

SSLO Promotion

Agenda

- Customer Problems
- The F5 and Cisco Security joint solutions and value proposition
- Go-to-Market Strategy
- SSLO Promotion (Global Channel Incentive)
- Sales Enablement Collateral and Resources
- Call to Action
- Q&A

Security Risks Introduced by SSL/TLS Encrypted Traffic



Bad Actors

use encrypted channels to evade detection



Visibility

is reduced due to the growth of SSL usage



Performance

can degrade when decrypting at scale

By 2020, more than 60% of organizations will fail to decrypt HTTPS efficiently, missing most targeted web malware

[2017 Gartner Magic Quadrant for Enterprise Network Firewalls](#)

Devices are fast-pathing connections without decryption at high rates

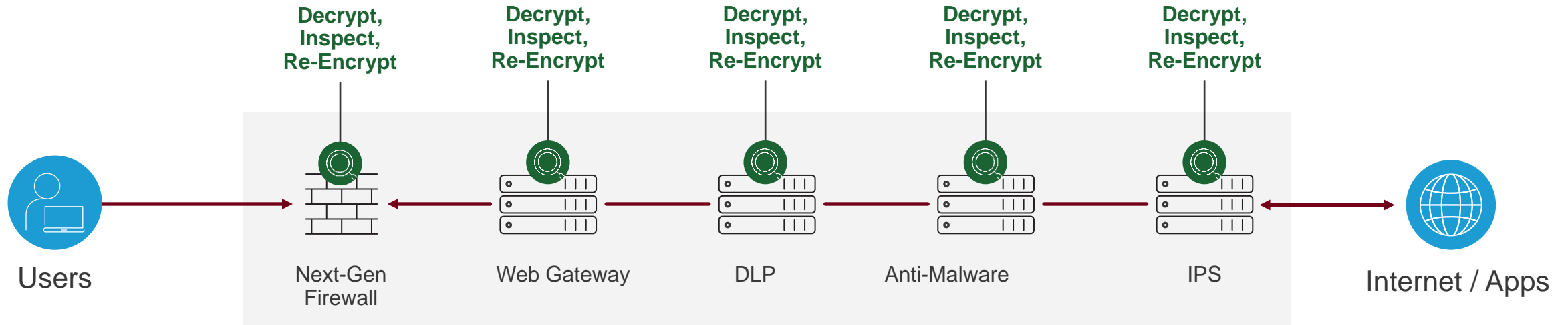
[Four reasons why SSL/TLS is blinding your security devices](#)



80% of page loads are now encrypted with SSL/TLS

Source: F5 Labs THE 2017 TLS TELEMETRY REPORT

The Challenges of Manual Daisy-chaining Devices



Complex deployment and troubleshooting burdens IT.



Multiple SSL/TLS decryption points creates inefficiencies.



Multiple points of failure and increased latency impacts availability.



Limited ability to adapt to changing network conditions is a risk.

SSL/TLS Decryption's Significant Performance Hit of NGFW and Web Proxy Products

Cisco Community: <https://community.cisco.com/t5/firepower/ssl-decryption-performance/td-p/2861268>



Degrades
Performance

"abysmal performance", 80% decrease in firewall throughput if enabled, etc, but no official information from Cisco.

"Cisco puts numbers for many things, just not for the SSL decryption on IDS appliances and that worries me. They do provide SSL decryption throughput for the dedicated SSL appliances. I will probably coerce our Cisco sales engineers to come with some figures. At this point I'm considering F5's for SSL offloading as they do provide the numbers and our implementation timeline is quite aggressive (so not time for guessing).

Almost 100% of the firewall traffic will be incoming SSL, with potentially 100k connections per day...."

Cisco Firepower Threat Defense (FTD)

Small and Midsized Business



ASA 5506-X / 5506W-X / 5506H-X /
5508-X / 5516-X

NGFWs for SMBs and distributed enterprises with integrated threat defense, a low TCO, and simplified security management.

Midrange



ASA 5525-X/ ASA 5545-X/
ASA 5555-X



Firepower
2110/2120

Firepower
2130/2140

Enterprise-class security for the internet edge, with superior threat defense, sustained performance, and simple management.

Enterprise



Firepower
4110/4120/4140/4150



Firepower 9300

From the internet edge to carrier grade security for data centers and other high-performance settings, with multiservice security, flexible architecture, and unified management.



Cisco WSA (Web Security Appliance)

Table 2. Cisco WSA Hardware Specifications

	Cisco S690	Cisco S690X	Cisco S680	Cisco S390	Cisco S380	Cisco S190	Cisco S170
Hardware Platform							
Form Factor	2RU	2RU	2RU	1RU	2RU	1RU	1RU

Table 3 lists specifications of the Cisco WSAV, and Table 4 lists those for the Cisco M-Series Content Security Management Appliance.

Table 3. Cisco WSAV

Model	Disk	Memory	Cores
S000v	250 GB	4 GB	1
S100v	250 GB	6 GB	2
S300v	1024 GB	8 GB	4
S600v	2.4 TB	24 GB	12
Servers		Hypervisor	
Cisco UCS Red Hat Enterprise Linux 7.0 Ubuntu 14.04.1 LTS		ESXi 5.0, 5.1, and 5.5 & 6.0 KVM: QEMU 1.5.3 KVM: QEMU 2.0.0	

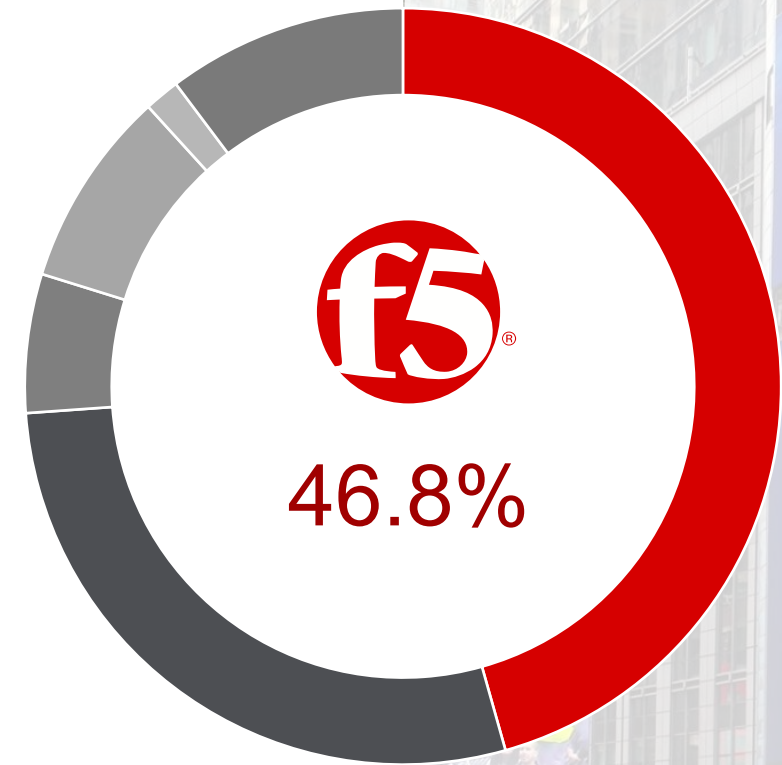
** Applicable to the features Web Rep, URL filtering, Sophos and Webroot only. Additional features like AMP, TG, would put this model in evaluation mode.

Table 4. Cisco M-Series Content Security Management Appliance

Model	Cisco M680	Cisco M380	Cisco M170
Users (approximately)	10,000+	Up to 10,000	Up to 1,000

F5-A Proven and Trusted Leader in SSL since 2001

Purpose Built	F5 develops its own native SSL stack
Scale	1.28M SSL TPS 640 Gbps of TpuT
Performance	Highest rating for performance-oriented SSL features
Technology	Only SSL mirroring and hybrid crypto offload
Secure	"A Grade" SSL rating out-of-the-box



Worldwide ADC Market Share 1Q 2018*

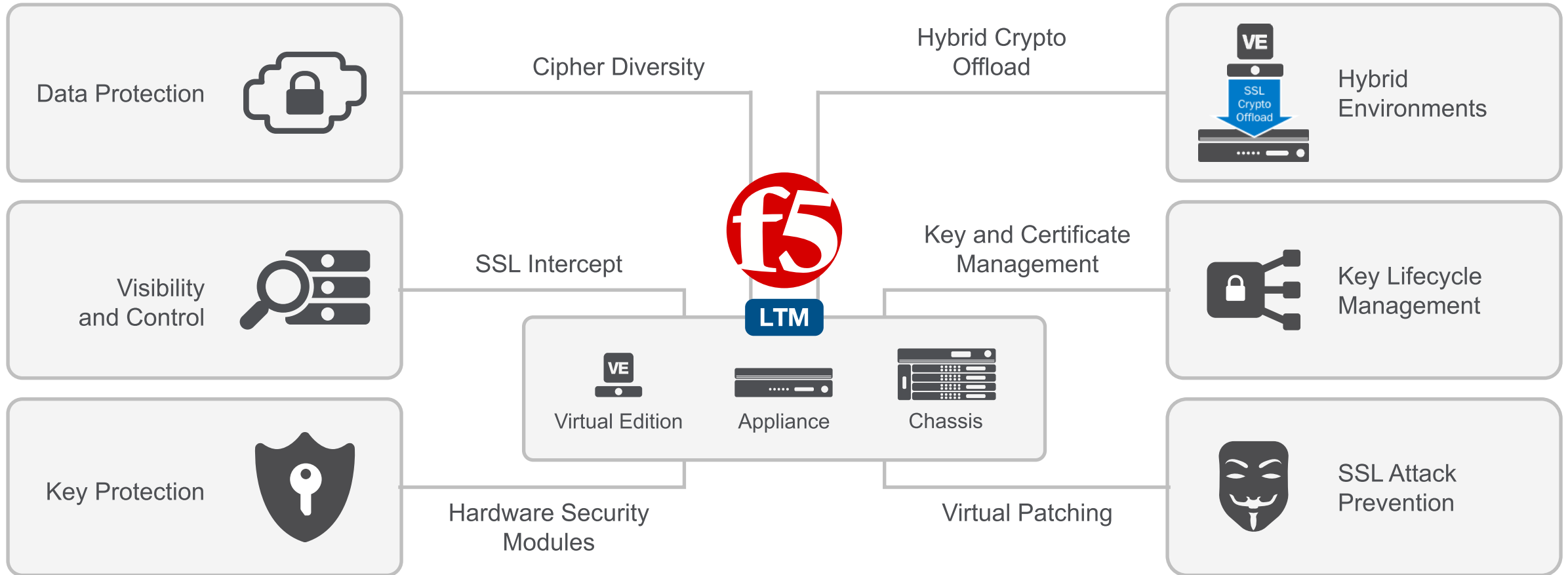
* Source IDC

Encryption and decryption are primary ADC use cases

Trusted by 49 OF THE FORTUNE 50 ALL 15 EXECUTIVE DEPARTMENTS OF THE US CABINET 10 OF THE TOP 10 "BEST" GLOBAL BRANDS

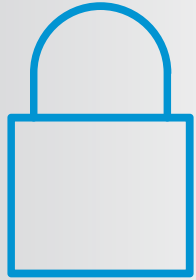
SSL Orchestrator: A Proven and Trusted Leader

Offering a complete range of enterprise-class SSL management features



SSL Orchestrator's Value Proposition

Every App, Anywhere Value Proposition



Consistent security policy applied across enterprise applications



Applications protected from encrypted threats

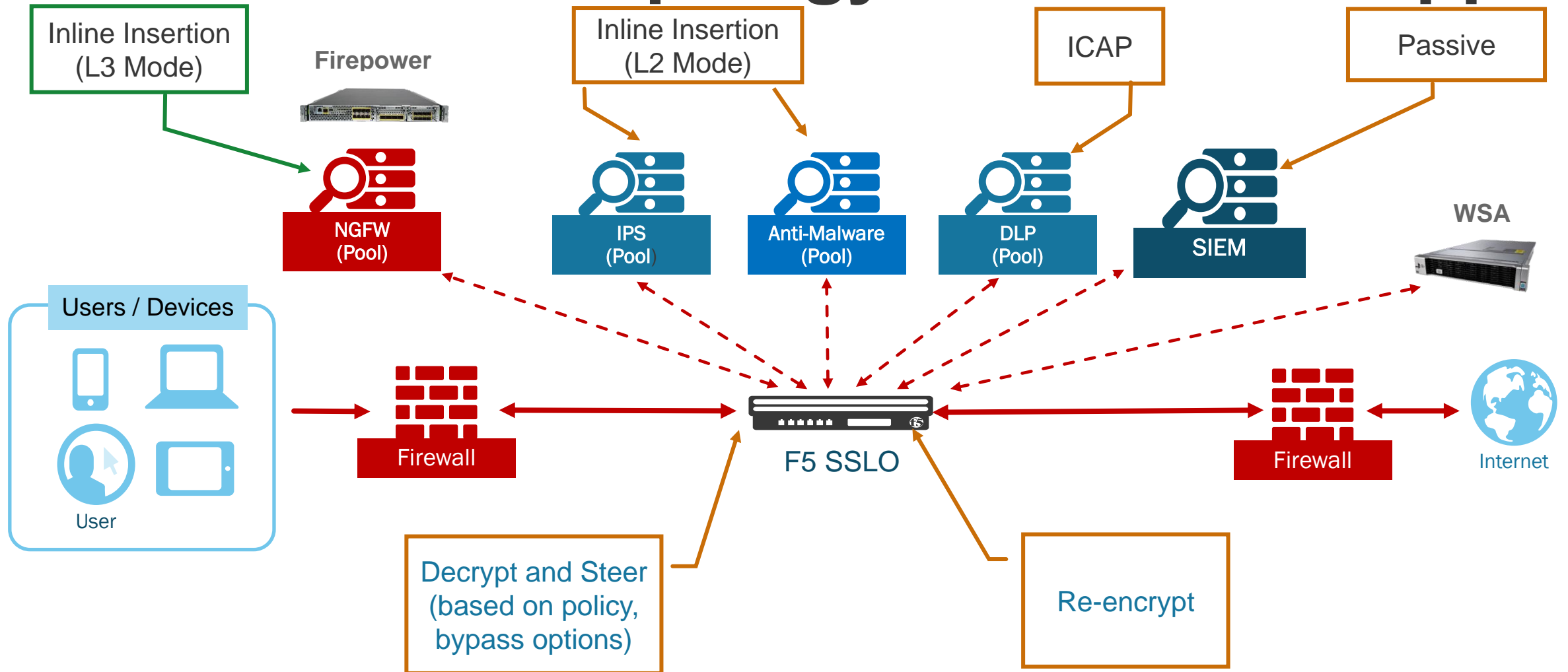


Application performance optimized



Visibility and monitoring of application health across the portfolio

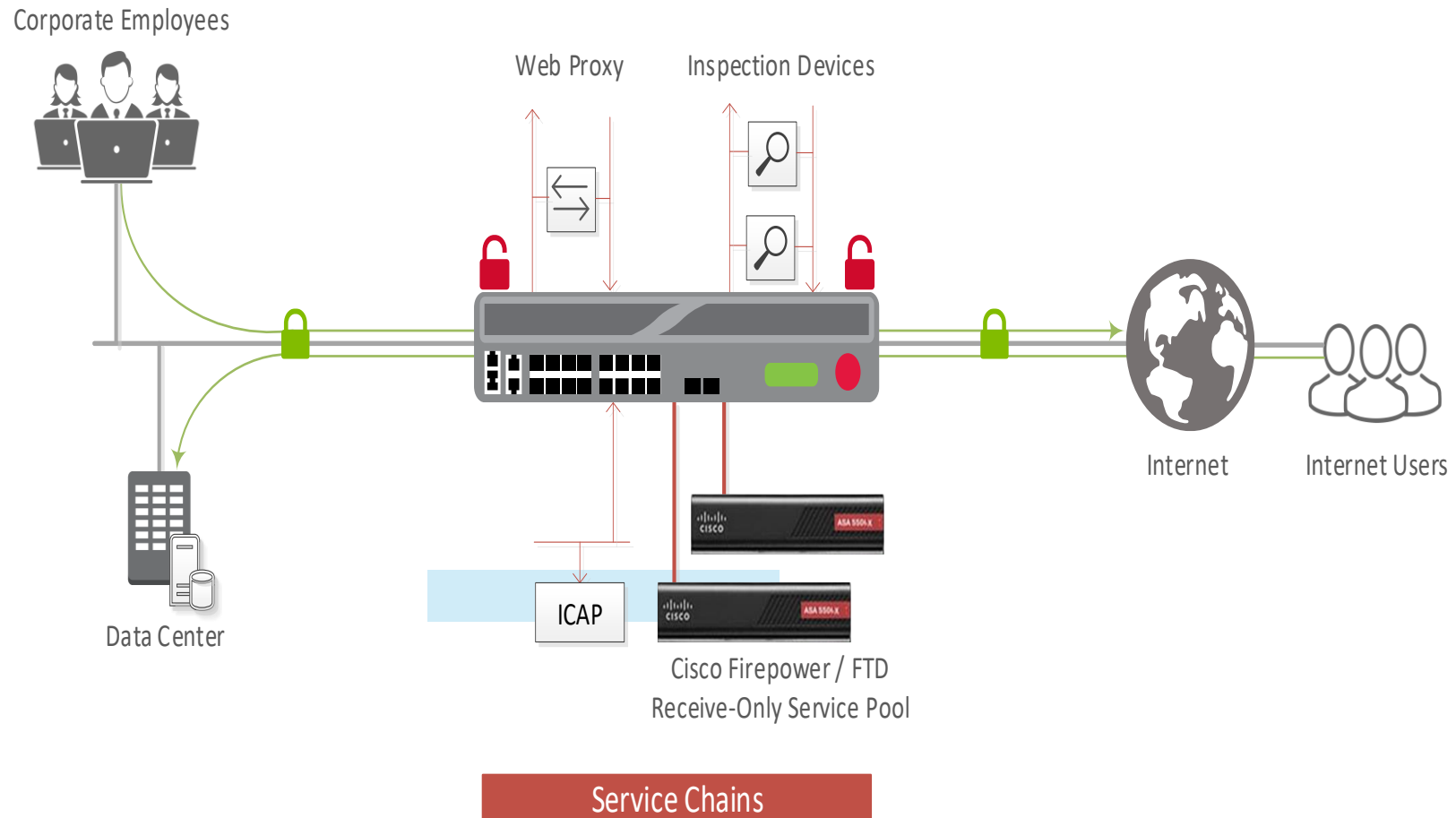
SSLO's Broad Topology and Device Support



F5 SSLO datasheet: <https://www.f5.com/pdf/products/ssl-orchestrator-datasheet.pdf>

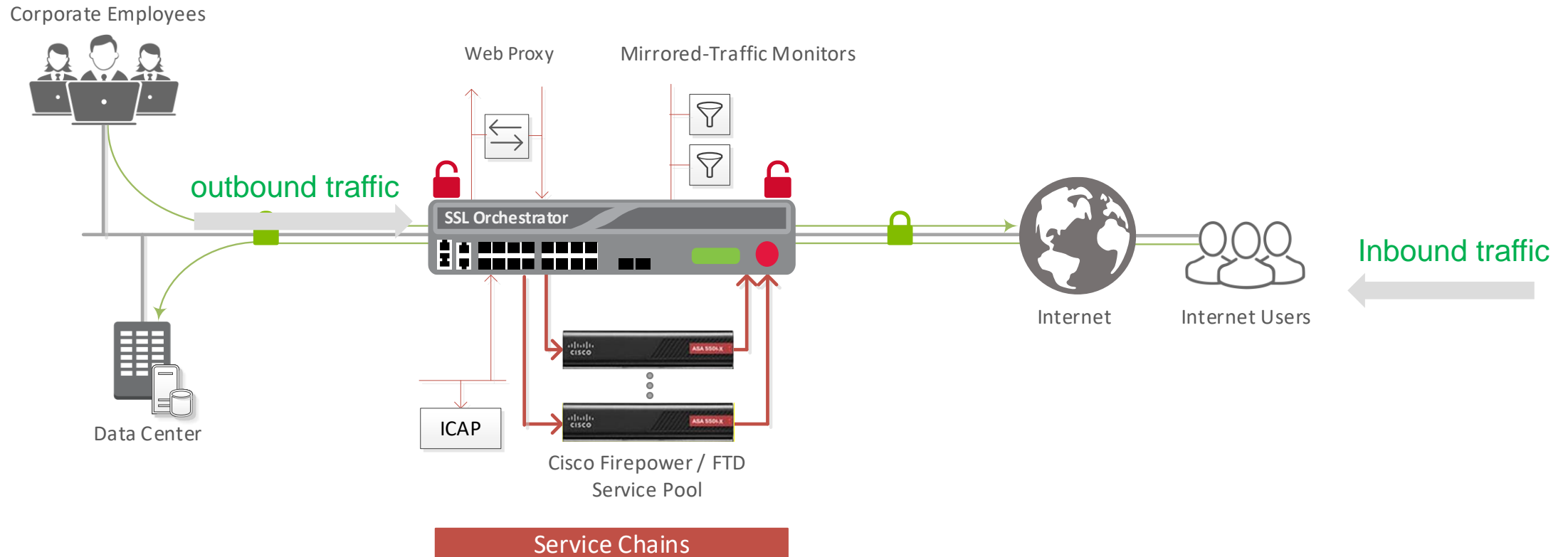
F5 SSL Orchestrator with Cisco Firepower Threat Defense

Configured in Monitor-only / TAP Mode (inbound or outbound)

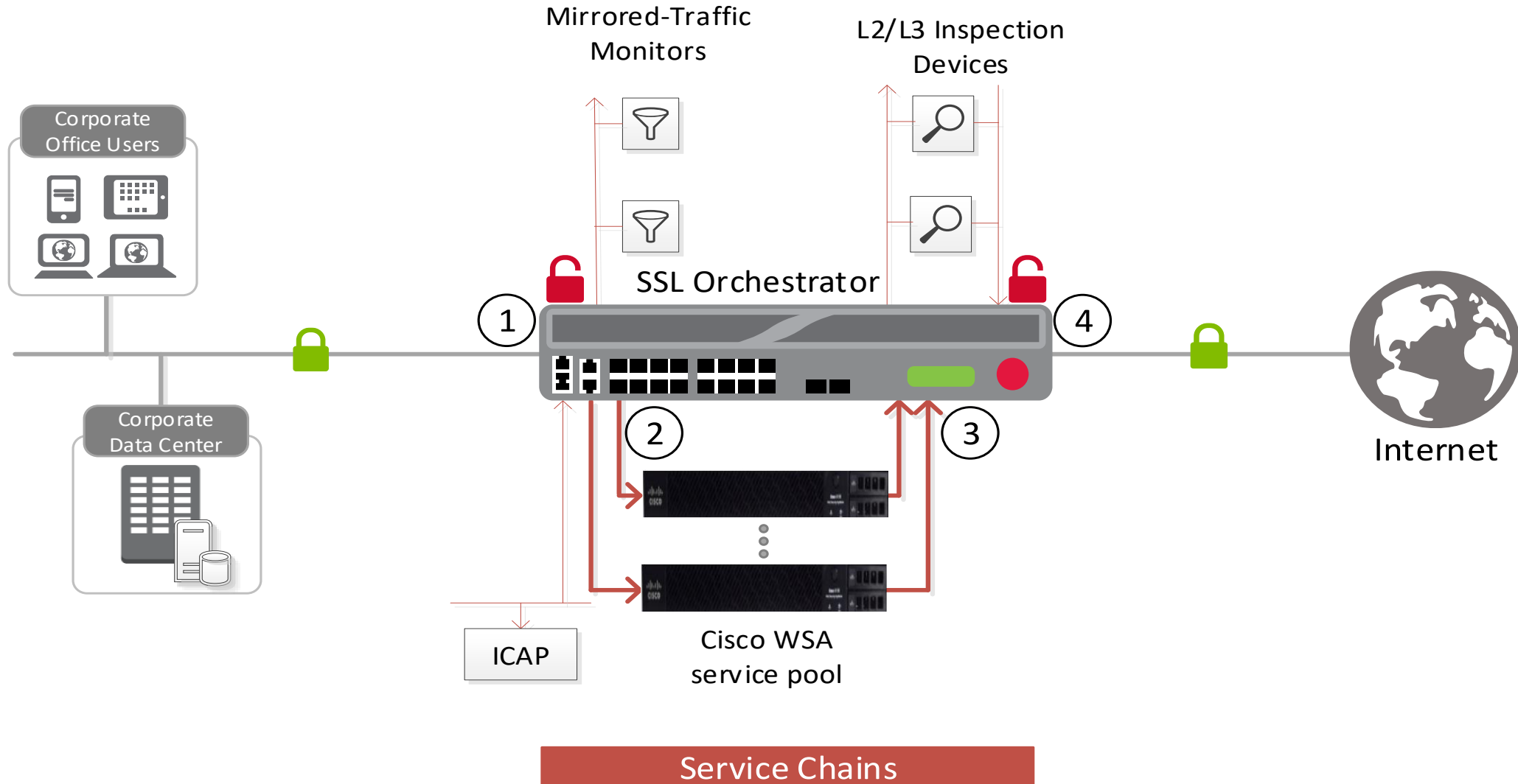


SSL Orchestrator-Firepower Threat Defense

Inline Mode (inbound and outbound)



F5 SSL Orchestrator With Cisco WSA In Service Chain



Value Proposition

When coupled with SSL Orchestrator, the Cisco Firepower and/or Cisco WSA's threat mitigation performance are optimized.

SSL Orchestrator can off-load compute-intensive workload of decrypting/re-encrypting network traffic to allow Cisco Security products to cost effectively scale

Bottomline, F5 SSL Orchestrator makes Cisco FTD and/or Cisco WSA look good in front of customers **by reducing TCO** and **avoiding potential “rip and replace”**.

Newsletter, YouTube & Partner Central

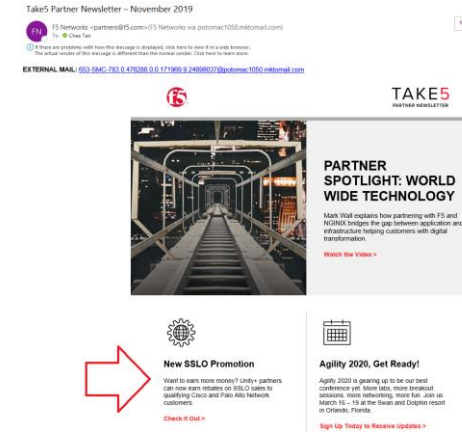
Lisa Citron's exclusive interview on SSLO Promotion

YouTube: https://youtu.be/Ckhw19x6m_Q



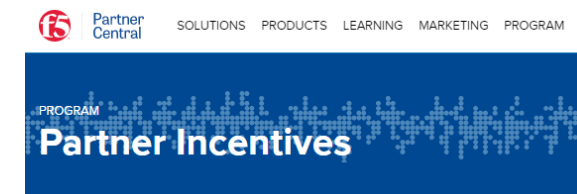
SSL Orchestrator Promotion for F5 Channel Partners

SSLO Promotion on Take5 Partner Newsletter



SSLO Promotion on Partner Central:

<https://tinyurl.com/savzuan>



NEW! SSLO Promotion

Earn more money in FY20 by selling SSLO! All Unity+ Partners can earn rebates on SSLO sales to qualifying Cisco and Palo Alto Network customers.

[Click here for additional information](#)

[Cisco/Palo Alto Networks Focus Customer Template](#)

https://partners.f5.com/Portals/4/Partner%20Central%20Assets/Program/Partner%20Incentives/SSLO%20Promotion%20Flier_110519.pdf

SSLO Promotion

1. Promotion Period: October 1, 2019 – September 30, 2020
2. Incentive: 5% rebate on eligible SSLO SKUs
3. Simple enrollment process by submitting focus customers (Cisco and/or Palo Alto Networks) list
4. F5 Partner Eligibility:
 - a. Any unity+ Partner; any tier, any theatre
 - b. Cisco Gold or Global Gold Certification or Palo Alto Networks Diamond Innovator Certification
 1. Available to confirm on Cisco website:
<https://locatr.cloudapps.cisco.com/WWChannels/LOCATR/openBasicSearch.do>
 2. Available to confirm on Palo Alto Networks website:
<https://locator.paloaltonetworks.com/>
5. **Stackable** and **no cap!** Participation in this promotion does not preclude partner from participating in or receiving any other incentive or financial benefit offering from F5.

URL:

https://partners.f5.com/Portals/4/Partner%20Central%20Assets/Program/Partner%20Incentives/SSL%20Orchestrator%20Promotion%20Brochure_2020.pdf



All F5 Unity+ Partners can earn rebates on F5 SSL Orchestrator sales to qualifying Cisco WSA, Cisco Firepower, and Palo Alto Networks NGFW customers.

Timing

- This promotion runs from October 1, 2019 through September 30, 2020.
- All qualifying opportunities must be booked by F5 no later than September 30, 2020 to qualify for this promotion.

Partner Eligibility

- F5 Unity+ Partners
- Cisco Gold or Global Gold Certified or Palo Alto Networks Diamond Innovator Certified

Focus Customers / Install Base

- Cisco Firepower
- Cisco Web Security Appliance
- Palo Alto Networks NGFW

Rebate Percentage

- Receive 5% backend rebates on qualifying SSL Orchestrator opportunities.
- Rebates will be paid quarterly.
- This can be combined with other rebates.

Qualifying Opportunities

- Only Partner Initiated Opportunities (PIOs) will qualify.
- Opportunity must be registered and approved in F5 Deal Registration.

Eligible SKUs

- Eligible SSL Orchestrator SKUs only; please see following page.

Terms & Conditions and additional details are posted on [Partner Central](#). (Login required)

Contact us at Partner@F5.com or visit Partner Central

Step 1 of 3: Simple Enrollment (“opt in”) Process

Channel Partner



*Cisco Gold and / or
PANW Diamond certified*



Focus Cisco customers

ASA customers

FTD customers

Firepower customers

WSA customers

and / or

**Focus PANW
NGFW
customers**

Company 1

Company 2

Company 3



Channel Partner	<insert channel partner co name>								
FS CAM	<insert name of the Partner Act>								
Theatre	<insert name of the FS Theatre>								
Target Accounts	Opportunity Name/Description/Deal Size	Channel Sales Team (Acct Mgr/SE)	FS Sales Team (Acct Mgr/SE)	Deal Registration Date	Notes	FS SFDC Opportunity URL	Channel Partner's CRM Opportunity URL	Last Update Date	
<insert Cisco customer name>									
<insert Palo customer name>									

Send the sample Focus Customers Template (<https://tinyurl.com/vq3hsve>) to F5 channel manager, chee.tan@f5.com and copy

Partners@F5.com

No agreement to sign

Step 2 of 3: Follow F5's Deal Registration

Regular sync on PLO
SSLO Opportunities



Deal register PLO SSLO opportunities
through F5 Partner Central's



Partner
Central

<https://partners.f5.com/>

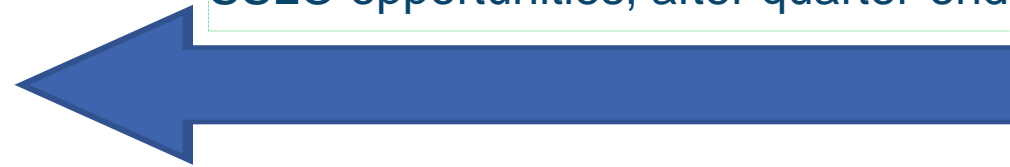


Step 3 of 3: SSLO Promotion Quarterly Payout

Channel Partner



F5 Payout 5% PIO
SSLO opportunities, after quarter-end



Promotion Period: October 1, 2019 – September 30, 2020

Summary: 3 Simple Steps to Earn Extra 5%

1. Eligible channel partner to submit focus Cisco and/or Palo Alto Networks customers list to F5 Channel Partner Manager to opt in SSLO Promotion. **No agreement to sign.**
 - a) Channel partner sends focus customers list to F5 Channel Manager, chee.tan@f5.com and Partners@f5.com
 - b) **Setup bi-weekly channel-F5 cadence** for F5 **to assist** channel partners to close SSLO deals and **update tracking spreadsheet**
2. Deal register PIO SSLO opportunities (follow existing F5 Partner Central Deal Registration process)
3. F5 to pay out participating channel partner 5% of the closed-won PIO SSLO transaction amount (net to F5) after quarter-end. **Stackable** and **no cap!**

Promotion Period: October 1, 2019 – September 30, 2020

Sample Calculations on the **Stackable** and **no-cap** 5% SSLO Promotion rebate

Per SSLO Transaction Amount (net to F5):	\$200,000	\$300,000	\$400,000	\$500,000	\$1,000,000
1 transaction :	\$10,000	\$15,000	\$20,000	\$25,000	\$50,000
2 transactions :	\$20,000	\$30,000	\$40,000	\$50,000	\$100,000
3 transactions :	\$30,000	\$45,000	\$60,000	\$75,000	\$150,000
...
10 transactions :	\$100,000	\$150,000	\$200,000	\$250,000	\$500,000

Ways to Generate Focus Customer List

- One way to generate the initial focus customer list is to apply search criteria in sales database with the following key words:
 - Cisco Security Products models and SKUs provided after the Appendix slide
 - Palo Alto Networks NGFW models and SKUs provided after the Appendix slide
 - Annual spent of \$xxx (e.g. \$40K) on Cisco Security products or Palo Alto Networks NGFW products
- Alternatively, channel partner could launch SSLO Promotion marketing campaign (e.g. webinar, field events, etc.) to increase the size of SSLO pipeline

Marketing of the SSLO-Cisco Joint Solutions

- There are many marketing options to be explored with your channel partners.

WEBINAR
6/4 @ 9:30A CDT AND 6/5 @ 3:30P CDT

LEARN HOW TO PROTECT YOURSELF FROM SECURITY THREATS



World Wide Technology




PRESIDIO®
Future. Built.




WHAT YOU CAN'T SEE CAN HURT YOU

How F5 Augments your Cisco Security with Enhanced SSL Visibility

Join us on our BrightTALK Channel to hear from our experts.

Thursday, May 23 | 10:30 AM ET




WEBINAR INVITATION

Joint Security Solutions that Protect your Business
- F5 Networks, Cisco, and SHI

Tuesday, December 3rd, 2019 | 8:00AM PST


REGISTER NOW

Coming soon...



Date / Time: <tbd> :
Insight-led SSLO-Cisco Security Joint Solutions webinar

Coming soon...



Date / Time: <tbd>
Sirius-led SSLO-Cisco Security Joint Solutions webinar

SSLO-Cisco Security Turn-key

- Turn-key SSLO-Cisco Security joint solutions PowerPoint content available to participating channel partners to deliver webinar(s) or presentations

- Previously recorded channel-led SSLO-Cisco Security joint solutions webinars in NA:
 - Presidio-led SSLO-Cisco Security Joint Solutions webinars: <https://www.presidio.com/page/720/brighttalk-channel>
 - WWT-led SSLO-Cisco Security Joint Solutions webinars: <https://www.youtube.com/watch?v=IGSRdHWAzpk&feature=youtu.be>
 - SHI-led SSLO-Cisco Security Joint Solutions webinars: <https://gateway.on24.com/wcc/eh/1140560/lp/2119372/joint-security-solutions-that-protect-your-business-with-f5-networks-cisco-and-shi>

F5-Cisco Security Joint Solutions

COLLATERAL, VIDEOS AND DEMOS

Below is F5's Technology Alliances page featuring the Cisco-F5 partnership:

<https://www.f5.com/partners/technology-alliances/cisco>

Joint Solution Overview:

- F5 SSLO-Cisco Firepower Joint Solution Overview: <https://www.f5.com/pdf/solution-center/f5-ssl-orchestrator-and-cisco-firepower-ngfw.pdf>
- F5 SSLO-Cisco WSA Joint Solution Overview: <https://www.f5.com/pdf/solution-center/f5-ssl-orchestrator-and-cisco-wsa-joint-solution-overview.pdf>
- **Joint Recommended Deployment Practices guides:**
 - <https://www.f5.com/pdf/products/ssl-cisco-firepower-recommended-practices.pdf>
 - <https://www.f5.com/pdf/solution-center/f5-ssl-orchestrator-and-cisco-wsa-recommended-practices.pdf>

Lightboard Videos:

- F5 SSLO-Cisco FTD Joint Solution Lightboard Video lesson: < URL: <https://youtu.be/8rmvtj59I6A>>
- F5 SSLO-Cisco WSA Joint Solution Lightboard Video lesson: < URL: <https://youtu.be/AWG21o5uuts>>

Blog Posts:

- SSLO-Firepower blog post: <https://www.f5.com/company/blog/f5-ssl-orchestrator-and-cisco-firepower-ngfw-better-together>
- SSLO-WSA blog post: <https://www.f5.com/company/blog/peering-into-and-protecting-against-what-you-cant-see>

Recorded Channel-led webinars:

- Recorded Presidio-led webinar: <https://www.presidio.com/page/720/brighttalk-channel>
- Recorded WWT-led webinar: <https://www.youtube.com/watch?v=IGSRdHWAzpk&feature=youtu.be>
- Recorded SHI-led webinar: <https://gateway.on24.com/wcc/eh/1140560/lp/2119372/joint-security-solutions-that-protect-your-business-with-f5-networks-cisco-and-shi>

F5 SSLO-Cisco Security Voice-over demos (Youtube Unlisted URLs):

Cisco Firepower-F5 SSL Orchestrator Voice-over Demo: <https://youtu.be/Z3rwjDMpB8U>

Cisco WSA-F5 SSL Orchestrator Voice-over Demo: https://youtu.be/TkQ1HfCQk_E

F5 SSLO-Cisco Security Muted demos (Youtube Unlisted URLs):

Cisco Firepower-F5 SSL Orchestrator Muted Demo: <https://youtu.be/X0s6V7v7RRA>

Cisco WSA-F5 SSL Orchestrator Muted Demo: <https://youtu.be/sq68GCt5qnQ>

F5-Palo Alto Networks Joint Solution

COLLATERAL

F5-Palo Alto Networks Joint Recommended Deployment Practices Guide:

URL: <https://www.f5.com/pdf/solution-center/f5-ssl-orchestrator-and-palo-alto-networks-next-gen-firewall-solution.pdf>

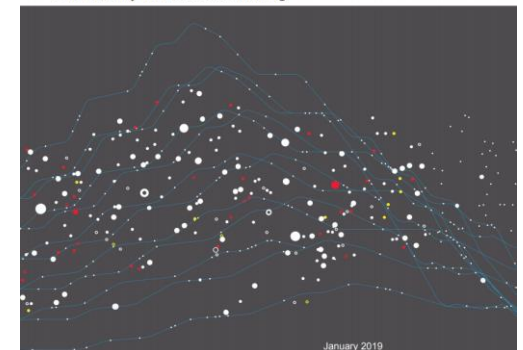
Positioning of SSLO-Cisco and SSLO-PANW Joint Solutions

THIS IS NOT A COMPETITIVE TAKE OUT CAMPAIGN. To the contrary, SSLO is designed to off-load compute intensive decryption/encryption tasks from security devices like firewall, web proxy, DLP, sandbox, etc. **It is a complementary joint solution** to Cisco and Palo Alto Networks' security products.

- Cisco is a strategic partner of F5, granted Preferred Cisco Solution Partner status, engaging go-to-market strategy through global mutual channel partners
- While Palo Alto Networks is not a strategic partner of F5, we maintain a technical channel of communication at the corporate level to support mutual prospects and customers interested in the SSLO-PANW NGFW joint solution



RECOMMENDED DEPLOYMENT PRACTICES
The F5 SSL Orchestrator and Palo Alto Networks Next-Gen Firewall Solution:
SSL Visibility with Service Chaining



SSLO Promotion FAQ

TO BE UPLOADED TO PARTNER CENTRAL SOON

- Any SSLO Promotion related questions, please send them to Partners@f5.com and copy Chee.Tan@f5.com.
- The FAQ document for SSLO Promotion is drafted and under reviewed by all Theaters.

URL:

<https://partners.f5.com/Portals/4/Partner%20Central%20Assets/Program/Partner%20Incentives/SSLO%20Promotion%20FAQ%20120419.pdf>

Q. What Unity+ Partner tiers are eligible to participate in the SSLO promotion?

A. All Unity+ partner tiers are eligible to participate in the SSLO promotion.

Q. Are there any other Partner requirements?

A. Yes. Participating partners must be either Cisco Gold or Cisco Global Gold Certified; or Palo Alto Networks Diamond Innovator Certified.

Q. What are the benefits of participating in this promotion?

A. Eligible Partners with qualifying opportunities and SKUs can earn a 5% rebate calculated on F5 net bookings. Rebates are paid quarterly.

Q. How long is this promotion running?

A. This promotion is running through all of F5's fiscal year 2020; October 1, 2019 to September 30, 2020. Opportunities must book with in the fiscal year to qualify.

Q. Are Partners required to sign any additional contracts or MOUs to participate?

A. No. This promotion is considered an "opt in" promotion. If a Partner wishes to participate, providing they meet the qualifications, they may. They must also follow the criteria and process for eligible customers and opportunities outlined in this FAQ and the promotional details posted on Partner Central.

Q. How is Cisco / Palo Alto certification verified?

A. Cisco certification can be verified by going to: <https://locatr.cloudapps.cisco.com/WWChannels/LOCATR/openBasicSearch.do>

Palo Alto Networks certification can be verified by going to: <https://locator.paloaltonetworks.com/>

Q. What types of customers qualify for this promotion?

A. Customers should be focus customers within Cisco's and/or Palo Alto Network's install base.

Q. How does a Partner opt-in to this promotion?

A. **Step 1** – Partner submits focus customer list to F5 at Partners@F5.com, Chee.Tan@F5.com, and your Partner Account Manager for review. Customer submission template is located on Partner Central (<https://partners.f5.com/Program/Incentives/new-sslo-promotion-35202>) Login required.

Step 2 – Register your opportunity in F5's Deal Registration Program. **Only approved registrations can qualify for the SSLO Promotion.**

Step 3 – Once the quarter has ended, let F5 know which opportunities have closed so that we may validate the sale and calculate your rebate.

Q. What types of opportunities qualify for this promotion?

A. Qualifying opportunities must use eligible SSLO SKUs. Eligible SKUs are posted on Partner Central in the SSLO Promotion Details document. Login required.

Qualifying opportunities may only be Partner Identified Opportunities ("PIO") and must be registered and approved in F5's Deal Registration Program.

Q. How will Partners receive their rebate?

A. Once the quarter has ended, F5 will verify if any of your approved customers booked SSLO opportunities within the F5 fiscal quarter and calculate the rebate:

- Q1 – October 1 through December 31
- Q2 – January 1 through March 31
- Q3 – April 1 through June 30
- Q4 – July 1 through September 30

At this time, F5 is working with a 3rd party to automate payments to our Partners that qualify for a rebate through this promotion. As a result, this may require you, the Partner organization, to register with and provide banking information to the 3rd party vendor so that ACH/wire transfers may be completed.

If this will not be the method of payment for this promotion, F5 will contact participating Partners with additional information and instructions on how to submit a claim for a rebate.

Q. When will Partners receive their rebate?

A. Depending on the payment method, Partners should expect to receive their rebate within 6-8 weeks of the close of the previous quarter.

1. Identify Cisco Firepower, Cisco WSA and Palo Alto Networks NGFW customers in your

territory Call to Action

2. Leverage existing SSLO-Cisco Security turn-key webinar content for any presentations or field events to generate qualified leads
3. Engage qualified leads and promote SSLO-WSA, SSLO-Firepower and SSLO-Palo Alto Networks NGFW joint solutions
4. Leverage SSLO-Cisco Security collateral and resources available to you to qualify SSLO opportunities in Cisco accounts in your territory
5. Always position SSL Orchestrator as a complementary joint solution in Cisco accounts
6. Register your deal and inform F5 on qualified SSLO deals
7. Submit your SSLO Promotion claim upon closing the SSLO deal

Please contact:

Questions?

Paul Reinke, Technical BDM Westcon

Paul.Reinke@Westcon.com

SSLO Promotion SKU's

STANDALONE; DOES NOT INCLUDE BUNDLES

Eligible

SSLO Standalone SKU	Product	List Price
F5-BIG-SSLO-VE-08V18	SSLO VE v8 vCPU	\$24,995
F5-BIG-SSLO-VE-16V18	SSLO VE 16 vCPU	\$46,995
F5-ADD-BIG-SSLO-VE04	'<Only allowed on the SSLO VE Standalones. This SKU allows you to add 4 additional virtual CPUs>	\$10,995
F5-BIG-SSLO-I2800	SSLO i2800	\$30,995
F5-BIG-SSLO-I5800	SSLO i5800	\$70,995
F5-BIG-SSLO-I10800	SSLO i10800	\$114,995
F5-BIG-SSLO-I11800	SSLO i11800	\$171,995
F5-BIG-SSLO-I15800	SSLO i15800	\$449,995
F5-BIG-SSLO-I15800-N	SSLO i15800-N	\$449,995

SKU-Add SKU	SSLO ADD Product	List Price
F5-ADD-BIG-SSLO-VE-1	VE 1G	\$4,995
F5-ADD-BIG-SSLO-VE-2	VE 10G	\$8,395
F5-ADD-BIG-SSLO-1	2000, i2000 Series	\$8,395
F5-ADD-BIG-SSLO-2	4000, i4000 Series	\$12,595
F5-ADD-BIG-SSLO-3	5000, i5000, 7000, i7000 Series	\$26,395
F5-ADD-BIG-SSLO-4	10000, i10000, 11000, i11000 Series	\$46,795
F5-ADD-BIG-SSLO-5	i15000 Series	\$122,995

Note: Subject to change due to new releases or EoL of SSLO SKUs

Eligible Cisco Security Products

- ASA
- Firepower
- Firepower Threat Defense
- Web Security Appliance
- WSA

Cisco Web Security -- ordering guide for GPL:

<https://www.cisco.com/c/en/us/products/collateral/security/cloud-web-security/guide-c07-736675.pdf>

Cisco ASA & FTD -- ordering guide:

<https://www.cisco.com/c/en/us/products/collateral/security/firepower-8000-series-appliances/guide-c07-737902.pdf>

Eligible Cisco Security Products



ASA, FTD and WSA Part Numbers				ASA, FTD or WSA Software Subscription Part Numbers		
FPR1010-BUN	FPR120-AMP-K9	ASA525-FTD-BUN	ASA516-FPWR-K9	FPR1010*	L-ASA506WT-AMP*	L-ASA5512*
FPR1010-FTD-HA-BUN	FPR125-ASA-K9	ASA545-FTD-BUN	ASA516-FPWR-K9	FPR1010T*	L-ASA506HT-TMC*	L-ASA5515*
FPR1120-BUN	FPR125-NGFW-K9	ASA555-FTD-BUN	ASA525-FPWR-K9	FPR1120*	L-ASA506HT-TP*	L-ASA5525*
FPR1120-FTD-HA-BUN	FPR125-NGIPS-K9	ASA506-FTD-HA-BUN	ASA545-FPWR-K9	L-FPR1120T*	L-ASA506HT-URL*	L-ASA5545*
FPR1140	FPR140-ASA-K9	ASA506-FTD-HA-BUN	ASA555-FPWR-K9	L-FPR1140*	L-ASA506HT-TC*	L-ASA5555*
FPR1140-FTD-HA-BUN	FPR140-NGFW-K9	ASA516-FTD-HA-BUN	TMC1500-K9	L-FPR1140T*	L-ASA506HT-TM*	L-ASA5585*
FPR2110-NGFW-K9	FPR140-NGIPS-K9	ASA525-FTD-HA-BUN	TMC2500-K9	L-FPR1010T-AMP*	L-ASA506HT-AMP*	L-ASA5506*
FPR2120-NGFW-K9	FPR140-AMP-K9	ASA545-FTD-HA-BUN	TMC4500-K9	L-FPR1010T-T*	L-ASA508T-TMC*	L-ASA5516*
FPR2130-NGFW-K9	FPR145-ASA-K9	ASA555-FTD-HA-BUN	TMC1500-K9	L-FPR1010T-TC*	L-ASA508T-TP*	L-ASA5512*
FPR2140-NGFW-K9	FPR145-NGFW-K9	ASA525-FPWR-BUN	TMC2500-K9	L-FPR1010T-TM*	L-ASA508T-URL*	L-ASA5515*
FPR2110-ASA-K9	FPR145-NGIPS-K9	ASA525-FPWR-K9	TMC4500-K9	L-FPR1010T-URL*	L-ASA508T-TC*	L-ASA5525*
FPR2120-ASA-K9	FPR150-ASA-K9	ASA506-FTD-BUN	TS-VMM-3-SW-K9	L-FPR1120T-AMP*	L-ASA508T-TM*	L-ASA5545*
FPR2130-ASA-K9	FPR150-NGFW-K9	SP-ASA-X-3-K9	TS-VMM-2-SW-K9	L-FPR1120T-T*	L-ASA508T-AMP*	L-ASA5555*
FPR2140-ASA-K9	FPR150-NGIPS-K9	SP-FPS-3-L-K9	TS-VMM-10-SW-K9	L-FPR1120T-TC*	L-ASA516T-TMC*	L-ASA5585*
FPR2110-BUN	FPR150-AMP-K9	ASA506-FTD-BUN	SP-FMC-VMM-K9	L-FPR1120T-TM*	L-ASA516T-TP*	L-ASA506-SEC-PL=
FPR2120-BUN	FPR-C0300-AC	ASA500-ENC-K9-K9	SP-FMC-VMM-2-K9	L-FPR1120T-TMC*	L-ASA516T-URL*	L-ASA5512-SEC-PL=
FPR2130-BUN	FPR-K-SM-K9	ASA500X-SSC-120-K9	SP-FMC-VMM-10-K9	L-FPR1120T-URL*	L-ASA516T-TC*	L-FP-VRT*
FPR2140-BUN	FPR-K-SM-K9	ASA525-K9	SP-FMC-KVM-K9	L-FPR1140T-AMP*	L-ASA516T-TM*	
FPR2110-FTD-HA-BUN	FPR-K-NM-4X400	FS750-K9	SP-FMC-KVM-2-K9	L-FPR1140T-T*	L-ASA516T-AMP*	
FPR2120-FTD-HA-BUN	FPR-K-NM-4X100	SP-FPS-2-K9	SP-FMC-KVM-10-K9	L-FPR1140T-TC*	L-ASA525T-TMC*	
FPR2130-FTD-HA-BUN	FPR-K-ASA-SC-100	SP-FP-POWER-K9	TMCVIR-ENC-K9	L-FPR1140T-TM*	L-ASA525T-TP*	
FPR2140-FTD-HA-BUN	FPR-K-SM-K9	ASA506-FPWR-BUN	L-FMCVIR-ENC-K9	L-FPR1140T-TMC*	L-ASA525T-URL*	
L-FR2K-ENC-K9	FPR-K-SM-K9	ASA506-FTD-BUN	TMC1500-K9	L-FPR1140T-URL*	L-ASA525T-TC*	
FPR2K-ENC-K9	FPR-K-SM-K9	ASA516-FPWR-BUN	L-FMC1K-ENC-K9	FPR21*	L-ASA525T-TM*	
FPR4110-BUN	FPR-K-SM-K9	ASA525-FPWR-BUN	TMC2K-ENC-K9	FPR41*	L-ASA525T-AMP*	
FPR4120-BUN	FPR-K-SM-K9	ASA555-FPWR-BUN	L-FMC2K-ENC-K9	L-FPR411*	L-ASA545T-TMC*	
FPR4130-BUN	FPR-K-SM-K9	ASA555-FPWR-BUN	TMC4K-ENC-K9	L-FPR412*	L-ASA545T-TP*	
FPR4140-BUN	FPR-K-SM-K9	ASA555-FPWR-BUN	TMC4K-ENC-K9	L-FPR414*	L-ASA545T-URL*	
FPR4150-BUN	FPR-C0300-LX	ASA506-SEC-BUN-K9	L-FMC4K-ENC-K9	L-FPR4150T*	L-ASA545T-TC*	
FPR4110-FTD-HA-BUN	FPR-C0300-LX	ASA506-SEC-BUN-K9	WSA-S105-K9	L-FPR4110T*	L-ASA545T-TM*	
FPR4125-BUN	FPR-KT-SM	ASA506H-SP-BUN-K9	WSA-S395-K9	L-FPR4115T*	L-ASA545T-AMP*	
FPR4135-BUN	FPR-KT-SM44-HA-BUN	ASA506H-SP-BUN-K9	WSA-S695-K9	L-FPR4120T*	L-ASA555T-TMC*	
FPR4140-FTD-HA-BUN	FPR-KT-SM44-HA-BUN	ASA506H-SP-BUN-K9	WSA-S695-K9	L-FPR4125T*	L-ASA555T-URL*	
FPR4150-FTD-HA-BUN	FPR-KT-SM48-HA-BUN	ASA506H-SP-BUN-K9	SMA-M195-K9	L-FPR4140T*	L-ASA555T-TC*	
FPR4115-FTD-HA-BUN	FPR-KT-SM55-HA-BUN	ASA506H-SP-BUN-K9	SMA-M395-K9	L-FPR4145T*	L-ASA555T-TM*	
FPR4125-FTD-HA-BUN	FPR-KT-SM55-HA-BUN	ASA506H-SP-BUN-K9	SMA-M695-K9	L-FPR4150T*	L-ASA555T-AMP*	
FPR4135-FTD-HA-BUN	FPR-KT-SM	ASA506-K9	SMA-M695-K9	L-FPR9K-24T-T*	ASA55??-FPWR-BUN	
FPR4145-FTD-HA-BUN	ASA506-FTD-K9	ASA516-FPWR-K9		L-FPR9K-36T*	ASA55??-FP-UPG	
FPR4110-ASA-K9	ASA506H-FTD-K9	ASA516-FPWR-K9		L-FPR9K-40T*	L-ASA506-TA*	
FPR4110-NGFW-K9	ASA506-FTD-K9	ASA525-FPWR-K9		L-FPR9K-44T*	L-ASA506-URL*	
FPR4110-NGIPS-K9	ASA525-FTD-K9	ASA555-FPWR-K9		L-FPR9K-48T*	L-ASA506-TAC*	
FPR4110-AMP-K9	ASA525-FTD-K9	ASA555-FPWR-K9		L-FPR9K-56T*	L-ASA506-TAM*	
FPR4120-ASA-K9	ASA545-FTD-K9	ASA506-K9		L-ASA506T-TMC*	L-ASA506-TAMC*	
FPR4110-ASA-K9	ASA506-FTD-K9	ASA506H		L-ASA506T-T*	L-ASA506*	
FPR4115-NGFW-K9	ASA506-FTD-BUN	ASA506H-SP-BUN-K9		L-ASA506WT-TP*	L-ASA506W*	
FPR4115-NGIPS-K9	ASA506H-FTD-BUN	ASA506H-SP-BUN-K9		L-ASA506WT-URL*	L-ASA506H*	
FPR4120-NGFW-K9	ASA506-FTD-BUN	ASA506H		L-ASA506WT-TC*	L-ASA508*	
FPR4120-NGIPS-K9	ASA516-FTD-BUN	ASA506H		L-ASA506WT-TM*	L-ASA516*	

Eligible Palo Alto Networks NGFW Models



Model	Part Name	Description	List Price	Model	Part Name	Description	List Price
PA-220	PAN-PA-220	Palo Alto Networks PA-220	\$1,000	PA-5060	PAN-PA-5060-NEBS-D	AC version of NEBS Compliant Palo Alto Networks PA-5060 with redundant AC power supplies and dual 240GB SSD drive	\$137,500
PA-220R	PAN-PA-220R	Palo Alto Networks PA-220R	\$2,900	PA-5060	PAN-PA-5060-SSD2-D	Redundant AC power supply and dual 240GB SSD drive	\$134,000
PA-500	PAN-PA-500-UPG-2GB	2GB Memory Upgrade Kit for PA-500 Only. Cannot be installed on a PA-500-2GB (this unit already has 2GB memory).	\$400	PA-5220	PAN-PA-5220-AC	Palo Alto Networks PA-5220 with redundant AC power supplies	\$50,000
PA-820	PAN-PA-820	Palo Alto Networks PA-820	\$4,500	PA-5220	PAN-PA-5220-DC	Palo Alto Networks PA-5220 with redundant DC power supplies	\$50,000
PA-850	PAN-PA-850	Palo Alto Networks PA-850	\$9,500	PA-5250	PAN-PA-5250-AC	Palo Alto Networks PA-5250 with redundant AC power supplies	\$100,000
PA-3020	PAN-PA-3020	Palo Alto Networks PA-3020	\$14,000	PA-5250	PAN-PA-5250-DC	Palo Alto Networks PA-5250 with redundant DC power supplies	\$100,000
PA-3050	PAN-PA-3050	Palo Alto Networks PA-3050	\$24,000	PA-5260	PAN-PA-5260-AC	Palo Alto Networks PA-5260 with redundant AC power supplies	\$180,000
PA-3060	PAN-PA-3060	Palo Alto Networks PA-3060	\$36,000	PA-5260	PAN-PA-5260-DC	Palo Alto Networks PA-5260 with redundant DC power supplies	\$180,000
PA-3220	PAN-PA-3220	Palo Alto Networks PA-3220 with redundant AC power supplies	\$18,000	PA-5280	PAN-PA-5280-AC	Palo Alto Networks PA-5280 with redundant AC power supplies	\$200,000
PA-3250	PAN-PA-3250	Palo Alto Networks PA-3250 with redundant AC power supplies	\$25,000	PA-5280	PAN-PA-5280-DC	Palo Alto Networks PA-5280 with redundant DC power supplies	\$200,000
PA-3260	PAN-PA-3260	Palo Alto Networks PA-3260 with redundant AC power supplies	\$36,000	PA-7000	PAN-PA-7000-20G-NPC	PA-7000 Network Processing Card with 12x10/100/1000 RJ-45 Ethernet, 8x1GbE SFP and 4x10GbE SFP+, 4M sessions.	\$150,000
PA-5020	PAN-PA-5020-SSD2-D	Redundant AC power supply and dual 240GB SSD drive	\$44,000	PA-7000	PAN-PA-7000-20GQ-NPC	PA-7000 Network Processing Card with 12x10GbE SFP+ and 2x40GbE QSFP+ interfaces, 4M sessions.	\$150,000
PA-5020	PAN-PA-5020-NEBS-D	AC version of NEBS Compliant Palo Alto Networks PA-5020 with redundant AC power supplies and dual 240GB SSD drive	\$47,500	PA-7000	PAN-PA-7000-20GXM-NPC	PA-7000 Network Processing Card with 12x10/100/1000 RJ-45 Ethernet, 8x1GbE SFP and 4x10GbE SFP+, 8M sessions, Extended memory.	\$160,000
PA-5020	PAN-PA-5020-DC-NEBS-D	DC Version of NEBS Compliant Palo Alto Networks PA-5020 with redundant DC power supplies and dual 240GB SSD drive	\$47,500	PA-7000	PAN-PA-7000-20GQXM-NPC	PA-7000 Network Processing Card with 12x10GbE SFP+ and 2x40GbE QSFP+ interfaces, 8M sessions, Extended memory.	\$160,000
PA-5050	PAN-PA-5050-DC-NEBS-D	DC version of NEBS Compliant Palo Alto Networks PA-5050 with redundant DC power supplies and dual 240GB SSD drive	\$77,500	PA-7050	PAN-PA-7050-AC	PA-7050 Base AC Hardware Bundle. Includes AC Chassis, 4xAC power supplies, 2xFan Trays, Fan Filter, Switch Management Card, Log Processing Card, and 4xAMC cards	\$125,000
PA-5050	PAN-PA-5050-NEBS-D	AC version of NEBS Compliant Palo Alto Networks PA-5050 with redundant AC power supplies and dual 240GB SSD drive	\$77,500	PA-7050	PAN-PA-7050-DC	A-7050 Base DC Hardware Bundle. Includes DC Chassis, 4xDC power supplies, 2xFan Trays, Fan Filter, Switch Management Card, Log Processing Card, and 4xAMC cards	\$125,000
PA-5050	PAN-PA-5050-SSD2-D	Redundant AC power supply and dual 240GB SSD drive	\$74,000	PA-7080	PAN-PA-7080-AC	PA-7080 Base AC Hardware Bundle. Includes AC Chassis, 4xAC power supplies, 2xFan Trays, Fan Filter, Switch Management Card, Log Processing Card, and 4xAMC cards	\$150,000
PA-5060	PAN-PA-5060-DC-NEBS-D	DC version of NEBS Compliant Palo Alto Networks PA-5060 with redundant DC power supplies and dual 240GB SSD drive	\$137,500	PA-7080	PAN-PA-7080-DC	PA-7080 Base DC Hardware Bundle. Includes DC Chassis, 4xDC power supplies, 2xFan Trays, Fan Filter, Switch Management Card, Log Processing Card, and 4xAMC cards	\$150,000
PA-5060	PAN-PA-5060-NEBS-D	AC version of NEBS Compliant Palo Alto Networks PA-5060 with redundant AC power supplies and dual 240GB SSD drive	\$137,500				