CON-SNT-S195	CON-SNTE-S195
	WSA-S395-K9	CON-SNT-S395	CON-SNTE-S395
	WSA-S695-K9	CON-SNT-S695	CON-SNTE-S695
	WSA-S695F-K9	CON-SNT-S695F	CON-SNTE-S695F
Cisco Security Management	SMA-M195-K9	CON-SNT-M195	CON-SNTE-M195
	SMA-M395-K9	CON-SNT-M395	CON-SNTE-M395
	SMA-M695-K9	CON-SNT-M695	CON-SNTE-M695
	SMA-M695F-K9	CON-SNT-M695F	CON-SNTE-M695F

Note: "8x5xNBD" denotes that service is available during an 8-hour day, 5 days a week, beginning the next business day after the request. "8x5x4" indicates that service is available during an 8-hour day, 5 days a week, providing a 4hr response time.

Software Subscription Licenses

Cisco Web Security solutions provide a rich set of software features across the two main platforms. These solutions provide software and software subscription support to customers and partners. Full descriptions of each software feature offering are provided below, including a list of all of the major components of each feature solution.

The purchase of a software feature license entitles a customer to activate and use those features on an associated platform.

Ordering Web Security Subscription Licenses

The Cisco Web Security software licenses can be easily ordered using a unified Web Security SKU WEB-SEC-SUB.

Orders for **Cisco Web Security Unified SKU** involve five SKU types:

- The subscription SKU, which is used to define the subscription term and start date
- The product SKUs, which are used to define the products and quantities that make up the subscription
- The product add-on SKUs, which can only be added on to other product SKUs
- The support SKUs, which define the level of support for the subscription
- The Security Management Appliance SKUs, which are used to define the SMA Centralized Web Management Reporting and add-on licenses

Orders start with the selection of the Web subscription SKU (WEB-SEC-SUB). This is followed by the configuration of the subscription by selecting the product, add-on, SMA and support SKUs that will constitute the subscription. This is a simplified option where list of Essential and Add-on licenses are available for selection. On adding the covered user count for the required licenses, they will automatically get added with recommendation for Support SKU. Appropriate Security Management Appliance SKU can also be selected (optional).

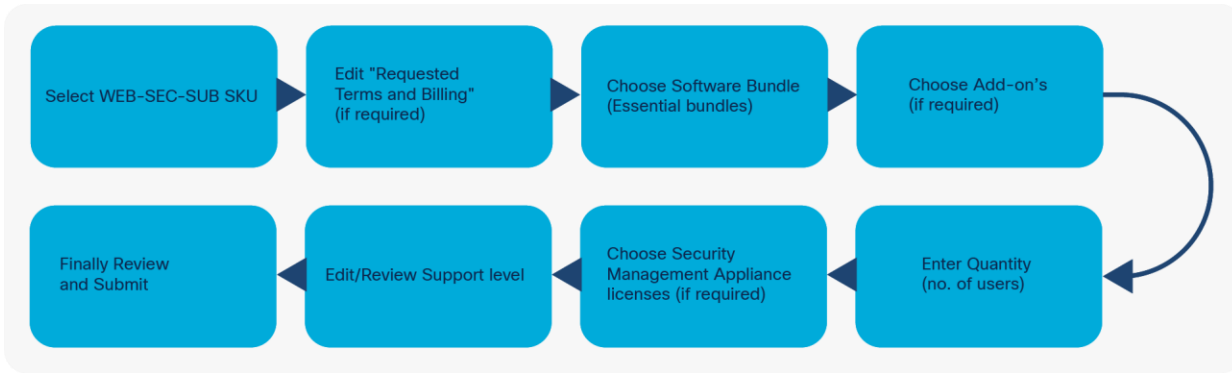The license should be configured through the following steps:

Figure 2.
Selecting the Essential License and covered user seat count

Steps to use WEB-SEC-SUB

Step 1.   Selecting the subscription SKU

Web subscription SKU "WEB-SEC-SUB" should be selected as Product name and there is no price accounted for the subscription SKU directly. Pricing is determined when product SKUs are added and configured. Product SKUs are added to the subscription when product quantities are added.

After selecting the subscription SKU, choose "Request Terms and Billing" to edit/review the subscription term and the requested start date. The subscription term will default to a 36-month term and prepaid term billing. The requested start date may also be changed at this time.

Step 2. Selecting the Essential License and covered user seat count

When the subscription terms have been set, the next step is to add essential license to the subscription.

Start by selecting the appropriate essential license and enter the covered user seat count required for usage. This will add the essential license as part of subscription. For more details on essential license refer Table 5. Web Security Appliance Offerings.

Step 3. Selecting the Add-on License and covered user seat count

When the essential license have been set, the next step is to include add-on license if required to the subscription. Enter the covered user seat count required for usage in add-on license. This will add the license as part of subscription. For more details on add-on licenses refer Table 5. Web Security Appliance Offerings.

Step 4. Selecting Security Management Appliance license and reviewing Support SKU

After add-on license selection, Security Management Appliance license can be selected (optional). Click on "Security Management Appliance" on the Configuration Summary panel to get the options for SMA license screen as shown below.

Support SKU recommended is added by default to configuration after essential and add-on licenses are added to subscription. If required, Support SKU can be reviewed/modified by clicking on "Support" on the Configuration Summary panel.

Step 5.   Review Changes and Confirm

Click on 'Review Changes' on the 'Configuration Summary' screen to go to My Offer Summary screen shown below. Click on 'Done' to confirm and return to the CCW Estimate screen.

Purchase WEB-SEC-SUB Configuration ⓘ

Requested Terms and Billing   Global Price List (USD)

Requested Start Date	Requested For	Automatically Renews For	Billing Frequency
29-Jun-2020	36 Months From 29-Jun-2020 To 28-Jun-2023	12 Months On 29-Jun-2023	Prepaid Term

My Offer Summary

Name	Description	Unit List Price(USD)	Qty	Extended Price (USD)
Web Security Appliance				
WSA-WSE-LIC SA	Web Essentials SW Bundle (WREP+WUC) Licenses	▭ Per User/Month	1000 User	▭
WSA-AMM-LIC SA	Web Anti-Virus McAfee License Key	▭ Per User/Month	1000 User	▭
Support				
SVS-WEB-SUP-B	Basic Support for Web Security	▭ Per Each/Month	1 Each	▭
			Subtotal:	▭

Back   Done

Note: Customers may purchase and activate software features only for an associated platform. For example, they can run a Cisco Web Security software feature on a Web Security Appliance but not on a Cisco Management Security Appliance.

Additionally, all software subscription licenses include co-termed Cisco Software Application Support contracts. Customers who purchase a subscription license are entitled to technical services for the term of the software subscription.

Software Subscription Support

All Cisco Web Security licenses include Software Support Basic . Packaged in the Cisco Web Security solutions, Basic service level is essential to keeping customers' business-critical applications available, highly secure, and operating at optimal performance. For the term of the software subscription licenses, customers will receive timely, uninterrupted access to the latest software updates and major upgrade releases that may contain significant architectural changes and new features and functionality. The software subscription support helps ensure that customers have the current Cisco Web Security solution working to protect their business. It also provides access to a wide range of online tools and communities that help customers solve issues quickly, strengthen business continuity, improve their competitiveness, and make the most of limited resources through increased productivity.

This support entitles customers to the services listed below for the full term of the purchased software subscription, including:

- Software updates and major upgrades that keep applications performing optimally at the most current feature set

- Access to Cisco TAC for fast, specialized support

- Online tools to build in-house expertise and boost business agility

- Collaborative learning for additional knowledge and training opportunities

Upgrading to the high-value service levels, such as Solution Support, Software Support Enhanced, and Software Support Premium, provides everything included in Basic, plus more. These are for-fee services and can be configured for customers. Please refer to the WSA Software Support ordering guide for more details.

Solution Support service level includes 24x7 technical support with priority case handling, no need to triage an issue before contacting Cisco, and a primary point of contact who has deep solution expertise and will coordinate support across Cisco and Solution Support Alliance products.

Software Support Enhanced includes all the features in Solution Support, plus offers prioritized case handling over Solution Support, technical onboarding, and adoption assistance.

Software Support Premium includes all the features of Enhanced, plus offers the fastest case handling and a designated technical expert who will know customer's IT environment and will share best practices for the full lifecycle of the product.

Based on license and quantity, the recommended service level is added by default in the configuration and can be edited/modified by clicking on the "Support" section in the "Subscription" tab.

Cisco Talos Incident Response

The Cisco Talos Incident Response (CTIR) retainer provides a full suite of proactive and emergency services to help you prepare, respond, and recover from a cybersecurity breach. CTIR enables 24hour emergency response capabilities and direct access to Cisco Talos®, the world's largest threat intelligence and research group.

You can order and transact CTIR with Cisco Web Security subscription ordering. This will provide you with yet another option to create a stronger security posture and stay protected in case of a security breach. CTIR will be an auto-attach with the correct sizing based on the product order size. The auto-attached CTIR SKU can be removed and is not mandatory. Also, you can manually select from the available CTIR options in case of no auto-attaching from the "Services" tab.

CTIR options available in Cisco Web Security configuration are as follows:

CTIR SKU	Description
SVS-CTIR-WEB-S	Cisco Talos Incident Response Retainer-Small, Attach with WEB
SVS-CTIR-WEB-M	Cisco Talos Incident Response Retainer-Medium, Attach with WEB
SVS-CTIR-WEB-L	Cisco Talos Incident Response Retainer-Large, Attach with WEB

To learn more about CTIR, click here.

Term-Based Subscription Licenses

All software feature licenses are term-based subscriptions of 1, 3, or 5 years. Each software feature or feature set has corresponding SKUs for the three term options. For example, if a customer desires the Web Security Inbound Bundle feature set for a 3-year term, the appropriate SKU is the Web Security Inbound Bundle, 3-Year Software subscription license. This SKU entitles the customer to the features listed in the description for the associated bundle for a length of 3 years. Following the completion of the term, the licenses will be deactivated unless they are renewed for additional terms.

Quantity-Based Subscription License SKUs

The Cisco Web Security portfolio uses tiered quantity-based pricing, with the covered user count entered as the applicable quantity. Sales and partner representatives should work with customers to determine the correct sizing for each customer deployment so that the appropriate covered user count is selected for each license. Cisco Commerce and the Cisco Service Contract Center automatically select the appropriate SKU associated with the covered user count that is entered. They then apply this associated price point to the entered quantity to generate a total price for that particular SKU. Each software SKU is appended with the covered user band identifier listed in Table 4.

Table 4.   Quantity-Based SKUs

Quantity	User Band or Set of SKUs to Use
100-499 Users	S2
500-999 Users	S3
1,000-4,999 Users	S4
5,000-9,999 Users	S5
10,000-24,999 Users	S6
25,000 Users or More	S7

Figure 3 is an example of a software subscription license SKU and includes a description of the standard nomenclature. Figure 4 shows the available Web Security Appliance packages.
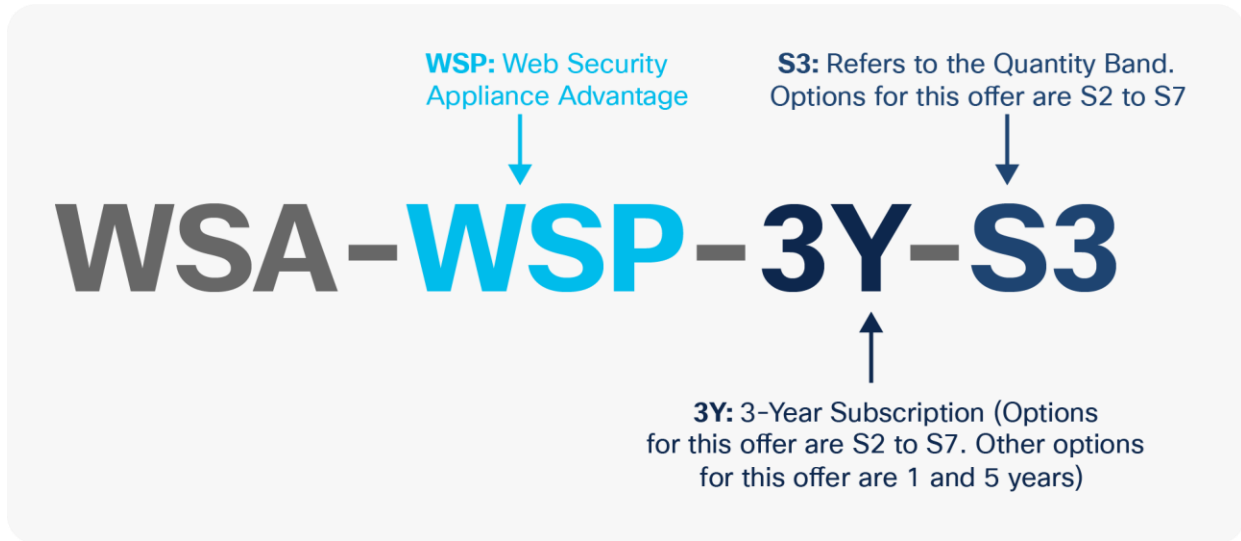
Figure 3.
Example of a Cisco Web Security Premium Bundle SKU
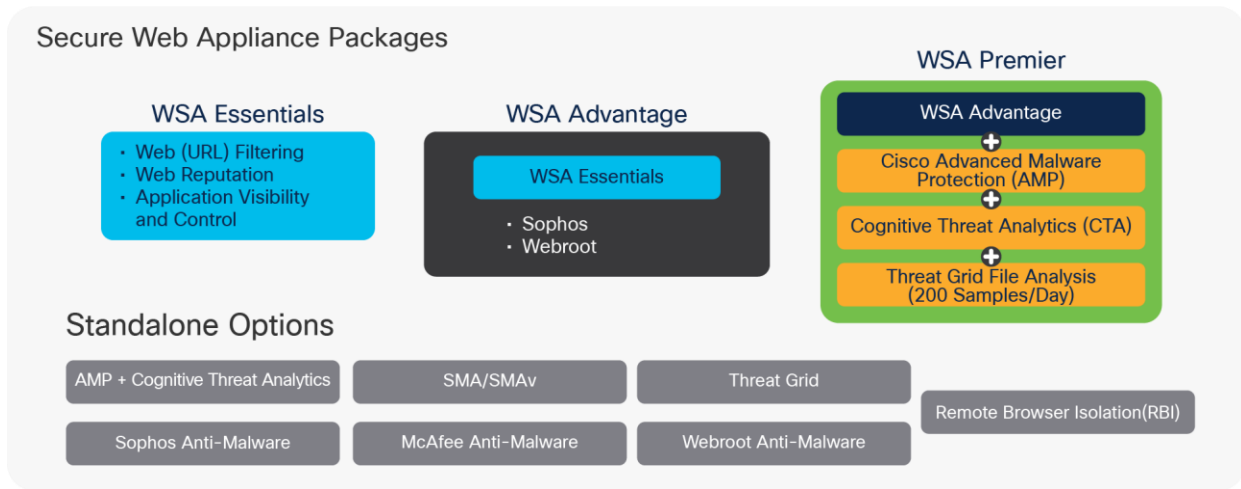
Figure 4.
Cisco Web Security Appliance Packages

Tables 5 and 6 list Cisco Web Security Appliance and Content Security Management Appliance software offerings, respectively.

Table 5.   Web Security Appliance Offerings

Bundles	Description	Top-Level SKU
Cisco Web Security Essentials	Provides protection and control of an organization's web traffic using Web Usage Controls (URL Filtering and AVC) and Web Reputation technologies. Includes software subscription support and a license for the Web Security Virtual Appliance.	WSA-WSE-LIC=
Cisco Web Security Advantage	Combines the features of "Cisco Web Security Essentials" bundle, Sophos and Webroot Anti-malware.	WSA-WSP-LIC=
Cisco Web Security Premier	Combines the "Cisco Web Security Advantage" bundle with Cisco Advanced Malware Protection, Cisco Cognitive Threat Analytics, and Cisco Threat Grid.	WSA-WSS-LIC=
Bundle Features		
Web Usage Controls (URL Filtering and Application Visibility and Control)	Provides industry-leading visibility into and protection from web-use violations through a combination of list-based URL Filtering and real-time dynamic categorization.	Bundle SKU only*
Web Reputation	Uses pattern-based assessment techniques and fine-grained per-object scanning capabilities to provide dynamic analysis and protection against sophisticated blended threats.	Bundle SKU only*
Sophos Anti-malware	Offers award-winning malware scanning protection against known and unknown threats using its Genotype and Behavioral Genotype Protection.	Bundle SKU only*
Webroot Anti-malware	Performs request- and response-side scans and identifies existing and new threats by accessing databases that intelligently scan millions of sites daily.	Bundle SKU only*
Standalone Offerings		
McAfee Anti-malware	Includes both virus and malware signature scanning and can perform both signature- and heuristics-based scanning.	WSA-AMM-LIC=
Sophos Anti-malware	Offers award-winning malware scanning protection against known and unknown threats using its Genotype and Behavioral Genotype Protection.	WSA-AMS-LIC=
Webroot Anti-malware	Performs request- and response-side scans and identifies existing and new threats by accessing databases that intelligently scan millions of sites daily.	WSA-AMW-LIC=
Advanced Malware Protection (AMP)	AMP is a comprehensive malware-defeating solution that delivers enhanced file reputation capabilities, detailed file behavior analysis and reporting, continuous file analysis, and retrospective verdict alerting. If customers require on-premises sandboxing instead of sandboxing in the cloud, then they need to additionally order the Cisco Threat Grid sandboxing appliance (TG5000-K9 or TG5500-K9). For more information, see the details on Threat Grid offerings. https://www.cisco.com/c/en/us/products/collateral/security/amp-threat-grid-cloud/guide-c07-733608.html?cachemode=refresh	WSA-AMP-LIC=

Bundles	Description	Top-Level SKU
Cognitive Threat Analytics (CTA)	Cognitive Threat Analytics is a breach-detection technology focused on discovering novel and emerging threats by identifying command-and-control activity over the web. Cognitive Threat Analytics processes web access logs from the Web Security Appliance. It is a cloud-based solution that reduces the time to discovery of threats operating inside the network. It addresses gaps in perimeter-based defenses by identifying the symptoms of a malware infection or data breach using behavioral analysis and anomaly detection to independently identify new threats, learn from what it sees, and adapt over time. By focusing on command-and-control detection, Cognitive Threat Analytics discovers threats that may have entirely bypassed the web as an infection vector. These include infections delivered through email, an infected USB stick, personal devices, and so on. **Note:** CTA subscription on WSA is embedded within the WSA-AMP-LIC= license. " E-Delivery" field in the AMP on WSA order needs to be populated in the CCW order so that Cisco Cloud Operation team can proceed with provisioning without a delay. **For Existing Customers:** Reach out to WSA TAC to request provisioning of CTA on WSA. WSA TAC will trigger provisioning of CTA on WSA by contacting Cloud Sales Operations. **For New Customers and Renewals:** Cisco Cloud Operations team monitors new WSA-AMP-LIC= orders and will provision respective CTA account for the WSA customer.	
Included with All Bundles and individual Offerings		
Web Security Virtual Appliance	The Cisco Web Security Virtual Appliance license can be applied to any Web Security Virtual Appliance image in the Cisco Software Download Center. The license can be applied to as many images as needed. Instructions for customers and partners to generate their virtual appliance license after their order has been processed are here: https://www.cisco.com/en/US/prod/collateral/vpndevc/ps10142/ps10164/data_sheet_C78-727788.html.	All bundles and individual offerings

*Individual feature that can be ordered only as part of one of the three available software bundles

Table 6.   Web and Email Appliance Security Management Software Offerings

Bundle	Description	Top-Level SKU
Cisco Web Security Management	Provides centralized management and reporting across multiple Web Security Appliances (Web Reporting plus Web Policy and Configuration Management) + (Software Subscription Support); includes license for the Content Security Management Virtual Appliance.	SMA-WMGT-LIC=
Bundle Features		
Web Reporting	Gives managers visibility and insight into current operational data to help them refine policies, plan infrastructure, and measure productivity; includes Software Subscription Support and a license for the Content Security Management Virtual Appliance.	Bundle SKU only*
Web Policy and Configuration Management	Provides the web administrator with a single location to define and publish policies to multiple Web Security Appliances.	Bundle SKU only*

In addition to the Security Management Appliance, Cisco also offers the Advanced Web Security Reporting application to provide advanced reporting capabilities. Refer to https://www.cisco.com/c/en/us/products/collateral/security/web-security-appliance/datasheet_c78-729104.html for details on this application.

Bundle	Description	Top-Level SKU
Web Security Reporting – Lower Tier	Cisco® Advanced Web Security Reporting Application is a reporting solution that rapidly indexes and analyzes logs produced by Cisco Web Security Appliance (WSA) and Cisco Umbrella™. This tool provides scalable reporting for customers with high traffic and storage needs. It allows reporting administrators to gather detailed insight into web usage and malware threats. It provides advanced web security reporting capabilities across multiple Web Security Appliances for organizations with high traffic and storage needs. Please note that this SKU includes only a license for Advanced Web Security Reporting, an off-box reporting tool. It does not include a Configuration and Policy Management license for the Security Management Appliance (SMA). Please note that this license has a data limit of 2 MB per user per day. For example, if a 2000-user license is ordered, then 4 GB of data can be processed per day (4 GB = 2000 users x 2 MB). If your customers have more traffic or larger data needs, please make sure they order a larger license for the amount of data they need to process.	SMA-WSPL-LOW-LIC=
Web Security Reporting – Higher Tier	This option provides advanced web security reporting capabilities across multiple Web Security Appliances for organizations with high traffic and storage needs. Please note that this SKU includes only a license for Advanced Web Security Reporting, an off-box reporting tool. It does not include a Configuration and Policy Management license for the SMA. This license has a higher data limit of 6 MB per user per day. For example, if a 2000-user license is ordered, then 12 GB of data can be processed per day (12 GB = 2000 users x 6 MB). If your customers have more traffic or larger data needs, please make sure they order a larger license for the amount of data they need to process.	SMA-WSPL-HIGH-LIC=

Table 7. Cisco Secure Web Appliance Remote Browser Isolation Offerings

By isolating web traffic from the user device and the threat, Cisco Secure Web Appliance Remote Browser Isolation (RBI) delivers an extra layer of protection to the Cisco Secure Web Appliance so that users can safely access risky websites. Remote Browser Isolation is an optional add-on to Essentials, Advantage, or Premier Bundles.

There are two tiers of Remote Browser Isolation: Isolate Partial and Isolate Any. Only one tier can be selected per Web Security subscription. Pricing is calculated dynamically based on the covered user count and term of the subscription. The quantity of covered users for Remote Browser Isolation and Cisco Secure Web Appliance bundles does not need to match.

Bundle	Description	Top-Level SKU
Remote Browser Isolation – Partial	Isolates web traffic for • Uncategorized websites • Other categories (maximum up to 5 other categories) • User groups (maximum up to 5 groups)	WSA-RBI-PARTIAL=
Remote Browser Isolation – Any	Isolates web traffic for uncategorized websites, any other categories or users/groups	WSA-RBI-ANY=

Cisco SecureX™ is a cloud-native, built-in XDR (extended detection and response) experience within our Cisco Secure portfolio and connected to your infrastructure. Integrated with the broad Cisco Secure portfolio as well as third-party solutions, it combines multiple, otherwise disparate, sensor and detection technologies into one unified location and provides automation and orchestration capabilities to respond rapidly to new threats impacting your organization. A recent TEI study of SecureX shows that switching to an integrated approach has helped one organization, over three years, achieve a saving of over half a million dollars, reduced analyst effort per incident by 90%, and reduced the risk and cost of data breach by 45% to 50%.

With SecureX, your security teams can:

- **Modernize security operations**

  Extend detection and response to connect all solutions in the security stack. Streamline security operations with a platform that natively connects Cisco solutions and integrates with third-party offerings.

- **Focus on the greatest threats**

  Detect true risk to your organization based on enterprise context and threat intel.

- **Take the right actions**

  Empower your security teams to be more proactive and efficient with built-in automated response functionality. Rapidly respond to threats in your environment with enhanced automation and orchestration.

To learn more about how SecureX can be your first step toward XDR, refer to the [SecureX getting started guide](#) and browse from our [video catalog](#) to take a deep dive into solution features.

Software License Agreements

The Cisco End User License Agreement (EULA) and the Cisco Web Security Supplemental End User License Agreement (SEULA) are provided with each software license purchase. The documents are available at the following links:

- Cisco EULA: https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html
- Cisco SEULA: https://www.cisco.com/c/dam/en_us/about/doing_business/legal/seula/Content_Security_SEULA.pdf

Accessories

The Cisco Web Security offerings include numerous accessories that are either required for basic functions (for example, power cords) or optional based on specific needs of the customer (for example, a locking faceplate). Some accessories are offered as spares (products that can be ordered separately). These spares might be ordered for replacements, supplements to the current product, or backup spare parts. Configurable accessories are ordered as part of a hardware appliance configuration in Cisco Commerce. For example, an order can be placed for a Cisco Web Security Appliance S395, and a country-specific power cord can be selected as part of the overall configuration. After an order is complete, the appliance and the cord will be shipped.

Tables 7 and 8 list spare and configurable accessories, respectively.

Table 8. Spare Accessories

Cisco Web Security Accessories (Spare)	
Product	**SKU**
Cable Management Arm for C240, C260 rack servers	UCSC-CMA2=
Content Sec x95 600GB 12G SAS 10K RPM SFF HDD	CCS-HDD-600GB10K=
C240 M5 Security Bezel	UCSC-BZL-C240M5=
C220 M5 Security Bezel	UCSC-BZL-C220M5=
Cisco Content Sec AC Power Supply 770W for x95 appliance	CCS-PSU1-770AC=
Cisco Content Sec AC Power Supply 1050W for x95 Appliance	CCS-PSU1-1050AC=
10GBASE-SR SFP Module **Product Family SFP10G**	SFP-10G-SR=
1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	GLC-SX-MMD=
Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers	UCSC-RAILB-M4=

Table 9. Configurable Accessories

Cisco Web Security Accessories	
Product	**SKU**
Content Sec 2.1 GHz 4110/85W 8C/11MB Cache/DDR4 2400MHz	CCS-CPU-4110D
Content Sec 2.3 GHz 5118/105W 12C/16.50MB Cache/DDR4 2400MHz	CCS-CPU-5118D
Content Sec 2.6 GHz 6126/125W 12C/19.25MB Cache/DDR4 2666MHz	CCS-CPU-6126D
Content Sec x95 600GB 12G SAS 10K RPM SFF HDD	CCS-HDD-600GB10K
Cisco Content Security Trusted Platform Module TPM 2.0	CCS-TPM2-002
C240 M5 Security Bezel	UCSC-BZL-C240M5
C220 M5 Security Bezel	UCSC-BZL-C220M5
Content Sec x95 16GB DDR4-2666-MHz RDIMM/PC4-19200/single rank/x4/1.2v	CCS-MEM-16GB
Cisco Content Sec quad port 1G Copper PCI	CCS-PCIE-IRJ45
Cisco Content Sec SAS Modular Raid Controller 2GB Cache	CCS-MRAID-M5
Cisco Content Sec SAS Modular Raid Controller 4GB Cache	CCS-MRAID-M5HD

Cisco Web Security Accessories	
Riser 1B incl 3 PCIe slots (x8, x8, x8); all slots from CPU1	CCS-PCI-1B-240M5
Cisco Content Sec AC Power Supply 770W for x95 appliance	CCS-PSU1-770AC
Cisco Content Sec AC Power Supply 1050W for x95 Appliance	CCS-PSU1-1050AC
Cisco Content Sec Power Supply Blanking Panel for x95	CCS-PSU-M5BLNK
Power cord, China AC Power Cord - 250V, 10A	CAB-250V-10A-CN
Power cord, China SFS Power Cord - 250V, 10A	SFS-250V-10A-CN
Power cord, C13 to C14 (recessed receptacle), 10A	CAB-C13-C14-AC
Power cord, India SFS Power Cord - 250V, 10A	SFS-250V-10A-ID
Power cord, Israel SFS Power Cord - 250V, 10A	SFS-250V-10A-IS
Power cord, Australia 250VAC 10A 3112 Plug	CAB-9K10A-AU
Power cord, EU 250VAC 10A CEE 7/7 Plug	CAB-9K10A-EU
Power cord, Italy 250VAC 10A CEI 23-16/VII Plug	CAB-9K10A-IT
Power cord, Switzerland 250VAC 10A MP232 Plug	CAB-9K10A-SW
Power cord, UK 250VAC 10A BS1363 Plug (13 A fuse)	CAB-9K10A-UK
Power Cord, North America 125VAC 13A NEMA 5-15 Plug	CAB-9K12A-NA
Power cord, Japan 3PIN	CAB-JPN-3PIN
Power cord, North America 200/240V 6A	CAB-N5K6A-NA
Power cord, Argentina SFS Power Cord - 250V, 10A	SFS-250V-10A-AR
AC Power Cord, NEMA L6-20 - C13, 2M/6.5ft	CAB-AC-L620-C13
Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	CAB-C13-C14-2M
Cabinet Jumper Power Cord, 250 VAC 10A, C14-C13 Connectors	CAB-C13-CBN
Power cord, Brazil 250V, 10A	CAB-250V-10A-BR
Power cord, Korea AC Power Cord, C13, 1.8M	CAB-AC-C13-KOR
Cisco Content dual-port 10G SFP+ NIC	CCS-PCIE-ID10GF
1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	GLC-SX-MMD
10GBASE-SR SFP Module Product Family SFP10G	SFP-10G-SR

Understanding the Ordering Process

There are four main ordering processes for Cisco Web Security offerings on the Cisco Price List:

- First-time order of hardware appliances and software feature licenses

- Renewal orders that include both hardware appliances and software feature licenses

- Renewal orders of software feature licenses only

- Follow-up orders of software feature licenses to add additional features or covered user counts to an appliance or deployment of appliances

The following sections provide general information about the Cisco ordering process and explain the step-by-step processes for ordering under each of these four ordering scenarios. (See Figures 5 and 6.)
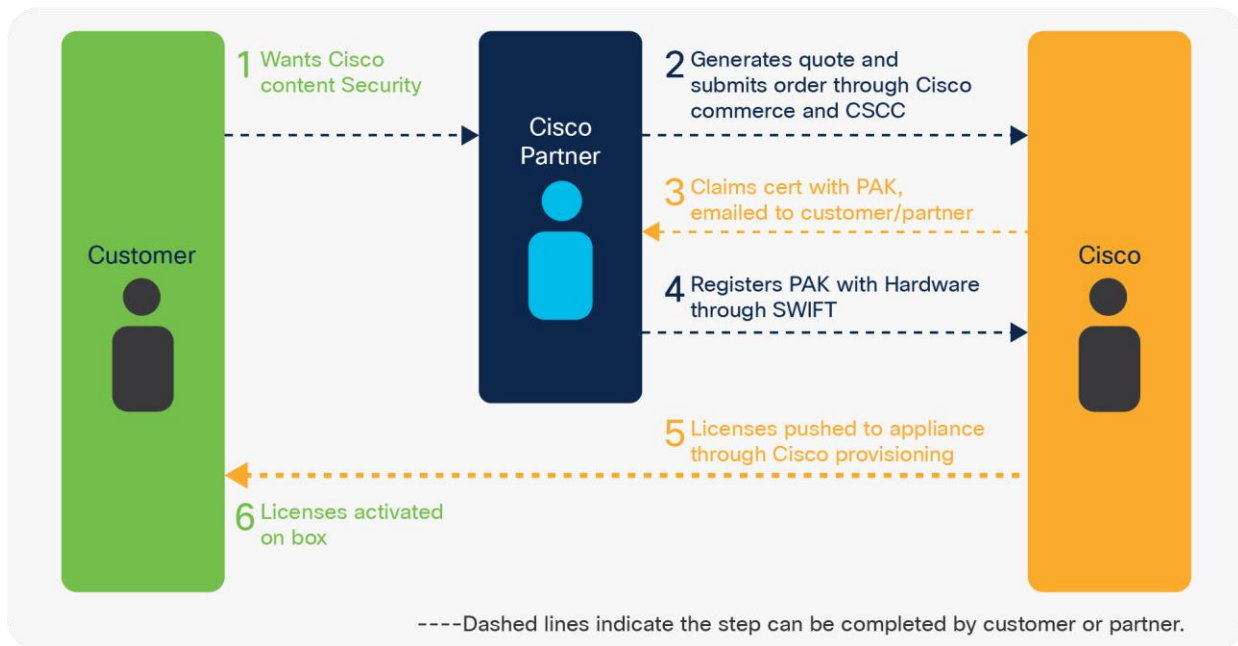
Figure 5.
High-Level Summary of a Transaction for the Web Security Appliance or Security Management Appliance

High-Level Summary of a Cisco Web Security Appliance Price List Transaction

Table 10. Cisco Commerce Versus Cisco Service Contract Center

Cisco Commerce Appliances with Software and Technical Services		Cisco Service Contract Center Software Renewals and Contract Management	
• Quote • Order • Configure • Deal registration		• Quoting and ordering: Follow-up and renewal of software subscription licenses and technical services • Contract management	
		Cisco Commerce	**Cisco Service Contract Center**
Initial purchase of Cisco Web Security appliances, software, and technical services		Yes	No
Add-on additional licenses		Yes	Yes
Add-on additional appliances		Yes	No
Renewal of current licenses		No	Yes
Renewal of additional licenses		No	Yes
Renewal with additional licenses and purchase of additional appliances		Yes (application)	Yes (renewal and licenses)
Search and manage contracts contract management actions		No	Yes

Cisco Commerce

Cisco Commerce is the primary tool used for ordering Cisco Web Security products offered on the Cisco Price List. Three main steps are involved in creating an order in Cisco Commerce:

1. Creating a quick quote

2. Converting a quote to an order

3. Submitting an order

Figure 6 shows the steps that a partner takes in the purchase and delivery of an order.
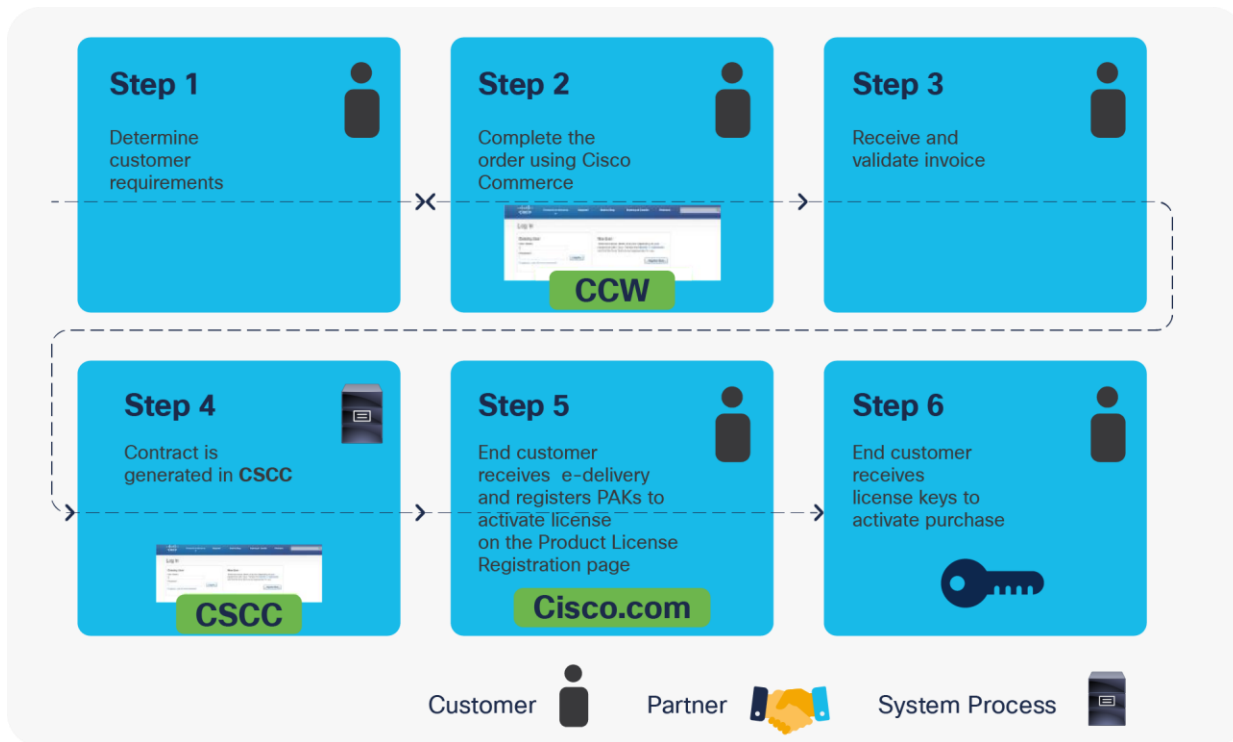
Figure 6.
Initial Purchase of Appliances, Software, and Technical Services

1. Partner adds appliances, software, and technical services to configuration.

2. Partner creates a deal or quick quote, depending on whether the customer is requesting promotion pricing, special pricing, or standard pricing.

3. Partner can configure items in the Deal or Quick Quote space or import a previously created configuration.

4. Partner shares the quote or deal with the account manager for approval, unless the Standard Contractual Pricing is used.

5. Partner converts the quote to an order or creates an order from a deal ID. Within the order space, the partner selects the contract-generation option and other preferences such as shipping and delivery.

6. Partner submits the order to complete the process.

Cisco Service Contract Center

The Cisco Service Contract Center is the primary tool used for ordering services, ordering follow-up software subscription licenses, and processing renewals of Cisco Web Security offerings available on the Cisco Price List. Three main steps are involved in creating an order in the Service Contract Center: creating a quick quote, validating the quote, and submitting an order. Partners use the standard quoting process, while distributors have the option of using the standard or quick quote functionality to create a quote. Partners and distributors validate and save a quote after all software subscription licenses and services have been added.

Ordering renewals is possible only in the Cisco Service Contract Center. (See Figure 7.) The new Cisco Web Security offerings have undergone a change in pricing: Hardware is less expensive and software is more expensive than the IronPort hardware and software. The combined price for new orders is the same, but renewals will require a nonstandard discount to keep the former software price parity. To support the first renewal during the integration, Cisco is providing a high-touch support model: Cisco places the quote in the Service Contract Center and passes it to the partner or distributor to place the order. Partners or distributors may also choose to process their own quote after an order service agreement is created and the deal ID is approved. They can then raise a support case to apply the discount before ordering.
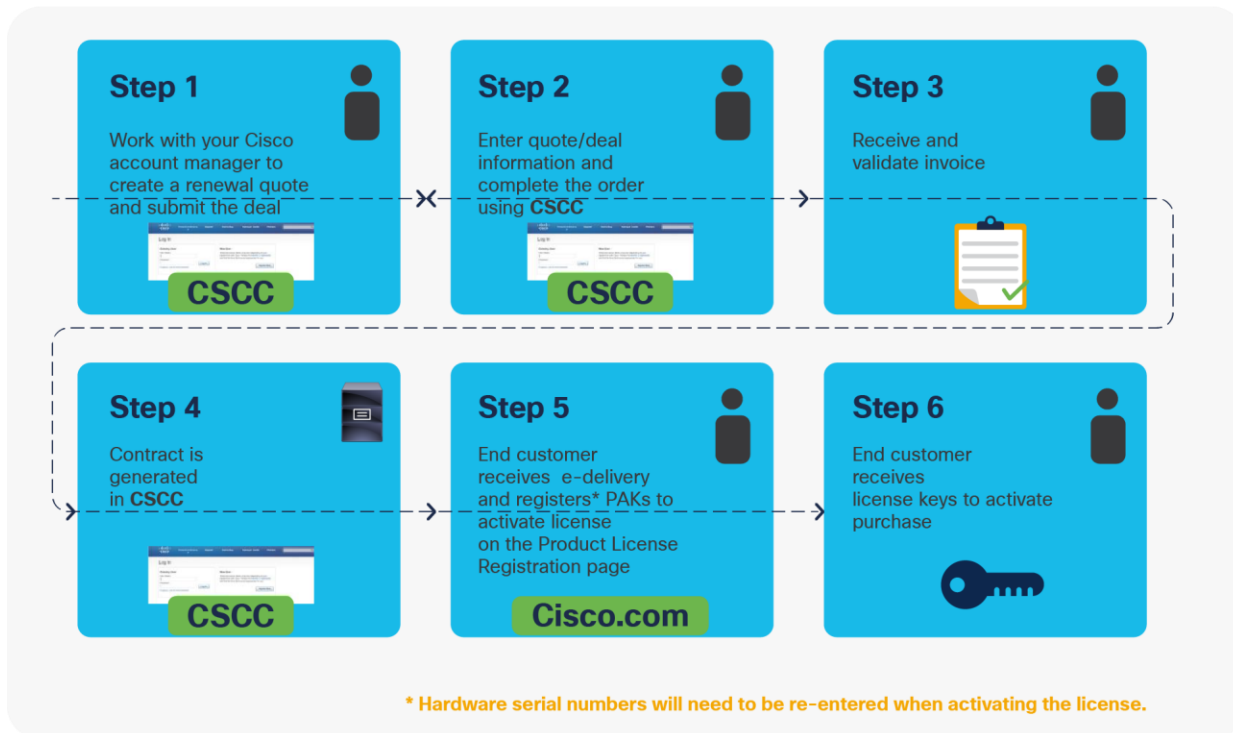
Figure 7.
Renew Software and Service Subscriptions (High-Level Workflow)

Cisco Software Fulfillment and Infrastructure Technology (SWIFT) Tool

The Cisco Software Fulfillment and Infrastructure Technology (SWIFT) tool is a framework used for the entitlement and fulfillment of Cisco software licenses. Customers and partners use the tool for customer data entry and the activation of software subscription licenses. Customers and partners who successfully place an order for a software subscription will receive a claim certificate with a Product Activation Key (PAK), which is entered in the SWIFT tool to provision licenses and associate them with a customer's deployed appliances.

Placing an Order

Quote-to-Deployment Process for Cisco Price List

Before submitting an order, partners and salespeople should understand the quote-to-deployment process for Cisco Web Security products purchased through the Cisco Price List. Understanding this flow can help ensure the fastest possible processing of orders and deployment for the customer.

Try and Buy (TAB)

The Try and Buy (TAB) process for Cisco Web Security products generally matches the standard Cisco Try and Buy process. Direct partners can select either Cisco or a distributor to fulfill the order. Indirect partners must select a distributor to fulfill the order. A distributor ordering on behalf of a partner selects itself to fulfill the order. Whoever places the order on Cisco (direct partner or distributor) must be enrolled in the TAB Program using the Partner Program Enrollment (PPE) tool. Direct customers can order through the TAB process by going through their partner or Cisco sales team, but they must first be enrolled in the TAB Program (C2A). After a customer is enrolled, the partner or Cisco sales team can create a nonstandard sale for the TAB order using the existing TAB process for direct customers (Figure 8).

Figure 8.
Try and Buy: Initial Order Process (High-Level Workflow)

Figure 9 shows a sample order.
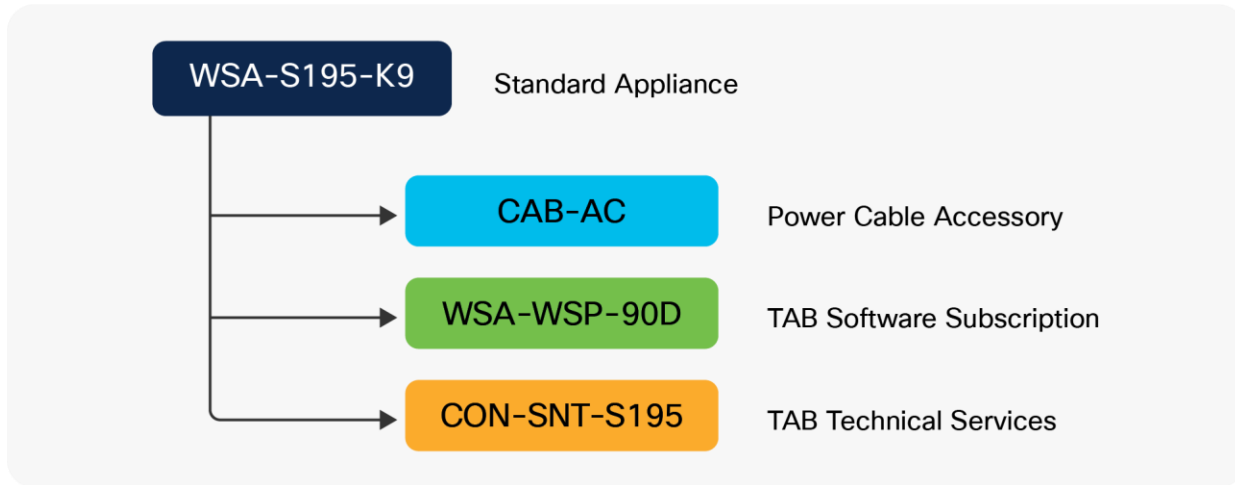
Figure 9.
Try and Buy Offering for Cisco Web Security

Three Items are ordered:

7. Standard hardware product and power cable accessories. The Try and Buy hardware selected should be the same model as the hardware that the customer expects to run in its production deployment.

8. One Try and Buy software subscription SKU. (The SKU options are listed in Table 10.)

9. The associated Try and Buy technical services SKU.

Table 11. Try and Buy Software Subscription SKUs

Try and Buy SKU	Description
WSA-WSP-90D	Web Advantage Software Bundle (Web Reputation + Web Usage Controls + Sophos + Webroot) 90- Day License
WSA-WSP-AMP-90D	Web Advantage Software with AMP (WREP + WUC + Sophos + Webroot + AMP) 90–Day License
SMA-WMG-90D	Web Management Software Bundle 90–Day License

Note: The TAB software subscription and technical services SKUs can be ordered only as part of a bundle with standard hardware.

Post order Process

If an evaluation license is ordered through a distributor, the distributor drop-ships the order. The order is shipped to the customer and includes both the hardware and a physical license PAK.

Note: Under the full term or follow-up license ordering process, the customer receives the PAK by e-delivery.

This PAK is entered by the customer in the SWIFT tool as part of the standard license activation process. At the time of order, the invoice for the hardware and licenses is put on hold for 90 days. When activated, the license remains activated for 90 days.

End of Evaluation

After this 90-day period, the customer must either keep the hardware unit and purchase a 1 -, 3-, or 5-year license using the standard ordering process or return the hardware using the standard Cisco return process. If the hardware is not returned at the end of the evaluation period, the invoice is released to the customer for payment.

For more details regarding the Try and Buy process, including enrollment, ordering, and fulfillment, please visit: https://www.cisco.com/c/en/us/partners/sell-integrate-consult/promotions/try-buy-program.html.

For support with Try and Buy, contact dlp-support@cisco.com or the respective account manager or Cisco sales team.

Additional Resources

Additional resources and documentation regarding the new ordering processes and product and service offerings can be found at: https://www.cisco.com/c/en/us/products/security/index.html.

Appendixes

Cisco Web Security Appliance Appendix A: All SKUs

Table 12. Through 24 list SKUs for various Cisco Web Security offerings

Product	Subscription SKU	Description
Web Security Premier Bundle 1-year subscriptions	WSA-WSS-1Y-S2	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 100-499 Users
	WSA-WSS-1Y-S3	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 500-999 Users
	WSA-WSS-1Y-S4	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 1000-4999 Users
	WSA-WSS-1Y-S5	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 5000-9999 Users
	WSA-WSS-1Y-S6	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 10000-24999 Users

Product	Subscription SKU	Description
	WSA-WSS-1Y-S7	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 1YR, 25000 or more Users
Web Security Premier Bundle 3-year subscriptions	WSA-WSS-3Y-S2	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 100-499 Users
	WSA-WSS-3Y-S3	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 500-999 Users
	WSA-WSS-3Y-S4	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 1000-4999 Users
	WSA-WSS-3Y-S5	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 5000-9999 Users
	WSA-WSS-3Y-S6	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 10000-24999 Users
	WSA-WSS-3Y-S7	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 3YR, 25000 or more Users
Web Security Premier Bundle 5-year subscriptions	WSA-WSS-5Y-S2	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 100-499 Users
	WSA-WSS-5Y-S3	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 500-999 Users
	WSA-WSS-5Y-S4	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 1000-4999 Users
	WSA-WSS-5Y-S5	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 5000-9999 Users
	WSA-WSS-5Y-S6	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 10000-24999 Users
	WSA-WSS-5Y-S7	Web Premier SW Bundle (WREP+WUC+Sophos+Webroot, AMP, TG File Analysis 200/Day, CTA) 5YR, 25000 or more Users

Table 13.   Web Security Essentials Bundle Software Subscription SKUs

Product	Subscription SKU	Description
Web Security Essentials Bundle 1-year subscriptions	WSA-WSE-1Y-S2	Web Security Essentials, 1YR, 100-499 Users
	WSA-WSE-1Y-S3	Web Security Essentials, 1YR, 500-999 Users
	WSA-WSE-1Y-S4	Web Security Essentials, 1YR, 1000-4999 Users
	WSA-WSE-1Y-S5	Web Security Essentials, 1YR, 5000-9999 Users
	WSA-WSE-1Y-S6	Web Security Essentials, 1YR, 10000-24999 Users
	WSA-WSE-1Y-S7	Web Security Essentials, 1YR, 25000 or more Users
Web Security Essentials Bundle 3-year subscriptions	WSA-WSE-3Y-S2	Web Security Essentials, 3YR, 100-499 Users
	WSA-WSE-3Y-S3	Web Security Essentials, 3YR, 500-999 Users
	WSA-WSE-3Y-S4	Web Security Essentials, 3YR, 1000-4999 Users
	WSA-WSE-3Y-S5	Web Security Essentials, 3YR, 5000-9999 Users
	WSA-WSE-3Y-S6	Web Security Essentials, 3YR, 10000-24999 Users
	WSA-WSE-3Y-S7	Web Security Essentials, 3YR, 25000 or more Users
Web Security Essentials Bundle 5-year subscriptions	WSA-WSE-5Y-S2	Web Security Essentials, 5YR, 100-499 Users
	WSA-WSE-5Y-S3	Web Security Essentials, 5YR, 500-999 Users
	WSA-WSE-5Y-S4	Web Security Essentials, 5YR, 1000-4999 Users
	WSA-WSE-5Y-S5	Web Security Essentials, 5YR, 5000-9999 Users
	WSA-WSE-5Y-S6	Web Security Essentials, 5YR, 10000-24999 Users
	WSA-WSE-5Y-S7	Web Security Essentials, 5YR, 25000 or more Users

Table 14. Web Security Premium Bundle Software Subscription SKUs

Product	Subscription SKU	Description
Web Security Advantage Bundle 1-year subscriptions	WSA-WSP-1Y-S2	Web Security Advantage, 1YR, 100-499 Users
	WSA-WSP-1Y-S3	Web Security Advantage, 1YR, 500-999 Users
	WSA-WSP-1Y-S4	Web Security Advantage, 1YR, 1000-4999 Users
	WSA-WSP-1Y-S5	Web Security Advantage, 1YR, 5000-9999 Users
	WSA-WSP-1Y-S6	Web Security Advantage, 1YR, 10000-24999 Users
	WSA-WSP-1Y-S7	Web Security Advantage, 1YR, 25000 or more Users
Web Security Advantage Bundle 3-year subscriptions	WSA-WSP-3Y-S2	Web Security Advantage, 3YR, 100-499 Users
	WSA-WSP-3Y-S3	Web Security Advantage, 3YR, 500-999 Users
	WSA-WSP-3Y-S4	Web Security Advantage, 3YR, 1000-4999 Users
	WSA-WSP-3Y-S5	Web Security Advantage, 3YR, 5000-9999 Users
	WSA-WSP-3Y-S6	Web Security Advantage, 3YR, 10000-24999 Users
	WSA-WSP-3Y-S7	Web Security Advantage, 3YR, 25000 or more Users
Web Security Advantage Bundle 5-year subscriptions	WSA-WSP-5Y-S2	Web Security Advantage, 5YR, 100-499 Users
	WSA-WSP-5Y-S3	Web Security Advantage, 5YR, 500-999 Users
	WSA-WSP-5Y-S4	Web Security Advantage, 5YR, 1000-4999 Users
	WSA-WSP-5Y-S5	Web Security Advantage, 5YR, 5000-9999 Users
	WSA-WSP-5Y-S6	Web Security Advantage, 5YR, 10000-24999 Users
	WSA-WSP-5Y-S7	Web Security Advantage, 5YR, 25000 or more Users

Table 15. Web Security Management Bundle Software Subscription SKUs

Product	Subscription SKU	Description
Web Security Management 1-year subscriptions	SMA-WMGT-1Y-S2	Web Security Management, 1YR, 100–499 Users
	SMA-WMGT-1Y-S3	Web Security Management, 1YR, 500–999 Users
	SMA-WMGT-1Y-S4	Web Security Management, 1YR, 1000–4999 Users
	SMA-WMGT-1Y-S5	Web Security Management, 1YR, 5000–9999 Users
	SMA-WMGT-1Y-S6	Web Security Management, 1YR, 10000–24999 Users
	SMA-WMGT-1Y-S7	Web Security Management, 1YR, 25000 or more Users
Web Security Management 3-year subscriptions	SMA-WMGT-3Y-S2	Web Security Management, 3YR, 100–499 Users
	SMA-WMGT-3Y-S3	Web Security Management, 3YR, 500–999 Users
	SMA-WMGT-3Y-S4	Web Security Management, 3YR, 1000–4999 Users
	SMA-WMGT-3Y-S5	Web Security Management, 3YR, 5000–9999 Users
	SMA-WMGT-3Y-S6	Web Security Management, 3YR, 10000–24999 Users
	SMA-WMGT-3Y-S7	Web Security Management, 3YR, 25000 or more Users
Web Security Management 5-year subscriptions	SMA-WMGT-5Y-S2	Web Security Management, 5YR, 100–499 Users
	SMA-WMGT-5Y-S3	Web Security Management, 5YR, 500–999 Users
	SMA-WMGT-5Y-S4	Web Security Management, 5YR, 1000–4999 Users
	SMA-WMGT-5Y-S5	Web Security Management, 5YR, 5000–9999 Users
	SMA-WMGT-5Y-S6	Web Security Management, 5YR, 10000–24999 Users
	SMA-WMGT-5Y-S7	Web Security Management, 5YR, 25000 or more Users

Table 16.   Web Security McAfee Antimalware (Standalone) Software Subscription SKUs

Product	Subscription SKU	Description
McAfee Antimalware (standalone) 1-year subscriptions	WSA-AMM-1Y-S2	McAfee Antimalware, 1YR, 100-499 Users
	WSA-AMM-1Y-S3	McAfee Antimalware, 1YR, 500-999 Users
	WSA-AMM-1Y-S4	McAfee Antimalware, 1YR, 1000-4999 Users
	WSA-AMM-1Y-S5	McAfee Antimalware, 1YR, 5000-9999 Users
	WSA-AMM-1Y-S6	McAfee Antimalware, 1YR, 10000-24999 Users
	WSA-AMM-1Y-S7	McAfee Antimalware, 1YR, 25000 or more Users
McAfee Antimalware (standalone) 3-year subscriptions	WSA-AMM-3Y-S2	McAfee Antimalware, 3YR, 100-499 Users
	WSA-AMM-3Y-S3	McAfee Antimalware, 3YR, 500-999 Users
	WSA-AMM-3Y-S4	McAfee Antimalware, 3YR, 1000-4999 Users
	WSA-AMM-3Y-S5	McAfee Antimalware, 3YR, 5000-9999 Users
	WSA-AMM-3Y-S6	McAfee Antimalware, 3YR, 10000-24999 Users
	WSA-AMM-3Y-S7	McAfee Antimalware, 3YR, 25000 or more Users
McAfee Antimalware (standalone) 5-year subscriptions	WSA-AMM-5Y-S2	McAfee Antimalware, 5YR, 100-499 Users
	WSA-AMM-5Y-S3	McAfee Antimalware, 5YR, 500-999 Users
	WSA-AMM-5Y-S4	McAfee Antimalware, 5YR, 1000-4999 Users
	WSA-AMM-5Y-S5	McAfee Antimalware, 5YR, 5000-9999 Users
	WSA-AMM-5Y-S6	McAfee Antimalware, 5YR, 10000-24999 Users
	WSA-AMM-5Y-S7	McAfee Antimalware, 5YR, 25000 or more Users

Table 17.   Web Security Sophos Antimalware (Standalone) Software Subscription SKUs

Product	Subscription SKU	Description
Sophos Antimalware (standalone) 1-year subscriptions	WSA-AMS-1Y-S2	Sophos Antimalware, 1YR, 100–499 Users
	WSA-AMS-1Y-S3	Sophos Antimalware, 1YR, 500–999 Users
	WSA-AMS-1Y-S4	Sophos Antimalware, 1YR, 1000–4999 Users
	WSA-AMS-1Y-S5	Sophos Antimalware, 1YR, 5000–9999 Users
	WSA-AMS-1Y-S6	Sophos Antimalware, 1YR, 10000–24999 Users
	WSA-AMS-1Y-S7	Sophos Antimalware, 1YR, 25000 or more Users
Sophos Antimalware (standalone) 3-year subscriptions	WSA-AMS-3Y-S2	Sophos Antimalware, 3YR, 100–499 Users
	WSA-AMS-3Y-S3	Sophos Antimalware, 3YR, 500–999 Users
	WSA-AMS-3Y-S4	Sophos Antimalware, 3YR, 1000–4999 Users
	WSA-AMS-3Y-S5	Sophos Antimalware, 3YR, 5000–9999 Users
	WSA-AMS-3Y-S6	Sophos Antimalware, 3YR, 10000–24999 Users
	WSA-AMS-3Y-S7	Sophos Antimalware, 3YR, 25000 or more Users
Sophos Antimalware (standalone) 5-year subscriptions	WSA-AMS-5Y-S2	Sophos Antimalware, 5YR, 100–499 Users
	WSA-AMS-5Y-S3	Sophos Antimalware, 5YR, 500–999 Users
	WSA-AMS-5Y-S4	Sophos Antimalware, 5YR, 1000–4999 Users
	WSA-AMS-5Y-S5	Sophos Antimalware, 5YR, 5000–9999 Users
	WSA-AMS-5Y-S6	Sophos Antimalware, 5YR, 10000–24999 Users
	WSA-AMS-5Y-S7	Sophos Antimalware, 5YR, 25000 or more Users

Table 18.   Web Security Webroot Antimalware (Standalone) Software Subscription SKUs

Product	Subscription SKU	Description
Webroot Antimalware (standalone) 1-year subscriptions	WSA-AMW-1Y-S2	Webroot Antimalware, 1YR, 100–499 Users
	WSA-AMW-1Y-S3	Webroot Antimalware, 1YR, 500–999 Users
	WSA-AMW-1Y-S4	Webroot Antimalware, 1YR, 1000–4999 Users
	WSA-AMW-1Y-S5	Webroot Antimalware, 1YR, 5000–9999 Users
	WSA-AMW-1Y-S6	Webroot Antimalware, 1YR, 10000–24999 Users
	WSA-AMW-1Y-S7	Webroot Antimalware, 1YR, 25000 or more Users
Webroot Antimalware (standalone) 3-year subscriptions	WSA-AMW-3Y-S2	Webroot Antimalware, 3YR, 100–499 Users
	WSA-AMW-3Y-S3	Webroot Antimalware, 3YR, 500–999 Users
	WSA-AMW-3Y-S4	Webroot Antimalware, 3YR, 1000–4999 Users
	WSA-AMW-3Y-S5	Webroot Antimalware, 3YR, 5000–9999 Users
	WSA-AMW-3Y-S6	Webroot Antimalware, 3YR, 10000–24999 Users
	WSA-AMW-3Y-S7	Webroot Antimalware, 3YR, 25000 or more Users
Webroot Antimalware (standalone) 5-year subscriptions	WSA-AMW-5Y-S2	Webroot Antimalware, 5YR, 100–499 Users
	WSA-AMW-5Y-S3	Webroot Antimalware, 5YR, 500–999 Users
	WSA-AMW-5Y-S4	Webroot Antimalware, 5YR, 1000–4999 Users
	WSA-AMW-5Y-S5	Webroot Antimalware, 5YR, 5000–9999 Users
	WSA-AMW-5Y-S6	Webroot Antimalware, 5YR, 10000–24999 Users
	WSA-AMW-5Y-S7	Webroot Antimalware, 5YR, 25000 or more Users

Table 19. Web Security Remote Browser Isolation (RBI) (Standalone) Software Subscription SKUs

Product	Subscription SKU	Description
Remote Browser Isolation – Partial (standalone) 1-year subscriptions	WSA-RBI-PARTIAL-1Y-S2	Remote Browser Isolation, Partial, 1YR, 100-499 Users
	WSA-RBI-PARTIAL-1Y-S3	Remote Browser Isolation, Partial, 1YR, 500-999 Users
	WSA-RBI-PARTIAL-1Y-S4	Remote Browser Isolation, Partial, 1YR, 1000-4999 Users
	WSA-RBI-PARTIAL-1Y-S5	Remote Browser Isolation, Partial, 1YR, 5000-9999 Users
	WSA-RBI-PARTIAL-1Y-S6	Remote Browser Isolation, Partial, 1YR, 10,000-24,999 Users
	WSA-RBI-PARTIAL-1Y-S7	Remote Browser Isolation, Partial, 1YR, 25,000 or more Users
Remote Browser Isolation – Partial (standalone) 3-year subscriptions	WSA-RBI-PARTIAL-3Y-S2	Remote Browser Isolation, Partial, 3YR, 100-499 Users
	WSA-RBI-PARTIAL-3Y-S3	Remote Browser Isolation, Partial, 3YR, 500-999 Users
	WSA-RBI-PARTIAL-3Y-S4	Remote Browser Isolation, Partial, 3YR, 1000-4999 Users
	WSA-RBI-PARTIAL-3Y-S5	Remote Browser Isolation, Partial, 3YR, 5000-9999 Users
	WSA-RBI-PARTIAL-3Y-S6	Remote Browser Isolation, Partial, 3YR, 10,000-24,999 Users
	WSA-RBI-PARTIAL-3Y-S7	Remote Browser Isolation, Partial, 3YR, 25,000 or more Users
Remote Browser Isolation – Partial (standalone) 5-year subscriptions	WSA-RBI-PARTIAL-5Y-S2	Remote Browser Isolation, Partial, 5YR, 100-499 Users
	WSA-RBI-PARTIAL-5Y-S3	Remote Browser Isolation, Partial, 5YR, 500-999 Users
	WSA-RBI-PARTIAL-5Y-S4	Remote Browser Isolation, Partial, 5YR, 1000-4999 Users
	WSA-RBI-PARTIAL-5Y-S5	Remote Browser Isolation, Partial, 5YR, 5000-9999 Users
	WSA-RBI-PARTIAL-5Y-S6	Remote Browser Isolation, Partial, 5YR, 10000-24999 Users
	WSA-RBI-PARTIAL-3Y-S7	Remote Browser Isolation, Partial, 3YR, 25000 or more Users

Product	Subscription SKU	Description
Remote Browser Isolation – Any (standalone) 1-year subscriptions	WSA-RBI-ANY-1Y-S2	Remote Browser Isolation, Any, 1YR, 100–499 Users
	WSA-RBI-ANY-1Y-S3	Remote Browser Isolation, Any, 1YR, 500–999 Users
	WSA-RBI-ANY-1Y-S4	Remote Browser Isolation, Any, 1YR, 1000–4999 Users
	WSA-RBI-ANY-1Y-S5	Remote Browser Isolation, Any, 1YR, 5000–9999 Users
	WSA-RBI-ANY-1Y-S6	Remote Browser Isolation, Any, 1YR, 10,000–24,999 Users
	WSA-RBI-ANY-1Y-S7	Remote Browser Isolation, Any, 1YR, 25,000 or more Users
Remote Browser Isolation – Any (standalone) 3-year subscriptions	WSA-RBI-ANY-3Y-S2	Remote Browser Isolation, Any, 3YR, 100–499 Users
	WSA-RBI-ANY-3Y-S3	Remote Browser Isolation, Any, 3YR, 500–999 Users
	WSA-RBI-ANY-3Y-S4	Remote Browser Isolation, Any, 3YR, 1000–4999 Users
	WSA-RBI-ANY-3Y-S5	Remote Browser Isolation, Any, 3YR, 5000–9999 Users
	WSA-RBI-ANY-3Y-S6	Remote Browser Isolation, Any, 3YR, 10,000–24,999 Users
	WSA-RBI-ANY-3Y-S7	Remote Browser Isolation, Any, 3YR, 25,000 or more Users
Remote Browser Isolation – Any (standalone) 5-year subscriptions	WSA-RBI-ANY-5Y-S2	Remote Browser Isolation, Any, 5YR, 100–499 Users
	WSA-RBI-ANY-5Y-S3	Remote Browser Isolation, Any, 5YR, 500–999 Users
	WSA-RBI-ANY-5Y-S4	Remote Browser Isolation, Any, 5YR, 1000–4999 Users
	WSA-RBI-ANY-5Y-S5	Remote Browser Isolation, Any, 5YR, 5000–9999 Users
	WSA-RBI-ANY-5Y-S6	Remote Browser Isolation, Any, 5YR, 10,000–24,999 Users
	WSA-RBI-ANY-5Y-S7	Remote Browser Isolation, Any, 5YR, 25,000 or more Users

Table 20. Advanced Web Security Reporting Software Subscription SKUs

Product	Subscription SKU	Description
Advanced Web Security Reporting – Lower Tier (standalone) 1-year subscriptions	SMA-WSPL-LOW-1Y-S2	Advanced Web Reporting, Lower Tier, 1YR, 100–499 Users
	SMA-WSPL-LOW-1Y-S3	Advanced Web Reporting, Lower Tier, 1YR, 500–999 Users
	SMA-WSPL-LOW-1Y-S4	Advanced Web Reporting, Lower Tier, 1YR, 1000–4999 Users
	SMA-WSPL-LOW-1Y-S5	Advanced Web Reporting, Lower Tier, 1YR, 5000–9999 Users
	SMA-WSPL-LOW-1Y-S6	Advanced Web Reporting, Lower Tier, 1YR, 10000–24999 Users
	SMA-WSPL-LOW-1Y-S7	Advanced Web Reporting, Lower Tier, 1YR, 25000 or more Users
Advanced Web Security Reporting – Lower Tier (standalone) 3-year subscriptions	SMA-WSPL-LOW-3Y-S2	Advanced Web Reporting, Lower Tier, 3YR, 100–499 Users
	SMA-WSPL-LOW-3Y-S3	Advanced Web Reporting, Lower Tier, 3YR, 500–999 Users
	SMA-WSPL-LOW-3Y-S4	Advanced Web Reporting, Lower Tier, 3YR, 1000–4999 Users
	SMA-WSPL-LOW-3Y-S5	Advanced Web Reporting, Lower Tier, 3YR, 5000–9999 Users
	SMA-WSPL-LOW-3Y-S6	Advanced Web Reporting, Lower Tier, 3YR, 10000–24999 Users
	SMA-WSPL-LOW-3Y-S7	Advanced Web Reporting, Lower Tier, 3YR, 25000 or more Users
Advanced Web Security Reporting – Lower Tier (standalone) 5-year subscriptions	SMA-WSPL-LOW-5Y-S2	Advanced Web Reporting, Lower Tier, 5YR, 100–499 Users
	SMA-WSPL-LOW-5Y-S3	Advanced Web Reporting, Lower Tier, 5YR, 500–999 Users
	SMA-WSPL-LOW-5Y-S4	Advanced Web Reporting, Lower Tier, 5YR, 1000–4999 Users
	SMA-WSPL-LOW-5Y-S5	Advanced Web Reporting, Lower Tier, 5YR, 5000–9999 Users
	SMA-WSPL-LOW-5Y-S6	Advanced Web Reporting, Lower Tier, 5YR, 10000–24999 Users
	SMA-WSPL-LOW-3Y-S7	Advanced Web Reporting, Lower Tier, 3YR, 25000 or more Users

Product	Subscription SKU	Description
Advanced Web Security Reporting – Higher Tier (standalone) 1-year subscriptions	SMA-WSPL-HI-1Y-S2	Advanced Web Reporting, Higher Tier, 1YR, 100-499 Users
	SMA-WSPL-HI-1Y-S3	Advanced Web Reporting, Higher Tier, 1YR, 500-999 Users
	SMA-WSPL-HI-1Y-S4	Advanced Web Reporting, Higher Tier, 1YR, 1000-4999 Users
	SMA-WSPL-HI-1Y-S5	Advanced Web Reporting, Higher Tier, 1YR, 5000-9999 Users
	SMA-WSPL-HI-1Y-S6	Advanced Web Reporting, Higher Tier, 1YR, 10000-24999 Users
	SMA-WSPL-HI-1Y-S7	Advanced Web Reporting, Higher Tier, 1YR, 25000 or more Users
Advanced Web Security Reporting – Higher Tier (standalone) 3-year subscriptions	SMA-WSPL-HI-3Y-S2	Advanced Web Reporting, Higher Tier, 3YR, 100-499 Users
	SMA-WSPL-HI-3Y-S3	Advanced Web Reporting, Higher Tier, 3YR, 500-999 Users
	SMA-WSPL-HI-3Y-S4	Advanced Web Reporting, Higher Tier, 3YR, 1000-4999 Users
	SMA-WSPL-HI-3Y-S5	Advanced Web Reporting, Higher Tier, 3YR, 5000-9999 Users
	SMA-WSPL-HI-3Y-S6	Advanced Web Reporting, Higher Tier, 3YR, 10000-24999 Users
	SMA-WSPL-HI-3Y-S7	Advanced Web Reporting, Higher Tier, 3YR, 25000 or more Users
Advanced Web Security Reporting – Higher Tier (standalone) 5-year subscriptions	SMA-WSPL-HI-5Y-S2	Advanced Web Reporting, Higher Tier, 5YR, 100-499 Users
	SMA-WSPL-HI-5Y-S3	Advanced Web Reporting, Higher Tier, 5YR, 500-999 Users
	SMA-WSPL-HI-5Y-S4	Advanced Web Reporting, Higher Tier, 5YR, 1000-4999 Users
	SMA-WSPL-HI-5Y-S5	Advanced Web Reporting, Higher Tier, 5YR, 5000-9999 Users
	SMA-WSPL-HI-5Y-S6	Advanced Web Reporting, Higher Tier, 5YR, 10000-24999 Users
	SMA-WSPL-HI-5Y-S7	Advanced Web Reporting, Higher Tier, 5YR, 25000 or more Users

Table 21. Cisco Web Advanced Malware Protection (Standalone) Software Subscription SKUs

Product	Subscription SKU	Description
Advanced Malware Protection (standalone) 1-year subscriptions	WSA-AMP-1Y-S2	Advanced Malware Protection, 1YR, 100–499 Users
	WSA-AMP-1Y-S3	Advanced Malware Protection, 1YR, 500–999 Users
	WSA-AMP-1Y-S4	Advanced Malware Protection, 1YR, 1000–4999 Users
	WSA-AMP-1Y-S5	Advanced Malware Protection, 1YR, 5000–9999 Users
	WSA-AMP-1Y-S6	Advanced Malware Protection, 1YR, 10000–24999 Users
	WSA-AMP-1Y-S7	Advanced Malware Protection, 1YR, 25000 or more Users
Advanced Malware Protection (standalone) 3-year subscriptions	WSA-AMP-3Y-S2	Advanced Malware Protection, 3YR, 100–499 Users
	WSA-AMP-3Y-S3	Advanced Malware Protection, 3YR, 500–999 Users
	WSA-AMP-3Y-S4	Advanced Malware Protection, 3YR, 1000–4999 Users
	WSA-AMP-3Y-S5	Advanced Malware Protection, 3YR, 5000–9999 Users
	WSA-AMP-3Y-S6	Advanced Malware Protection, 3YR, 10000–24999 Users
	WSA-AMP-3Y-S7	Advanced Malware Protection, 3YR, 25000 or more Users
Advanced Malware Protection (standalone) 5-year subscriptions	WSA-AMP-5Y-S2	Advanced Malware Protection, 5YR, 100–499 Users
	WSA-AMP-5Y-S3	Advanced Malware Protection, 5YR, 500–999 Users
	WSA-AMP-5Y-S4	Advanced Malware Protection, 5YR, 1000–4999 Users
	WSA-AMP-5Y-S5	Advanced Malware Protection, 5YR, 5000–9999 Users
	WSA-AMP-5Y-S6	Advanced Malware Protection, 5YR, 10000–24999 Users
	WSA-AMP-5Y-S7	Advanced Malware Protection, 5YR, 25000 or more Users

Table 22. Existing Cisco Web Security Appliance x70 Series Cisco Smart Net Total Care Renewal SKUs

Appliance Type	Smart Net Total Care SKU
Web Security	CON-SNT-S170-K9
	CON-SNT-S370-K9
	CON-SNT-S670-K9
Security Management	CON-SNT-M170-K9
	CON-SNT-M670-K9
	CON-SNT-M1070-K9
	CON-SNT-M1070-K9
	CON-SNT-M1070-FI

Table 23. Existing Cisco Web Security Appliance x90 Series Cisco Smart Net Total Care Renewal SKUs

Appliance Type	Smart Net Total Care SKU
Web Security	CON-SNT-S190
	CON-SNT-S390
	CON-SNT-S690
	CON-SNT-S690X
	CON-SNT-S690-1G
	CON-SNT-S690-10G
Security Management	CON-SNT-M190
	CON-SNT-M390
	CON-SNT-M390X
	CON-SNT-M690
	CON-SNT-M690X
	CON-SNT-M690-1G
	CON-SNT-M690-10G

Table 24. Web Security Appliance Software Packages

Feature	Essential (Best for basic web security)	Advantage (Best for basic web security and antivirus protection)	Premier (Best for advanced security)
Web Usage Control (URL Filtering)	Y	Y	Y
HTTPS Decryption	Y	Y	Y
Talos Security Intelligence	Y	Y	Y
Data Loss Prevention (DLP)	Y	Y	Y
Flexible Deployment Options (Virtual Software)	Y	Y	Y
Web Traffic Tap	Y	Y	Y
On-Box Management	Y	Y	Y
Cisco Integrations			
ISE	Y	Y	Y
CloudLock App Discovery	Add-on	Add-on	Add-on
Protection			
Webroot Antivirus	N	Y	Y
Sophos Antivirus	N	Y	Y
McAfee Antivirus	Add-on	Add-on	Add-on
Advanced Malware Protection, Cognitive Threat Analytics, and Threat Grid– 200 Samples/Day	Add-on	Add-on	Y

Table 25. Web Security Management Software Packages

Feature	Security Management Appliance (SMA)	Advanced Web Security Reporting (AWSR)	
	WMGT **Configuration:** All enterprises **Reporting:** Small and medium enterprises	**WSPL-LOW** **Reporting:** Large enterprises with low Internet usage per employee	**WSPL-HIGH** **Reporting:** Large enterprises with high Internet usage per employee
Centralized Policy Configuration	Y	N	N
Centralized Software Upgrade of WSA	Y	N	N
Centralized Reporting	Y	Y	Y
Advanced Reporting			
Create Your Own Dashboard	N	Y	Y
Create Your Own Report	N	Y	Y
Directory Group-Based Reporting	N	Y	Y
Unified WSA and Umbrella Reporting	N	Y	Y

Cisco Web Security Appliance Appendix B: Example Quote

Table 26 is an example order configuration of a Cisco Web Security offering and the corresponding IronPort configuration that is no longer sold. The purpose of the example is to illustrate what a basic order may look like and how it compares with an order that would have been ordered under the no-longer-active IronPort process.

Table 26. Web Security Order

Old IronPort Configuration	
Customer Profile	
Covered Users	1,500
Term	3Y
Hardware	1 S190 production, 1 S190 spare
Software	Web Reputation + Antimalware (Webroot and Sophos) + Web Usage Controls
Support	Platinum Support

Old IronPort Configuration			
		Quantity	SKU
1	Web Bundle, Dual Appliances, 3 Years Web Usage Controls, 3 Years Web Reputation, 3 Years Dual Antimalware Filtering, On-Box Reporting, and 3 Years Platinum Support	1,500	WBUN-2A-EN-DBE-3Y
New GLP Configuration			
Customer Profile			
Covered Users	7,499		
Term	3Y		
Hardware	2 x S195s		
Software	Web Reputation + Antimalware (Webroot and Sophos) + Web Usage Controls		
Support	Software Support included with Software License and Smart Net Total Care		
		Quantity	SKU
1	Cisco S195 Appliance	2	WSA-S195-K9
2	Web Security Premium Software Bundle, 3 Year License, 1,499 Users (includes Software Support)	1,500	WSA-WSP-S4
3	Web Security, S195 1Y Smart Net Total Care contract	2	CON-SNT-S195

Cisco Web Security Appliance Appendix C: Additional Information

China Hardware Products

Due to certain importation requirements, Cisco 370 and 1070 Series appliances manufactured specifically for customers located in China were offered. These China-specific appliances were ordered using SKUs with an "-NT" nomenclature. These SKUs are no longer available. All of the 380 and 680 appliances have received the China Compulsory Certificate mark, commonly known as CCC Mark, which satisfies China's compliance requirement for products to be imported, sold, and used in the Chinese market.

Cisco does not recommend that Content Security appliances be sold to service providers in China.

Fiber Hardware

For customers deploying Cisco Web and Security Management appliances with their fiber networks, 1 Gigabit Ethernet and 10 Gigabit Ethernet fiber-interface-configured appliances are available when you order the corresponding SKU WSA-S695F-K9 and SMA-S695F-K9. WSA-S695-K9 and SMA-M695F-K9 are configured with copper interfaces.

Table 27 lists the fiber SKUs that will be automatically configured with the associated fiber SKUs listed in Table 28.

Table 27. Fiber-Configured Web and Security Appliances

Appliance Type	Appliance Name	Description
Cisco Web Security	WSA-S695F-K9	WSA S695 Web Security Appliance with 1 GE or 10 GE Fiber Interfaces
Cisco Security Management	SMA-M695F-K9	SMA M695 Security Management Appliance with 1 GE or 10 GE Fiber Interfaces

Table 28. Fiber Options for Web and Security Appliances

Configurable Option	Description
GLC-SX-MMD	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM
SFP-10G-SR	10GBASE-SR SFP Module Product Family SFP10G

Printed in USA

C07-736675-12   05/22