

SONICWALL®



SONICWALL™

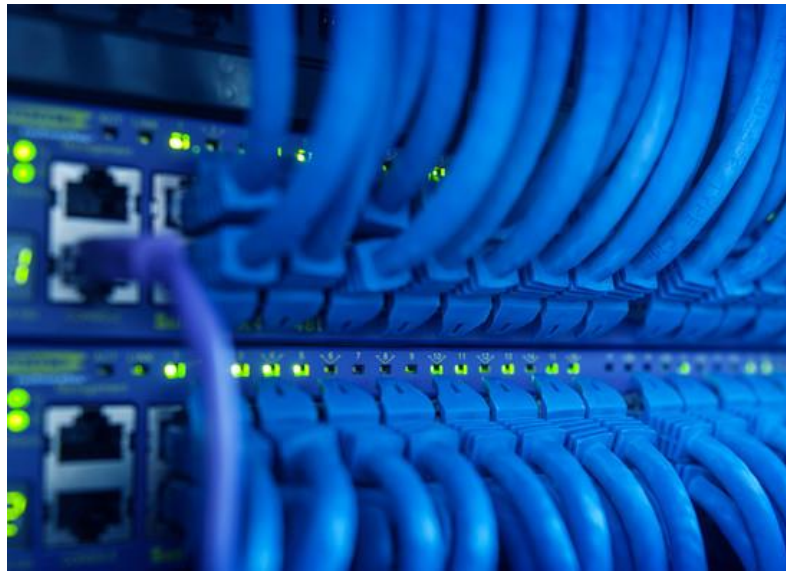
Virtual Peak

Design Drivers



Wireless Devices Explosion

Multiple devices/person, streaming media, 802.11ac Wave 2 support



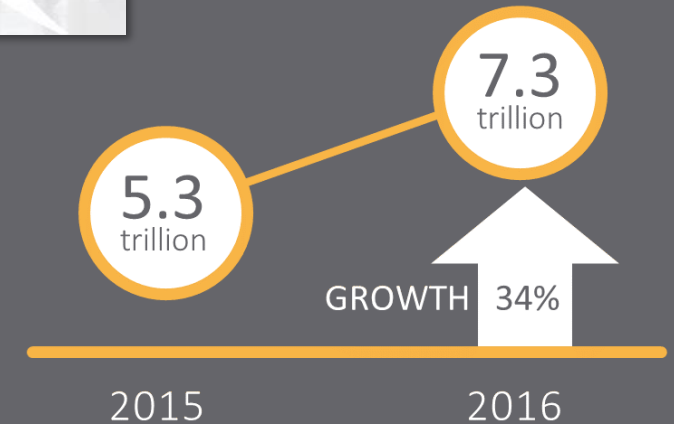
Multi-Gig Campus Requirements

Multi-Gig campus networks using existing Cat5e/Cat6 cabling infrastructure

Encrypted Traffic Surge
2017 SonicWall Threat Report notes 34% YoY increase in encrypted traffic



SSL/TLS Total Hits



New Branch/Campus Firewall

INTRODUCING NSA 2650



**Industry 1st
2.5GbE
Firewall**

**Up to 2X
Performance
vs. 2600**

**Up to 20X
Encrypted
Connections**

**Redundant
Power Supply
Option**

**Expansion &
Modular
Storage**

Full Features of NSA product line available on NSA 2650 – No feature limitations as seen with NSA 2600

NSA 2650 – LAUNCH DETAILS

Industry's first firewall with 2.5GbE interfaces

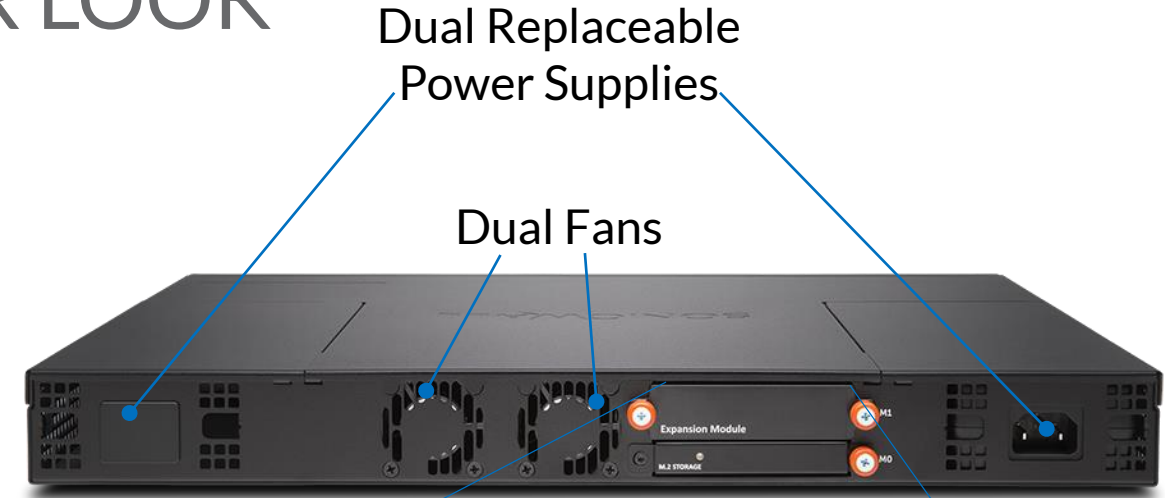
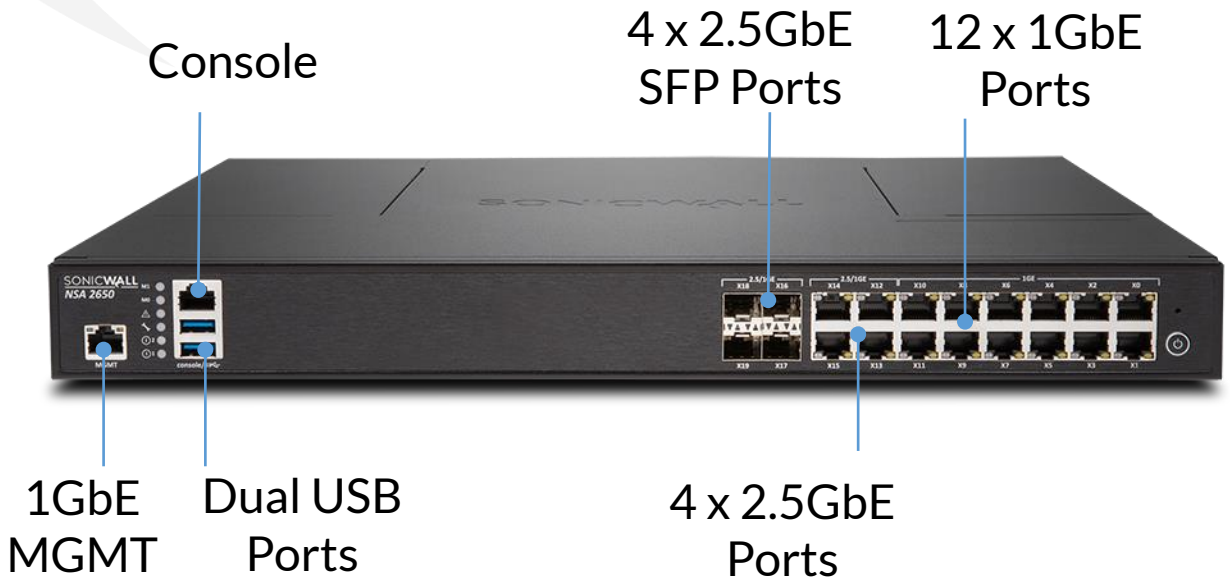


Specification	NSA 2600	NSA 2650
Total No. of Ports	8	20 (2.5X)
2.5 GbE Interfaces	0	8 (NEW)
Prepopulated 16GB Storage	No	Yes (NEW)
Redundant Power Supply (Optional)	No	Yes (NEW)
Max. DPI Connections	250,000 (6.2.9)	500,000 (2X)
Max. DPI SSL Connections	1,000	12,000 (6.5) 20,000 (6.5.1) (20X)

Key Information

MILESTONE	TARGET
BETA START	07/07/2017
PUBLIC LAUNCH	09/26/2017
FIRMWARE	SonicOS 6.5.0
PRICING	\$2,495
HARDWARE	NSA 2600 REPLACEMENT

NSA 2650 HARDWARE – CLOSER LOOK



Expansion Module (Future Use)



16GB Storage Module

NSA 2650 Competitive Differentiators

High Port Density NGFW, 2.5G Interfaces for Wave 2 support, Built-in Storage

FORTINET

No 2.5GbE Interface to support Wave 2 speeds
No Expansion Module
Inferior Threat Prevention throughput
Unpublished Encrypted Connections

FG-100E/101E, FG-140E

WatchGuard

No 2.5GbE Interface to support Wave 2 speeds
No Expansion Module
No Redundant Power
Low number of ports (less than 10 vs. 20 ports on 2650)
Unpublished Encrypted Connections
No Built-in Storage

Firebox M300, M370, M470

Check Point

No 2.5GbE Interface to support Wave 2 speeds
No Expansion Module
No Redundant Power
Inferior Threat Prevention throughput
Unpublished Encrypted Connections
No Built-in Storage

1470, 1490

NSA 2650 Competitive Differentiators

Strong Threat Prevention, Increased Encrypted Connections, Optional Redundant Power

CISCO MERAKI

No 2.5GbE Interface to support Wave 2 speeds
No Expansion Module
No Redundant Power
Low number of ports (12 or lower vs. 20 ports on 2650)
Inferior Threat Prevention throughput
Unpublished Encrypted Connections

MX84, MX100

Paloalto Networks

No 2.5GbE Interface to support Wave 2 speeds
No Expansion Module
Low number of ports (8 or lower vs. 20 ports on 2650)
Inferior Threat Prevention throughput
Less than 3X of planned encrypted connections

PA-220, PA-500

SOPHOS

No 2.5GbE Interface to support Wave 2 speeds
No Redundant Power
Low number of ports (6 vs. 20 ports on 2650)
Unpublished Encrypted Connections

XG 210, XG 230, XG 310

NSA 2650 – Go To Market Summary

Subscription/Bundle Price increase between 15% – 20% vs. NSA 2600

Hardware SKUs

- Secure Upgrade Plus Advanced Edition
- Total Secure Advanced Edition
- High Availability
- Security as a Service

License SKUs

- AGSS
- A la carte licenses (Capture, GAV/IPS/App Ctrl, CFS, CASS)
- 8x5, 24x7 Support
- 1-6 Years

Pricing

- Hardware MSRP \$2,495
- Competitive Bundle Pricing
- 15% – 20% increase in subscription bundle pricing vs. NSA 2600

Lead with AGSS Bundle for NSA 2650 Sales – Available in October Price List

SONICWALL®



Secure Upgrade Products – NSA 2650

Available at Launch (September 26th, 2017)



NSA 240



NSA 2400



NSA 220 SERIES



NSA 2400MX



NSA 250M SERIES



NSA 3500

Post Launch



NSA 2600

- NSA 2600 Secure Upgrade Availability date subject to its inventory depletion / End of Life Announcement

Customer Challenges / Pain Points

Modern Threats – Customers require a robust advanced threat protection (ATP) solution for protection against sophisticated modern threats such as ransomware.

Encrypted Threats – Solutions to prevent breaches caused by encrypted malware without compromising network performance.

Centralized Management – Business has multiple locations and limited staff making it difficult to provision, monitor and manage each office network infrastructure separately.

Next-Gen Networks – Customer are looking to support increased wireless traffic without requiring to upgrade the network cable infrastructure.

Partner Value

High Performance NGFW

High Port Density, Redundant Power, Built-in Storage, Industry first 2.5G firewall

Secure businesses from SMB to mid-tier with a high-port density firewall

Ride the Next-Gen Wireless Wave

Wireless 802.11ac Wave 2 driving industry conversion to 2.5G

Future-proof your business by adopting the 802.11ac Wave 2 and 2.5G technology

Advanced Threat Protection

Stop zero-day Ransomware attacks with Capture

Increased revenue through recurring security services including Capture

Next-Gen Encrypted Threats Platform

NSA 2650 features up to 20X increase in encrypted connections vs. previous gen.

Increased encrypted connections to enhance the value added services for SSL/TLS deployments

Secure Upgrade

Increase customer loyalty through Secure Upgrade

Multi-year Secure Upgrade options (2/3/5) provided to increase customer retention

Use Case/Verticals – NSA 2650 Target Markets (Up to 200 Users)

- High port density
- Ease-of-use
- Cloud Management

SME



Education



- Wireless connectivity
- Strong Content Filtering
- CIPA compliance



Mid-Enterprise



- Remote Access
- High Availability
- Wireless connectivity

Distributed Enterprise



- Site-to-site VPN
- Centralized Management
- PCI, HIPPA compliance



Questions?

Visit Encrypted
Threats featuring
NSA 2650 Booth

SONICWALL®



SONICWALL™

Virtual Peak

Wednesday October 11, 2017



SonicWall Wireless Security Reinvented

Sohrab Hashemi and Scott Grebe,
SonicWall Product Mgmt and Product Mktg

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Wireless Drivers



Wireless Devices Explosion

More than 9B WiFi-enabled devices expected to be in use by year's end and >3B expected to ship this year – WiFi Alliance



Multi-Gig Throughput Requirements

Increasing reliance on bandwidth-intensive apps such as HD multimedia, and cloud and mobile apps

Billions of IoT Devices

Some analyst firms have predicted there will be 50 billion IoT devices by 2020



New 802.11ac Wave 2 Access Points

Customer Pain Points

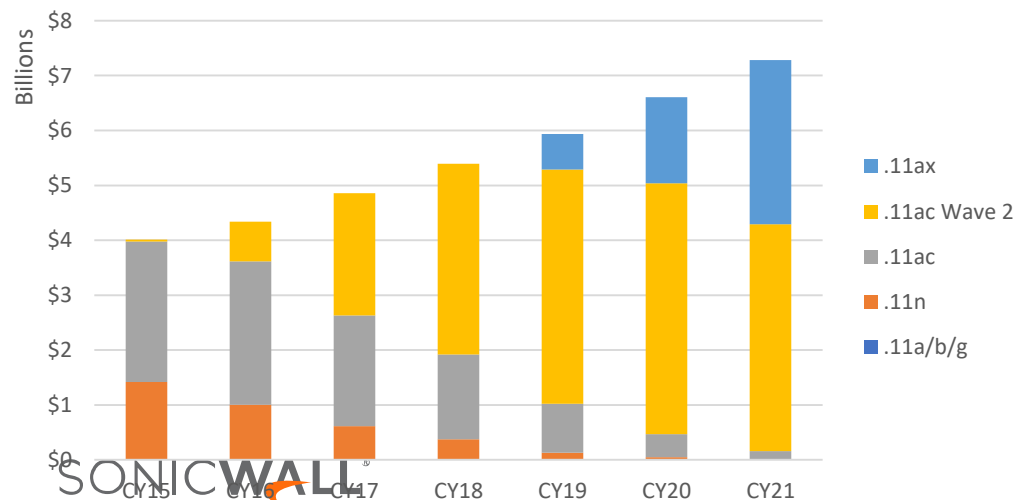
Customer pain points	How they express the problem
Poor user experience	“Our employees/customers/guests complain about slow WiFi.” “We use bandwidth-consuming apps.”
Unreliable connection	“My mobile device connection to access points drops frequently.” “Our wireless users either get kicked off or can't connect.”
Threat prevention	“How do I protect our wireless network against threats like ransomware?” “We have a lot of different WiFi devices connecting to the network.”
No time	“How do we easily add more access points to our network?” “Managing several access points is time-consuming.”
Lack of configuration control	“We need a wireless network for employees that's separate from guests.” “How do I control the apps used and bandwidth being consumed?”
Budget, budget, budget	“I'd like to get some analytics on wireless network.” “The access points I've seen are expensive for what they offer.”

WiFi standard Transition: ac → ac Wave 2

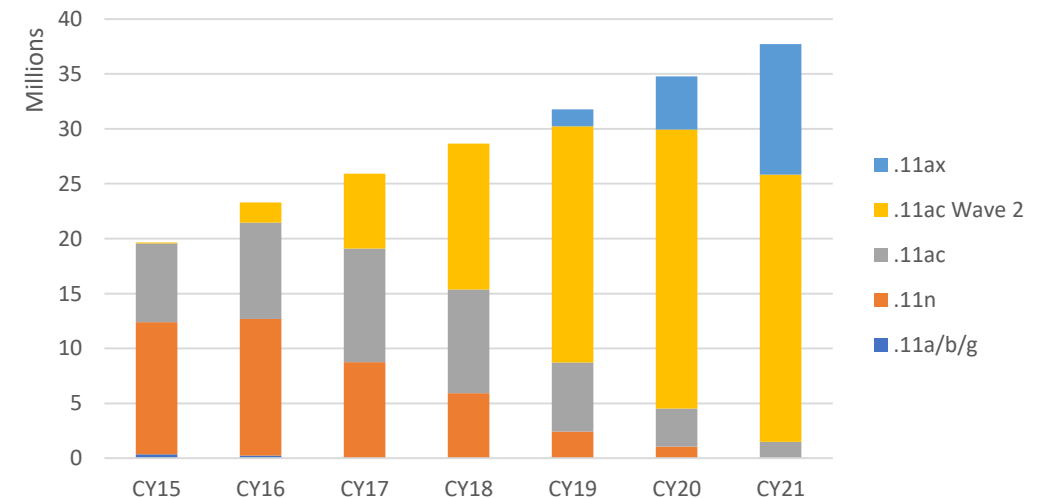
802.11ac	2015	2016	2017	2018	2019	2020	2021
Revenue (\$M)	\$2,560	\$2,616	\$2,017	\$1,546	\$888	\$420	\$157
Units (1,000)	7,169	8,768	10,353	9,426	6,287	3,449	1,500
CAGR	20% increase from 2015 to 2017			23% decrease from 2018 to 2021			

ac Wave 2	2015	2016	2017	2018	2019	2020	2021
Revenue (\$M)	\$36	\$721	\$2,221	\$3,473	\$4,269	\$4,569	\$4,137
Units (1,000)	90	1,815	6,827	13,290	21,513	25,415	24,315
CAGR	120% increase y/y from 2015 to 2021						

Revenue By WiFi Standard



Units By WiFi Standard



Market Overview

Wireless Access Points

Market of \$4.9B/YR with a 5yr CAGR (CY16 - CY21) of 10.9%

Applicable SonicWall Models

- SonicWave 432 series
- SonicPoint ACi/Ace/N2

CY17 MARKET SHARE STANDINGS

Top 5 by Revenue

Cisco (Meraki)	39%
HP (Aruba)	16%
Ubiquiti	7%
Huawei	6%
Ruckus	6%
All Others	25%

Top 5 by Units

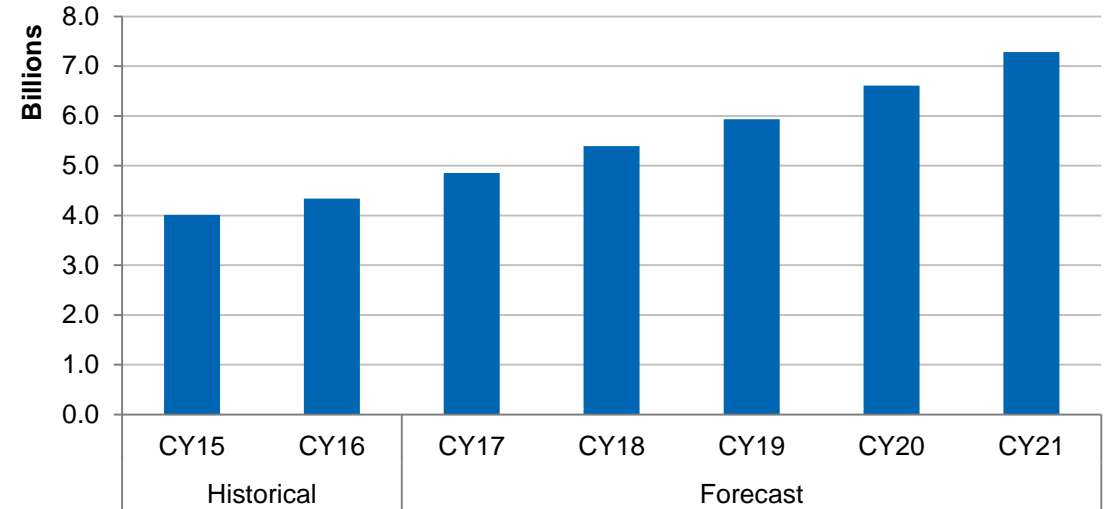
Cisco (Meraki)	19%
Ubiquiti	18%
Huawei	10%
HP(Aruba)	8%
H3C	3%
All Others	40%

SonicWall, Fortinet, & Sophos part of "All Others"

* Source: IHS Network Security Appliances & Software Market Tracker Q1 2017



WAP Market Growth

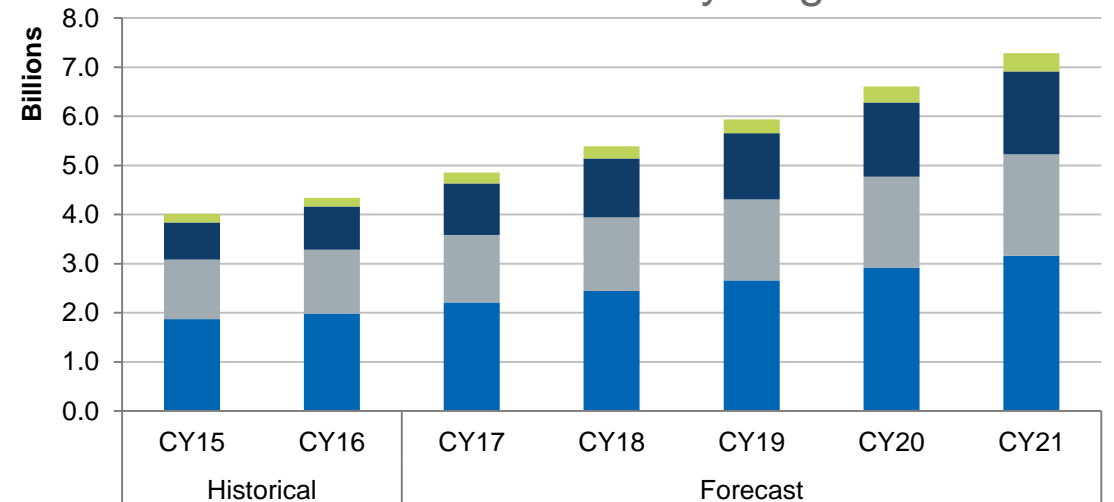


Source: IHS

■ Access Points

© 2017 IHS

WAP Market by Region



Source: IHS

■ North America ■ EMEA ■ Asia Pacific ■ CALA

© 2017 IHS

SonicWall Solution

Our Solution - Wireless Network Security

- SonicWall TZ/NSA/SuperMassive firewall plus wireless access point



Superior User Experience

What's changed?

- New SonicWave series
 - Support for 802.11ac Wave 2 wireless standard
 - More wireless features in SonicOS
 - It's not just the firmware

Faster Wireless. Even Better Security. Greater Reliability.

Superior User Experience.

The SonicWave Series

Meet the SonicWave series

- Indoor and Outdoor Access Points
- 802.11ac Wave 2
- WiFi Security
- Triple Radio Architecture

Model	ACi / ACe	432i / 432e	432o
Location	Indoor	Indoor	Outdoor
Wi-Fi Standard	802.11ac	802.11ac wave 2	802.11ac wave 2
Tx/Rx Streams	3x3 SU-MIMO	4x4 MU-MIMO	4x4 MU-MIMO
Antenna Quantity	6	8	8
Dedicated 3 rd scanning radio	X	1	1
Ethernet 10/100/1000	2	1	1
Multi-Gigabit	X	1 (2.5GbE)	1 (2.5GbE)
PoE	10/100/1000 802.3at	Multi-Gigabit 802.3at	Multi-Gigabit 802.3at

Indoor



SonicWave 432i



SonicWave 432e

Outdoor



SonicWave 432o

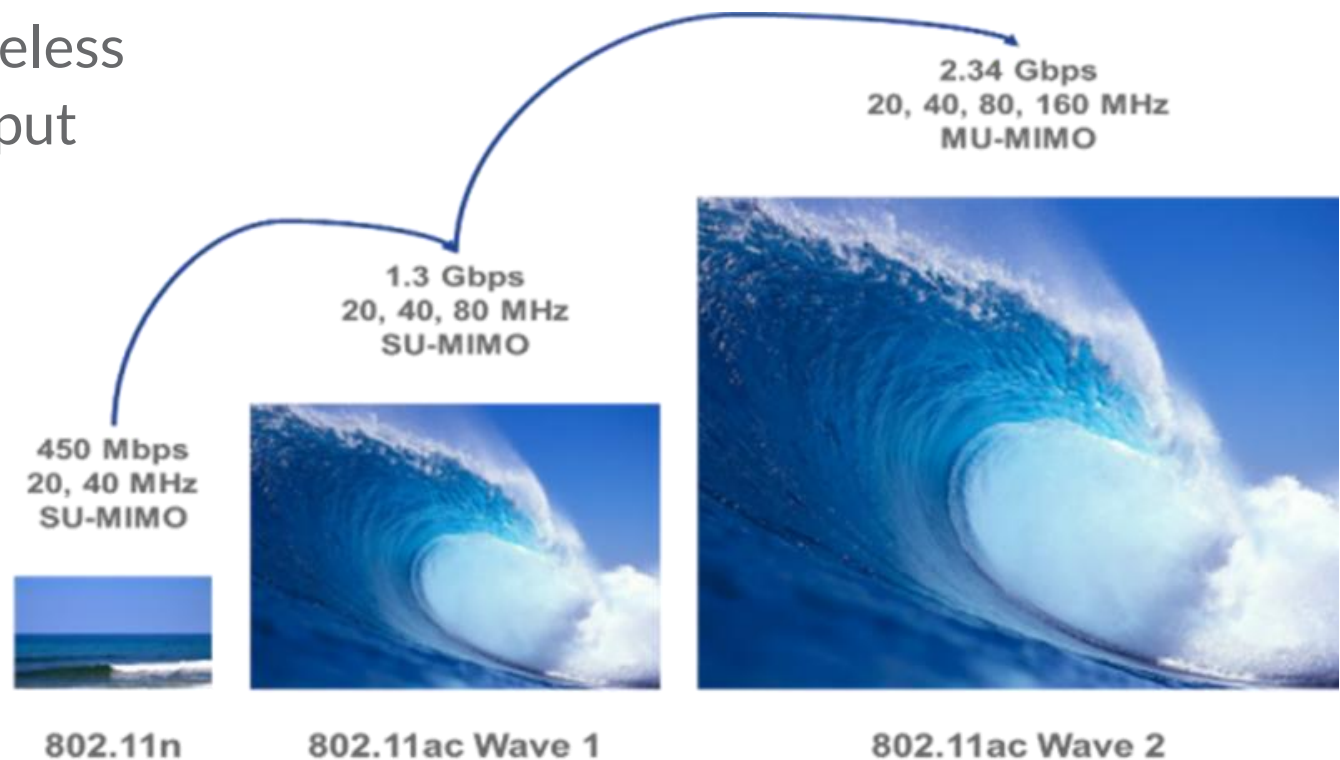
MILESTONE	DATE
Beta Start	07/07/2017
Public Launch	09/29/2017
Firmware	SonicOS 6.5.0

SonicWave is FAST

Why customers are excited about Wireless Network Security

1. It's really fast

- Supports 802.11ac Wave 2 wireless
- Multi-gigabit wireless throughput
- 4x4 MU-MIMO
- 2.5 GbE port
- Performance features



SonicWave is SECURE

Why customers are excited about Wireless Network Security

2. It's ultra secure

- Comprehensive threat prevention
- Scans all inbound/outbound wireless traffic
- DPI SSL and Capture
- Security features
- Dedicated security radio



SonicWave is EASY to Deploy and Manage

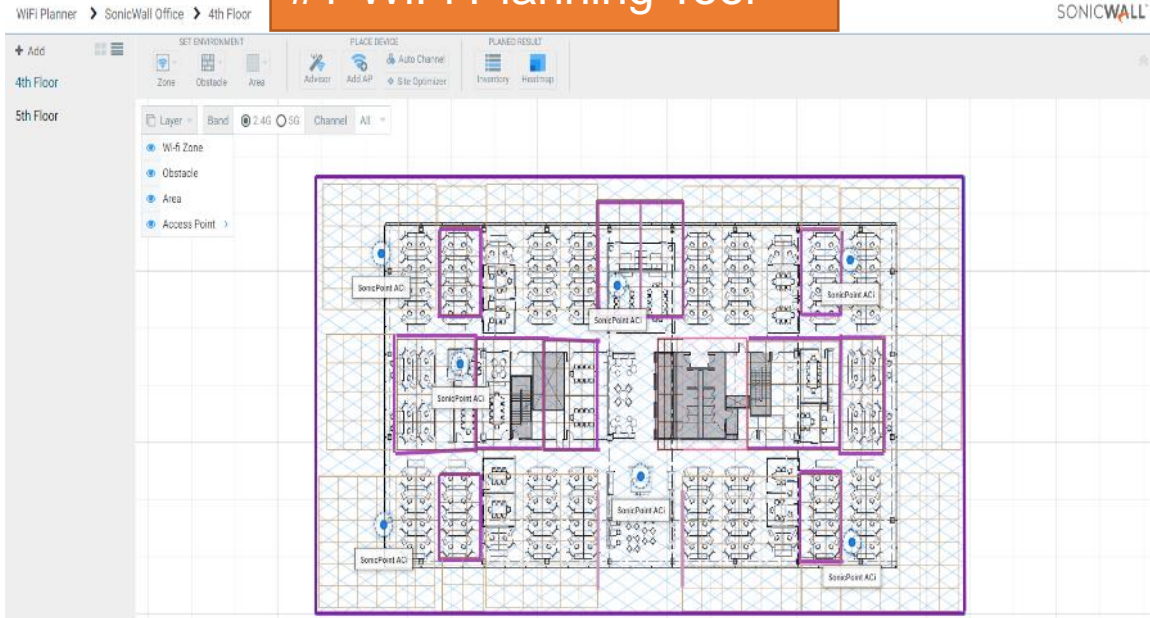
Why customers are excited about Wireless Network Security

3. It's easy to deploy and manage
 - Auto-detected and auto-provisioned
 - Wireless signal analysis tools
 - Single-pane-of-glass management
 - Firewall GUI or GMS
 - Low TCO



Wireless Deployment Tools

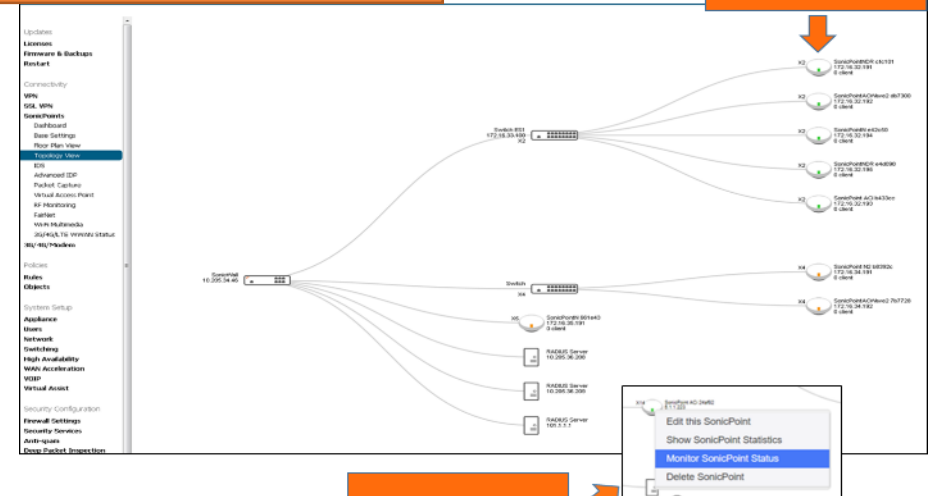
#1-WiFi Planning Tool



#2-Floor Plan Management



#3-Topology View



RC to open Menu
Update/Del, Stats

SonicOS 6.5 - Band Steering

- Perfect solution for dual-band WiFi
- Auto adjust for better signal
 - Disable
 - Auto
 - Prefer 5GHz
 - Force 5GHz

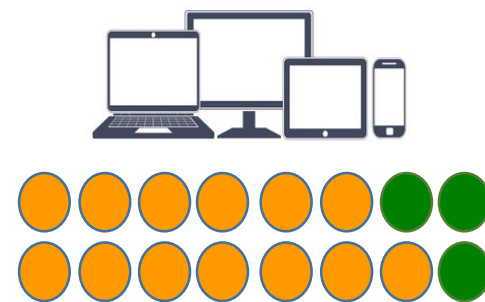
Capacity 

Throughput 

Band Steering **Disabled**



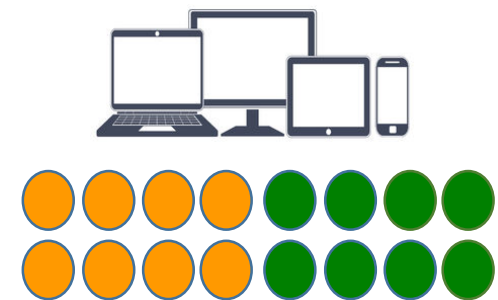
2.4 GHz 5 GHz



Band Steering **Enabled**



2.4 GHz 5 GHz



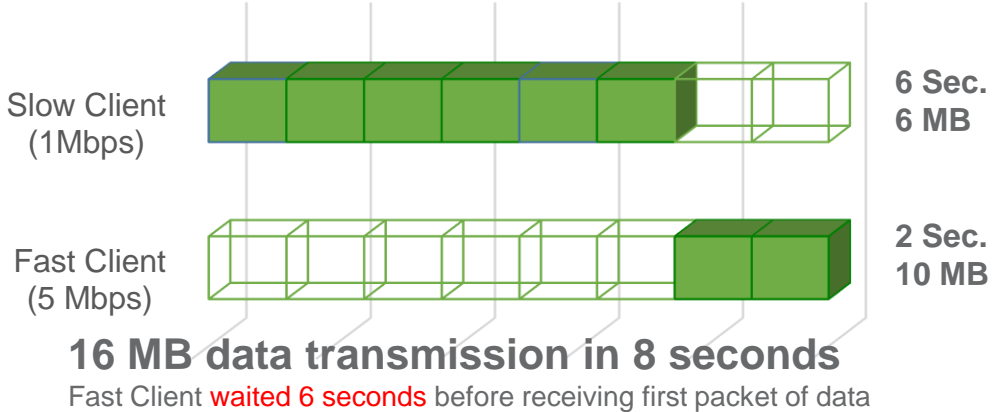
SonicOS 6.5 - AirTime Fairness

- Reduces Latency
- Slow clients won't hog the air time
- Client speed differs based on:
 - Protocol:
WiFi speed: 802.11ac > 802.11n > 802.11g
 - Distance from AP:
WiFi speed: 10 ft. > 30 ft. > 50 ft.

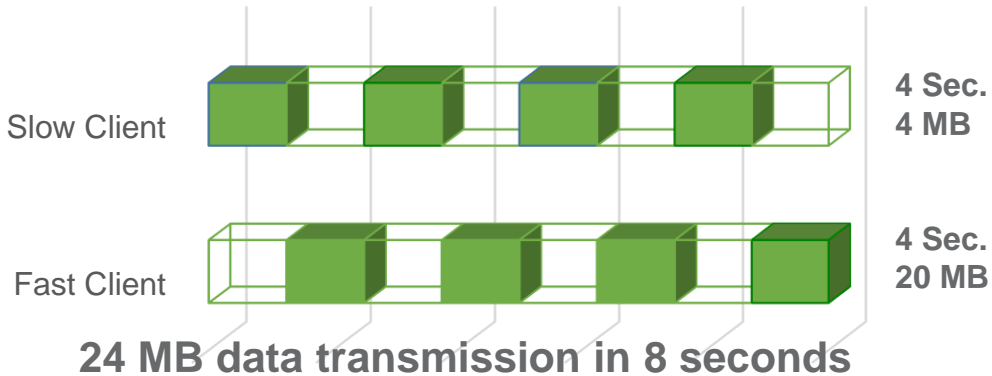
Equal Time ✓

Equal Bytes 

Without Air Time Fairness



With Air Time Fairness



SonicOS 6.5 – WDS & Dynamic VLAN

Wireless Distribution System (WDS)

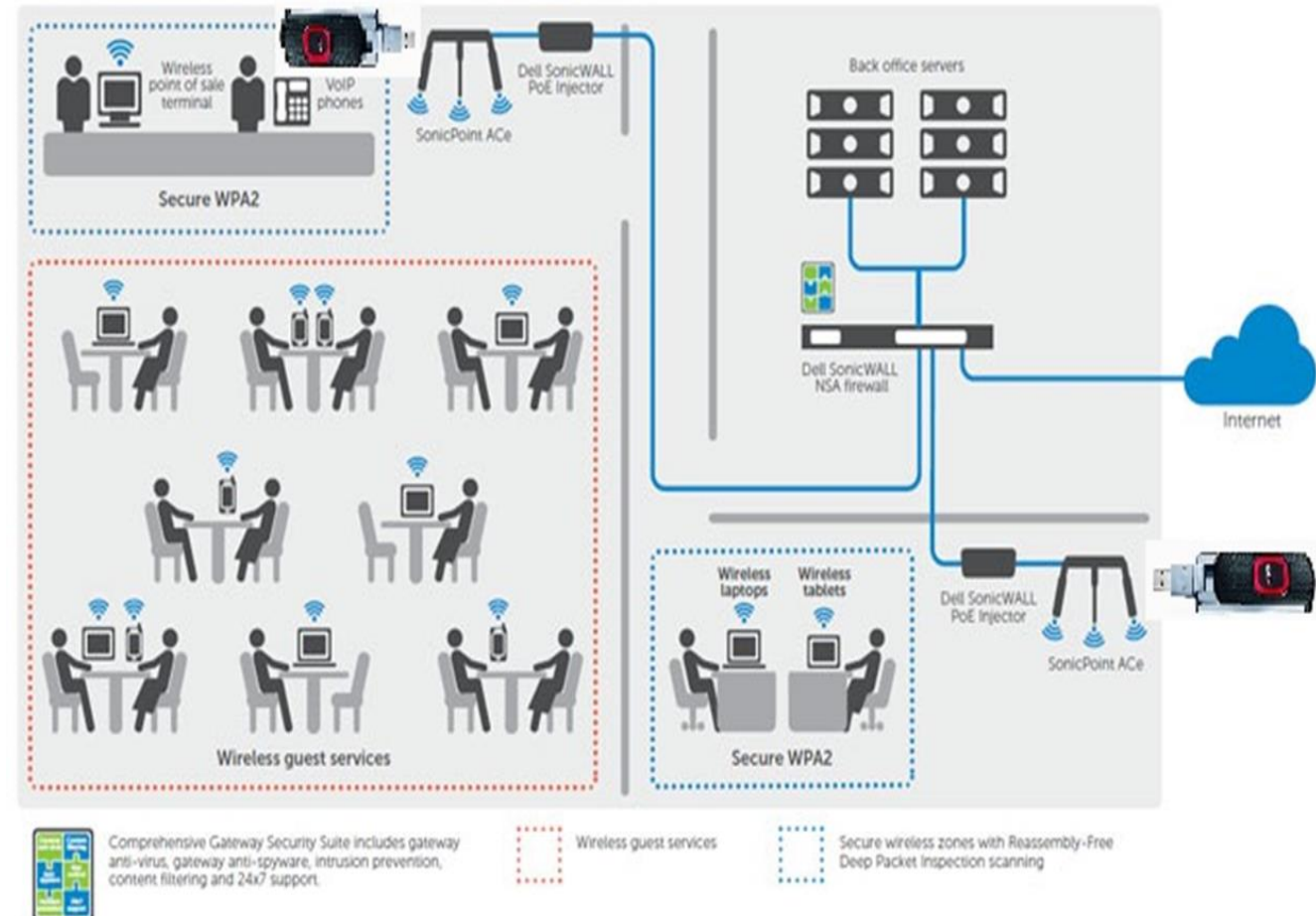
- Stepping stone toward wireless mesh networking
- Ability to expand wireless network without a wired backbone
- Enables admin to build complicated wireless networks

Dynamic VLAN

- Admin controls control access via Radius Server
- All access points can use same SSID
- More secure via a single control site

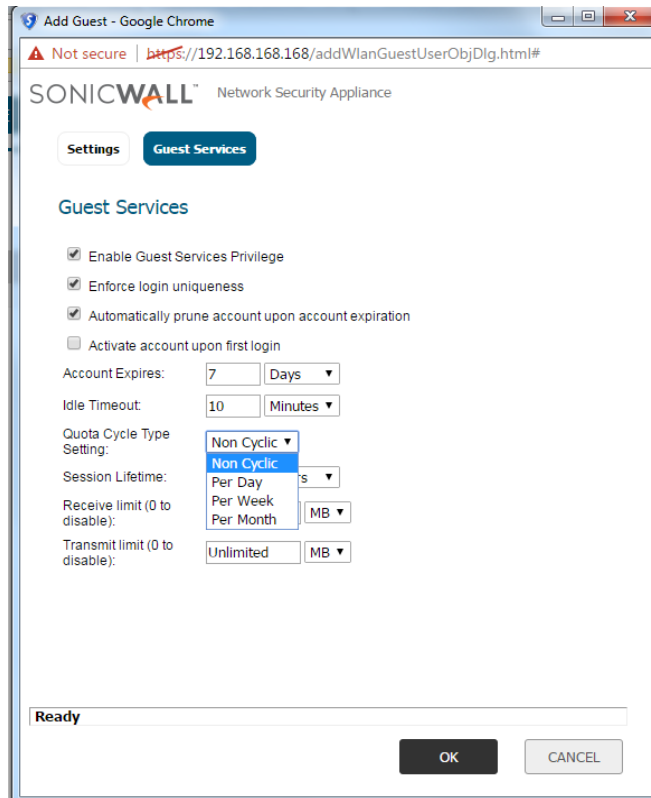
SonicOS 6.5 - Access Point MiFi Extender

- Flexible placement of LTE modem
- Provide more than single failover via multiple access points
- Easily configured through wizard
- Reduce TCO

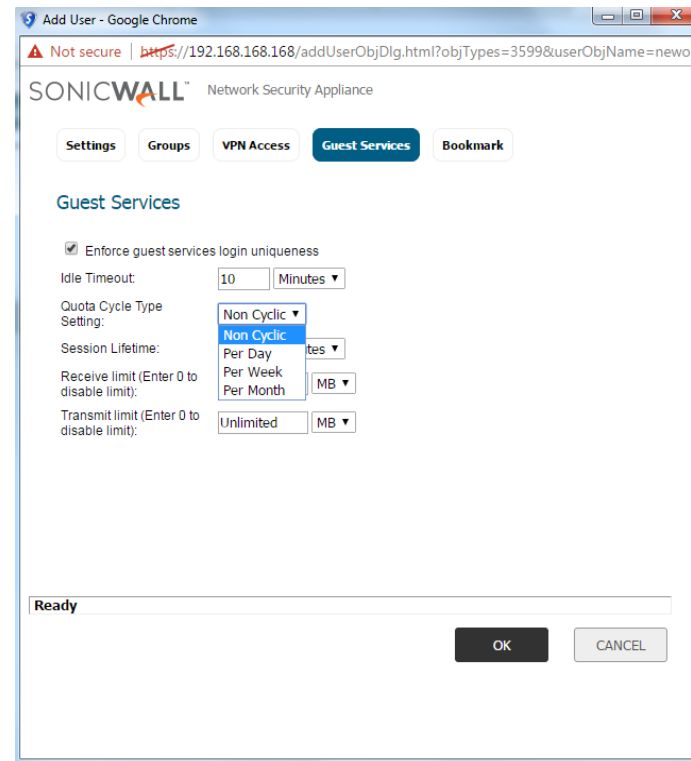


SonicOS 6.5 - Cyclic Quota (for Guest User Groups)

- In legacy mode user can no longer access web after reaching quota
- Now user receives a new quota for the next cycle (daily/weekly/monthly)
- Eliminates reconfiguration of user profile



SONICWALL® Guest user account

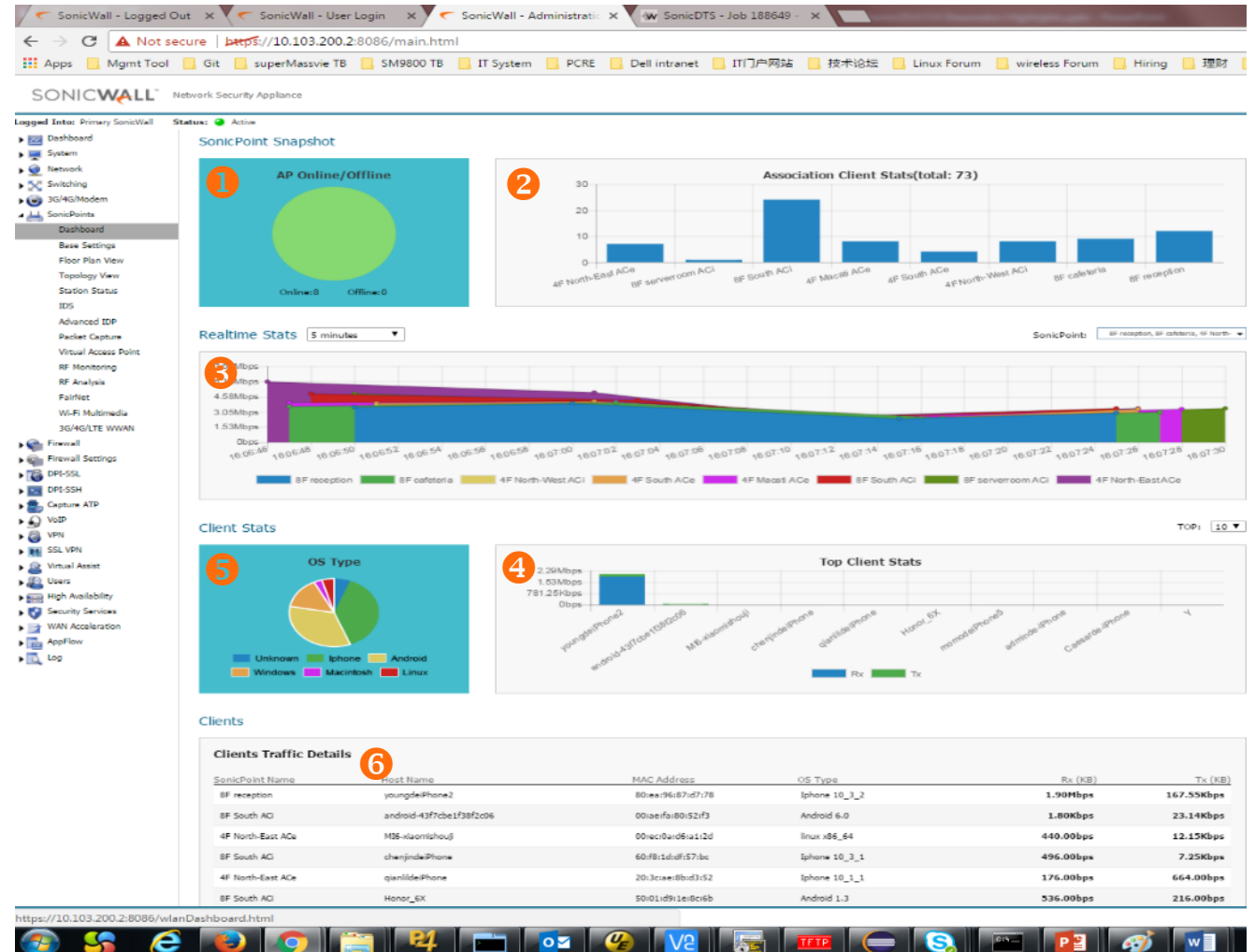


Local user account with guest privilege

SonicOS 6.5 - Access Point Dashboard

Single pane of glass view for admin

- 1 - Access point online/offline status
- 2 - Access point user distribution
- 3 - Stacked real-time traffic rate
- 4 - Top traffic rate clients
- 5 - Client OS division
- 6 - Detail info for all clients



SonicWave Pricing Model

- New “**Activation & 24x7 Support**” licensing model
- All SonicWave APs are sold with an “Activation & Support” license
- Same license for all SonicWave models
- License offered for 1, 3, & 5 years, with aggressive multi-year discount.

Activation & Support Renewal	1YR	3YR	5YR
SonicWave Activation & 24x7 Support	\$150	\$300	\$450

- SonicWave will cease operation upon license expiry (with a 30-day grace period)
 - Numerous warnings before license expiration

Base Price	432i	432e	432o
Access Point	\$749	\$849	\$1,599

NO PoE	432i	432e	432o
AP + 1YR	\$899	\$999	\$1,749

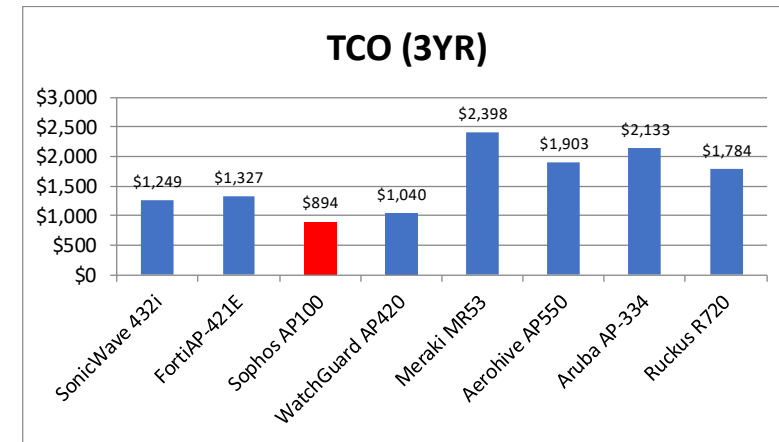
with PoE	432i	432e	432o
AP + 1YR	\$1,099	\$1,199	\$1,949



Competitive Differentiators

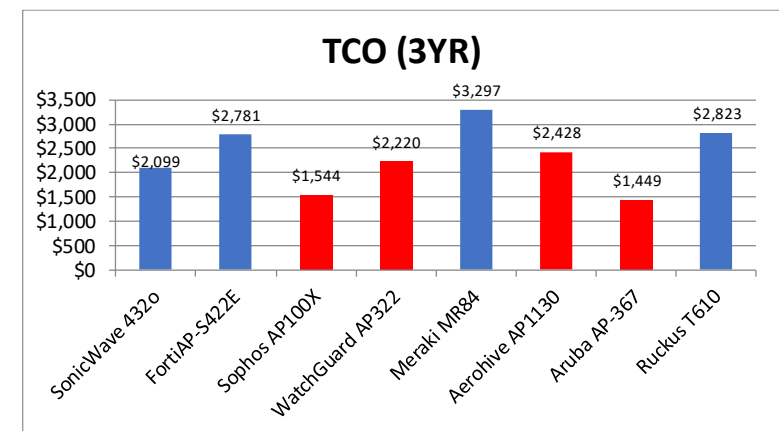
Indoor

INDOOR	SONICWALL	FORTINET	SOPHOS	WatchGuard	cisco Meraki	Aerohive NETWORKS	hp aruba NETWORKS	BROCADE Ruckus	UBIQUITI NETWORKS
Model	SW 432i	FAP-421E	AP100	AP420	MR53	AP550	AP-334	ZoneFlex R720	AP-AC-HD
MSRP	\$749	\$950	\$595	\$945	\$1,699	\$1,399	\$1,695	\$1,295	\$349
802.11 AC Wave 2	✓	✓	*	✓	✓	✓	✓	✓	✓
MIMO	4x4	4x4	3x3	4x4	4x4	4x4	4x4	4x4	4x4
Antenna	Internal	Internal	Internal	Internal	Internal	Internal	Internal	Internal	Internal
2.5G Ethernet	1	*	*	*	1	*	1 (5G)	1	*
3rd Radio (Scanning)	✓	*	*	✓	✓	*	*	*	*
Bluetooth Low Energy (BLE)	✓	✓	*	*	✓	✓	✓	✓	✓
PoE/AC Adapter	\$200	\$126	\$99		\$399	\$99	\$145	\$100	
Accessories			\$0.00			\$55.00	\$80		
1-YR Support (or renewal)	\$150	\$95	\$100	\$265	\$150	\$175	\$75	\$182	*
3-YR Support (or renewal)	\$300	\$251	\$200	\$640	\$300	\$350	\$213	\$389	*
Total (HW + PoE + 1-YR)	\$1,099	\$1,171	\$794	\$945	\$2,248	\$1,728	\$1,995	\$1,577	\$349
Total (HW + PoE + 3-YR)	\$1,249	\$1,327	\$894	\$1,040	\$2,398	\$1,903	\$2,133	\$1,784	\$349



Outdoor

OUTDOOR	SONICWALL	FORTINET	SOPHOS	WatchGuard	cisco Meraki	Aerohive NETWORKS	hp aruba NETWORKS	BROCADE Ruckus	UBIQUITI NETWORKS
Model	SW 432o	FortiAP-S422E	AP 100X	AP322	MR84	AP1130	AP-367	ZoneFlex T610	AP-AC-HD
MSRP	\$1,599	\$2,200	\$1,245	\$1,520	\$2,399	\$1,399	\$1,295	\$1,995	\$349
802.11 AC Wave 2	✓	✓	*	*	✓	*	✓	✓	✓
MIMO	4x4	4x4	3x3	3x3	4x4	2x2	2x2	4x4	4x4
Antenna	External	External	External	Internal	External	External	Internal	External	Internal
2.5 Gb Ethernet	1	*	*	*	1	*	*	*	*
3rd Radio (Scanning)	✓	*	*	*	✓	*	*	*	*
Bluetooth Low Energy (BLE)	✓	✓	*	*	✓	✓	✓	✓	✓
PoE	\$200	Included	\$99		\$399	\$499		\$100	
Accessories			\$0		\$199	\$300		\$129	
1-YR Support	\$150	\$220	\$100	\$290	\$150	\$115	\$57	\$280	*
3-YR Support	\$300	\$581	\$200	\$700	\$300	\$230	\$154	\$599	*
Total (HW + PoE + 1-YR)	\$1,949	\$2,420	\$1,444	\$1,810	\$3,147	\$2,313	\$1,352	\$2,504	\$349
Total (HW + PoE + 3-YR)	\$2,099	\$2,781	\$1,544	\$2,220	\$3,297	\$2,428	\$1,449	\$2,823	\$349



Competitive Differentiators

NGFW vendors with wireless

The Fortinet logo consists of the word "FORTINET" in a bold, black, sans-serif font. The letter "O" is replaced by a red square containing a white grid pattern.The WatchGuard logo features the word "WatchGuard" in a white, sans-serif font. The letter "W" is enclosed in a white circle, and a white pencil icon is positioned above the letter "a". The entire logo is set against a dark red rectangular background.The Sophos logo is the word "SOPHOS" in a bold, white, sans-serif font, centered on a yellow background.

- No Wave 2 access points (Sophos)
- Only 3x3 SU-MIMO (Sophos)
- No dedicated third scanning radio (All)
- No 2.5 GbE port (All)
- WatchGuard is very feature deficient (no BLE, Airtime Fairness, topology view)
- Price could be an advantage versus Fortinet

Competitive Differentiators

Pure play wireless vendors

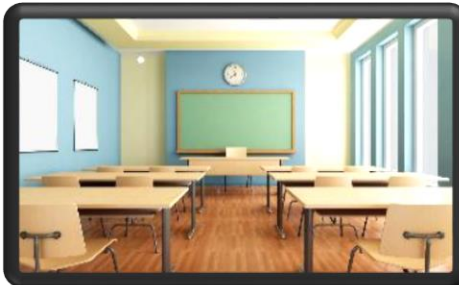


- Security – High efficacy, integrated
- Low TCO – SonicWall offers a single management console for Wireless and Security
- No dedicated third scanning radio (Only Meraki has)
- No 2.5 GbE port (Aerohive and Ubiquiti)
- Price should be an advantage except versus Ubiquiti

Use Cases/Vertical Markets

Stick to your wheelhouse

- Great fit for most markets
- Add wireless to TZ, NSA and even SuperMassive deals
- SMB/SME/Distributed deployments



Schools/Libraries



Retail



SMBs/SMEs



Healthcare

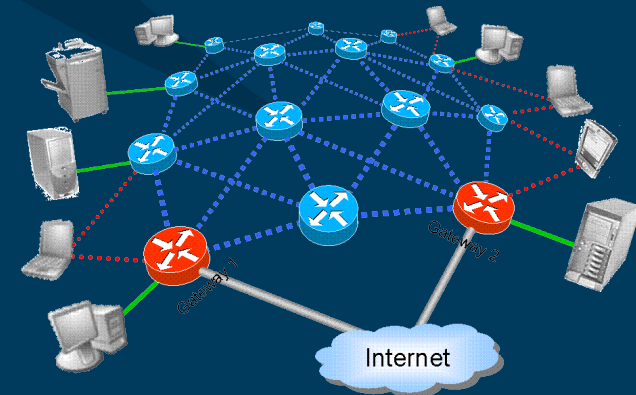


Outdoor

Use Cases/Vertical Markets

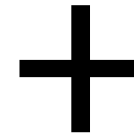
Be cautious

- Large, high-density environments
- Feature battles
- Stand-alone access points



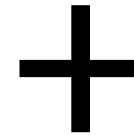
Value to You

- Attach to every firewall sale



Value to You

- Attach to every firewall sale
- Sell a pack



Value to You

- Attach to every firewall sale
- Sell a pack
- New licensing model – recurring revenue!



Value to You

- Attach to every firewall sale
- Sell a pack
- New licensing model – recurring revenue!
- Upgrade your customers to Wave 2

GET A GREAT DEAL ON DEEPER NETWORK SECURITY

Join the SonicWall Customer Advantage Program

[READ THE DATA SHEET >](#)

Start your upgrade process:

SonicPoint



SonicPoint



Available SonicWall Upgrades



Value to You

- Attach to every firewall sale
- Sell a pack
- New licensing model – recurring revenue!
- Upgrade your customers
- Accessories



PoE Injector



Panel Antenna
P254-09



Sector Antenna
S154-15

SonicWave 432o



Accessories

- PoE Injector
- FRU Antennas
 - Panel Antennas
 - Sector Antennas

Resources on Overdrive and SonicWall Websites

Sales tools

- FAQ
- Competitive battle cards and analyses
- Wireless sales aid
- Product hot sheets
- SonicWall University modules
- SonicWall corporate presentation
- SonicWall end user product presentation

Collateral

- Wireless Network Security data sheet
- Tech Brief: Wireless Network Security
- Solution Brief: Wireless Guest Services
- Tech Brief: Scalable, Consolidated Security
- Product line brochure
- Product line datasheet

Videos

- SonicWave/Wireless Network Security video datasheet
- MU-MIMO video
- Support
- Training, KBs, Forum updated

Website

www.sonicwall.com

- SonicWave series web page
- Support
- Training, KBs, Forum updated

External communications

- Press release
- Prospect webinar/emails
- Installed base webinars/emails
- Social media
- Wireless blog



Questions?

Visit [Secure Access for Mobile Workforce Booth](#)

INNOVATE MORE.
FEARLESS.

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Virtual Peak

Wednesday October 11, 2017



Introducing SonicOS 6.5.0

Mallik Vatti, Product Management

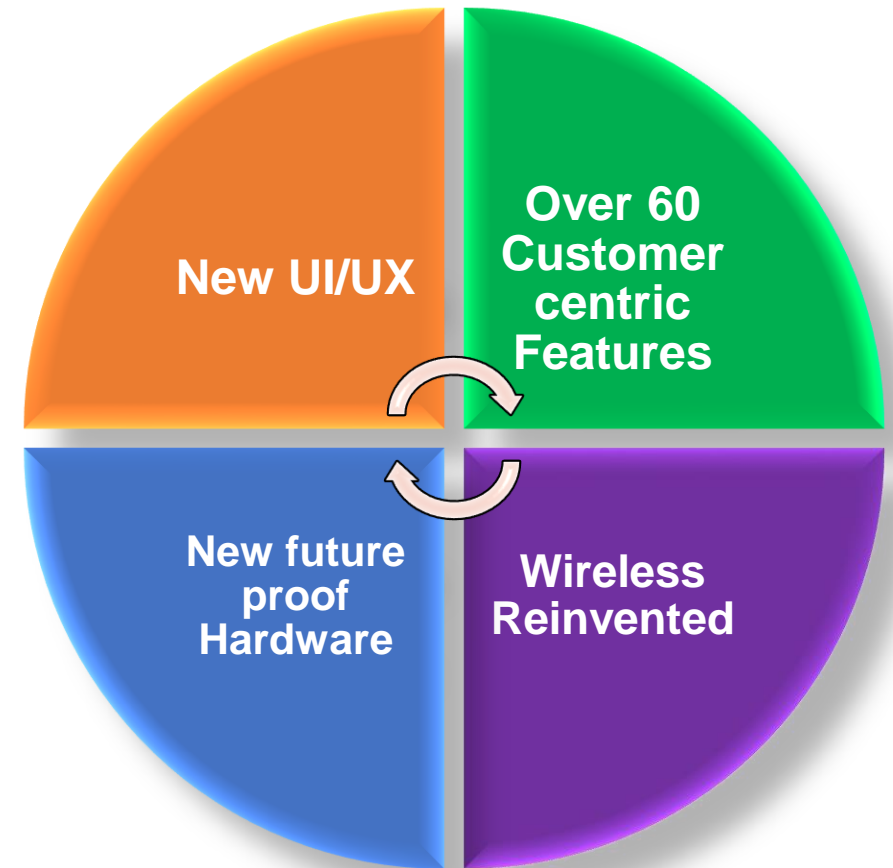
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SonicOS 6.5.0 - Biggest feature release in SonicWall History

- **Future Proof platforms**
 - Encrypted Traffic/Threats Surge
 - Wireless Devices Explosion; traffic needs
- **Wireless**
 - Enhanced Experience, management, performance, planning
- **Improved usability and operational efficiency**
 - Troubleshooting
 - Settings Backup & Recovery
- **Enhanced networking capabilities**
- **Road to automation**

Launched 10/2

SONICWALL®

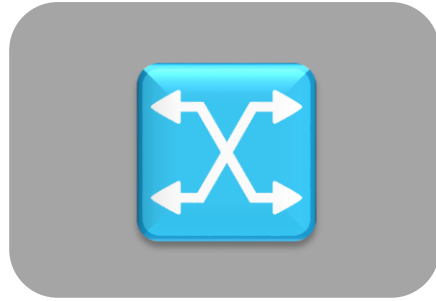


TZ SOHO-W – TZ600
NSA 2600/2650/3600/5600/6600
SM 9200/9400/9600

Feature Categories



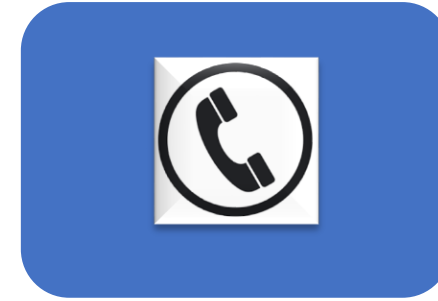
Wireless



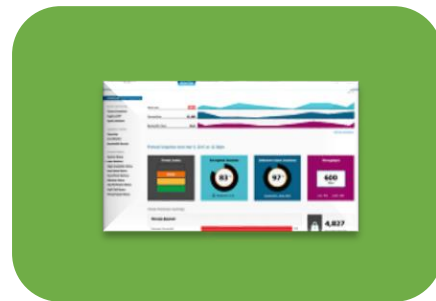
Networking



Cloud backup
and recovery



VOIP



UI/UX



Authentication



Security



IPv6

Overall Partner/Customer Value

Improve User Experience and Partner Productivity

- New UI/UX
 - Monitor, Investigate and Manage
- SWARM Dashboard
- Downloadable SWARM reports

Disaster Recovery Business Continuity

- Multiple Cloud Backups

Helps Business consolidations

- Multiple LDAP Domains Consolidation with Authentication partition
- Backup LDAP server support for redundancy

Support Explosive Encrypted connections growth

- NSA 2650
- Wave 2 SonicWave

New VoIP capabilities leading to customer satisfaction

- SIP TCP Support
- SIP/H323 Per Access Rule

Wireless Tools - Win back customer confidence

- Wireless Planning Tool
- Floor Plan Management View
- Topology Management View

Improve Visibility, User Experience and Partner Productivity

- Cleaner Look and Feel

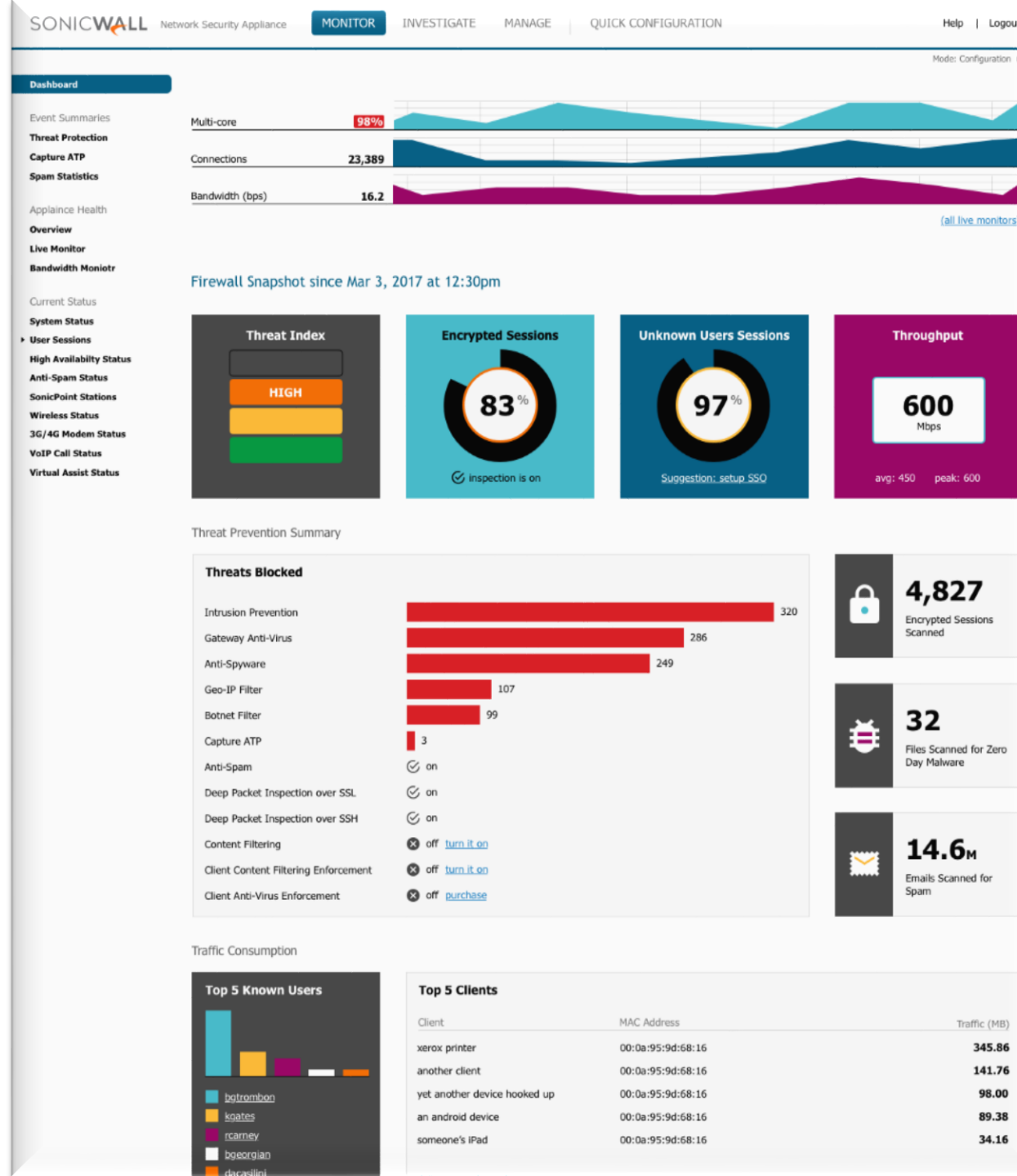
“Improve user impression of quality with less clutter, more consistency”

- New Dashboard

“Here's what's going on your Network”

- Logical Navigational Menus

“I can easily navigate to what I am looking for”



Wireless – Improve wireless performance & experience

- Problems

- Interrupted service due to heavy load
- Guest onboarding
- BYOD Segmentation and control
- Lack of wireless traffic visibility

Reduce Wireless Deployment Errors

- Wireless Planning Tool
- Floor Plan Management View
- Topology Management View

Maintainability, Reporting & Troubleshooting

- Wireless clients Fingerprinting and Reporting
- SonicWave/SonicPoint Real Time Monitoring & Visualization
- Forensic Packet Capturing

Improved Wi-Fi Experience; segmentation & Security

- Band steering
- Airtime fairness
- Wireless Bridge Support
- Dynamic VLAN Assignment
- MiFi Extender support to extend connectivity

Guest Onboarding Services

- Guest Cyclic Quota
- Captive Portal
- Open Authentication with Facebook, Google

WiFi Planning Tool

Floor Plan Management

Topology View

Device Type, Name
IP Address
Interface
Number of clients
Device Status LED

AP Dashboard view

The screenshot displays the SonicWall WiFi Planning Tool interface. On the left is a sidebar with navigation options like 'Overview', 'Connectivity', and 'Policies'. The main area is divided into three sections:

- Topology View:** A floor plan of the 4th floor with various access points (APs) and their connections to the network.
- AP Dashboard:** A central dashboard with several charts and tables:
 - AP Overview/Offline:** A pie chart showing the status of APs.
 - Association Client Stats (Total: 73):** A bar chart showing the number of clients associated with each AP.
 - Realtime Stats:** A line chart showing various performance metrics over time.
 - Client Stats:** A pie chart showing the distribution of client types.
 - Top Client Stats:** A bar chart showing the top clients by traffic.
 - Clients Traffic Details:** A table listing individual clients and their traffic statistics.

New capabilities and opportunities

Helps Business consolidations

- Multiple LDAP Domains Consolidation

Retail/Warehouse Deployments

- Connectivity (MiFi Extender)
- Dell X-Series Daisy Chaining

Data Center Use cases

- Virtual WireMode
- Multi-Domain Support
- BGP tunnel interface routing
- Traffic load balancing (Dynamic LAG, ECMP, TOS Routing)

True clientless User Experience with SSL VPN

- RDP, SSHv2, Telnet, VNC

Security Automation 3rd party Wireless controller Integrations for user auth.

- Dynamic Botnet list update from External threat feeds
- SSO API (6.5.0.1)

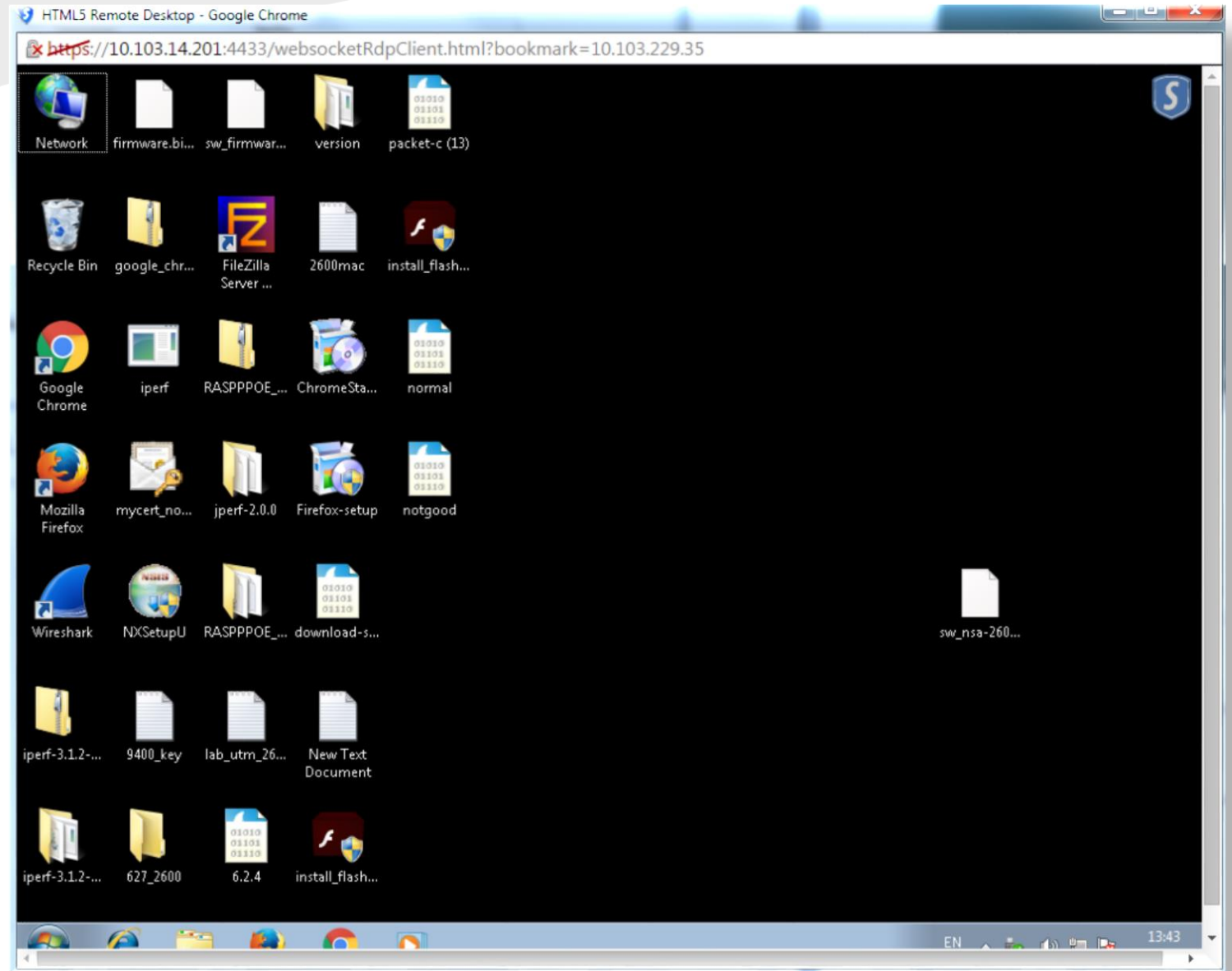
Multi-port (Wire) Mode for wireless

- Wireless Bridge Support (3 prong bridge)

HTML5 Support

True clientless remote access

- RDP
- VNC
- SSHv2
- TELNET
- SSH to AP



New Security Service offerings

CFS deployment Flexibility
External IDS Support

Virtual Machines

Availability – End of October

DoD STIG Requirements
Single pane of glass mgmt.

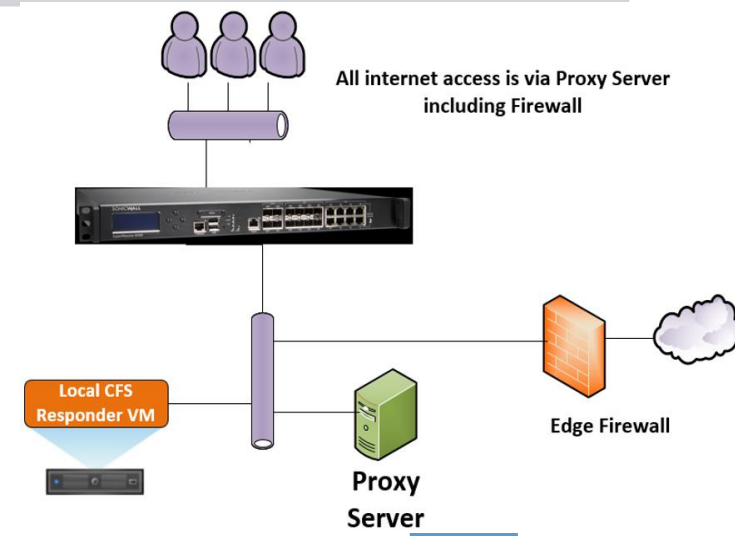
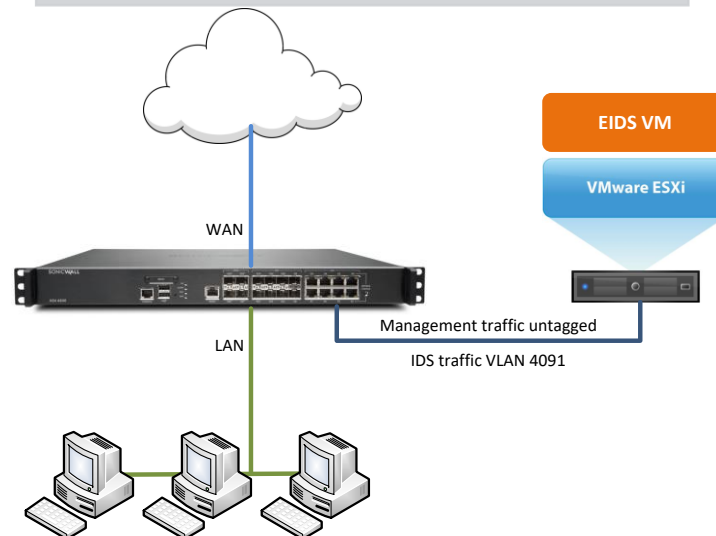
- External IDS Support

NSA 3600-6600
SM 9200-9600

Proxy/Closed Network
MSP Offering
K-12 value-add service

- CFS Local Responder for in-line performance requirements

Available for all products



Serviceability

- Cloud Enabled configuration/EXP backups
- New CLI commands
- Capture Report (SWARM) v2
- Packet Replay for diagnostics
- Federal Certifications support

Cloud Enablement – Configuration Backups and Recovery

SONICWALL Network Security Appliance MONITOR INVESTIGATE **MANAGE** QUICK CONFIGURATION Help | Logout

Logged Into: Primary SonicWall Status: ● Active Mode: Configuration

Updates Licenses **Firmware & Backups** WXA Firmware Restart Connectivity VPN SSL VPN SonicPoints 3G/4G/Modem Policies Rules Objects System Setup Appliance Users Network Switching High Availability WAN Acceleration VOIP Virtual Assist Security Configuration Firewall Settings Security Services Anti-spam Deep Packet Inspection Logs & Reporting Appflow Settings Log Settings

+ Create Backup Show: All (Local and Cloud) ↓ ↓ Import/Export Configuration + Upload Firmware ⊙ Settings

Local

Current Firmware Version ✓	Firmware Load Date	Firmware Build Date	Username	Boot	Firmware Actions
SonicOS Enhanced 6.5.0.0-12n	05/31/2017 16:20:39	05/27/2017 08:10:37 Configuration Date 06/23/2017 16:42:22	System		
Uploaded Firmware Version		Firmware Build Date	Username	Boot	Firmware Actions
SonicOS Enhanced 6.5.0.0-15n		06/11/2017 06:10:28 Configuration Date 06/23/2017 16:42:22	System		
Local Backup Firmware Version	Firmware Load Date	Firmware Build Date	Username	Boot	Firmware Actions
SonicOS Enhanced 6.1.1.7-24n--Dell-11n	10/15/2015 12:43:14	03/03/2015 16:55:00 Configuration Date 05/13/2016 16:11:27	System		

☁ Cloud ⓘ Cloud backup enabled

Firmware Version	Firmware Load Date	Firmware Build Date	Username	Firmware Actions
6.5.0.0-12n	05/31/2017 16:20:39	05/27/2017 08:10:37	System	

Hide ⌵

Configuration Version	Configuration Date	Backup Type	Comment	Username	Boot	Configuration Actions
sonicwall-C0EAE485BA0E-20170629020000	06/29/2017 02:00:02	Auto		System		
sonicwall-C0EAE485BA0E-20170628020000	06/28/2017 02:00:02	Auto		System		
sonicwall-C0EAE485BA0E-20170627020000	06/27/2017 02:00:02	Auto		System		
sonicwall-C0EAE485BA0E-20170626020000	06/26/2017 02:00:02	Auto		System		
sonicwall-C0EAE485BA0E-20170625020000	06/25/2017 02:00:02	Auto		System		
sonicwall-C0EAE485BA0E-20170624020000	06/24/2017 02:00:02	Auto		System		



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Questions?

Visit SonicOS 6.5 and
Cloud Security Virtual
Booth

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Management & Reporting

Continuing the Cloud & On-prem Journeys

Wilson Lee, Product Manager

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The Journey of GMS

The objective of the GMS roadmap is to enable its users to:

- 1. Do more network security with less** - make better use of existing staff, lower operational costs.
- 2. Move up the security value chain** - transform from a VAR to an MSP, from a NOC to a SOC.
- 3. Make more money and profit** - charge differently, charge more, for services and monthly recurring revenue.

GMS ROADMAP

THEMES, APPLICATIONS, AND PLATFORMS

THEME H1 FY18

CLOUD

FEB '17 - JUL '17

THEMES H2 FY18

*ANALYTICS,
WIRELESS,
SIMPLICITY*

AUG '17 - JAN '18

THEMES H1 FY19

*ZERO TOUCH,
MACHINE
LEARNING,
MARKET
FEATURES, UX*

FEB '18 - JUL '19

THEMES H2 FY19+

UBA

AND

TBD

BEYOND AUG. '19

GMS ROADMAP

THEMES, APPLICATIONS, AND PLATFORMS

THEME H1 FY18

- *CLOUD*

FEB '17 - JUL '17

Applications

- Cloud Management and Reporting
- Latest SonicOS Support

Platforms

- Cloud
 - 1.0
- On-prem
 - 8.2 SP1 for General Release
 - 8.3 for 6.2.7
 - 8.3 SP1 for 6.2.7.7 and 6.2.9

THEMES H2 FY18

- *ANALYTICS,
WIRELESS, SIMPLICITY*

AUG '17 - JAN '18

THEMES H1 FY19

- *ZERO TOUCH, ML,
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UX*

FEB '18 - JUL '19

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THEMES H2 FY18

- *ANALYTICS,
WIRELESS, SIMPLICITY*

AUG '17 - JAN '18

Applications

- Cloud Analytics
- Wireless Visualization and Reporting
- Simplified All-in-One deployment and admin UI option

Platforms

- Cloud
 - 2.0 for Analytics
 - 3.0 for Zero Touch
- On-prem
 - 8.4 for 6.5, NSA 2650, SonicPoints
 - 9.0 for simplified deployment, admin, and stability

THEMES H1 FY19

- *ZERO TOUCH, ML,
MARKET FEATURES,
UX*

FEB '18 - JUL '19

SWAT team initiative results in positive quality improvement trend:

- May GMS 8.3 customer bugs = 71 unique DTS's
- July GMS 8.3 SP1 customer bugs = 42 unique DTS's
- Sept GMS 8.4 customer bugs = 10 unique DTS's
- ❖ Daily: Focus meetings for hot DTSs
- ❖ Weekly: DTS re-assessment to guide Dev priorities
- ❖ Monthly: Post-mortems with focal accounts

GMS ROADMAP

THEMES, APPLICATIONS, AND PLATFORMS

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FEB '17 - JUL '17

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THEMES H1 FY19

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UX*

FEB '18 - JUL '19

Applications

- Zero-Touch Provisioning
- Machine Learning correlating management and analytics
- Incremental Markets - Closed Network Phase II, Firewall Sandwich enhancements, ConnectWise refresh
- UX Redesign enabling mobile UI

Platforms

- Cloud
 - 4.0 for Machine Learning
- On-prem
 - 9.x for market features, FY18 as much as possible
 - 10.0 for UX redesign

THEMES H2 FY19+

- *UBA AND TBD*

BEYOND AUG. '19

GMS ROADMAP

THEMES, APPLICATIONS, AND PLATFORMS

THEME H1 FY18

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THEMES H1 FY19

– *ZERO TOUCH, ML, MARKET FEATURES, UX*

FEB '18 – JUL '19

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 - 10.0 for UX redesign

THEMES H2 FY19+

– *UBA AND TBD*

BEYOND AUG. '19

Applications

- Predictive User Behavior Analytics (UBA) using big data and AI
- SonicWall Cloud Portal application integration

Platforms

- Cloud 5.0+ for UBA
- On-prem 11.0+ for TBD

GMS RELEASES IN FALL 2017

GMS 8.4 on-prem available now

- Support for **SonicOS 6.5**
- **Network Topology and SonicPoint Floor Plan and Tree Control**
- **Scheduled reports for SWARM/Flow reports in addition to Syslog reports**
- **Cumulative hotfixes**

New in GMS 8.4 on-prem - Network Topology

SONICWALL GMS 8.4 DASHBOARD **FIREWALL** MONITOR CONSOLE Switch | Help | Logout

SJ NSA 6600 / Topology View User: admin@LocalDomain | Administrat

ModelView (LocalDomain)

- Model : NSA 2400 (153)
- Model : NSA 6600
 - SJ NSA 6600**
- Model : TZ 400 (29)
- Model : TZ 600 (34)
- Model : Unknown
 - nsa 250
 - sm 9400
 - tz 210
 - tz 300
 - tz 500

Manage Reports

- System
- Network
- DHCP
- Switching
- Diagnostics
- 3G/4G/Modem
- SonicPoint**
 - SonicPoints
 - Station Status
 - Floor Plan View
 - Topology View**
 - IDS
 - Advanced IDP
 - Virtual Access Point
 - RF Monitoring
 - FairNet
 - Wi-Fi Multimedia
- Firewall
- Firewall Settings
- DPI-SSL

Topology View

```
graph TD; SG1[SG1 63.90.86.0] --- SG1_IP[63.90.86.0]; SG1_IP --- SG_ROUTER[SG ROUTER 10.254.242.236]; SG_ROUTER_IP[10.254.242.236] --- SJNSA[SJ NSA 6600 10.206.23.152]; SPN[SonicPointN ea194f 172.16.160.247] --- SPN_IP[172.16.160.0]; SPN_IP --- SJNSA; RS[Radius Server 10.5.9.200] --- RS_IP[10.5.9.0]; RS_IP --- SJNSA; RAS[Radius Account Server 10.5.8.100] --- RAS_IP[10.5.8.0]; RAS_IP --- SJNSA; SPNDR[SonicPointNDR ee90f4 172.16.170.247] --- SPNDR_IP[172.16.170.0]; SPNDR_IP --- SJNSA; R[Router 10.206.23.1] --- R_IP[10.206.23.0]; R_IP --- SJNSA; DG[Default Gateway 0.0.0.0] --- DG_IP[0.0.0.0]; DG_IP --- SJNSA; BLR[BLR ROUTER 10.206.23.10] --- BLR_IP[10.206.23.10]; BLR_IP --- SJNSA; BLR1[BLR1 172.29.0.0] --- BLR1_IP[172.29.0.0]; BLR1_IP --- BLR;
```

New in GMS 8.4 on-prem - SonicPoint Floor Plan

SONICWALL GMS 8.4 DASHBOARD FIREWALL MONITOR CONSOLE

Switch | Help | Logout

User: admin@LocalDomain | Administrators

NSA 6600 / Floor Plan View

Floor Plan View

Manage Reports

- System
- Network
- DHCP
- Switching
- Diagnostics
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- SonicPoint
 - SonicPoints
 - Station Status
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 - Virtual Access Point
 - RF Monitoring
 - FairNet
 - Wi-Fi Multimedia
 - Firewall
 - Firewall Settings
 - DPI-SSL
 - DPI-SSH
 - Capture ATP
 - VoIP
 - Anti-Spam
 - VPN
 - SSL VPN
 - Virtual Assist
 - Users
 - High Availability

SonicPoints

Floor Plan Image

Save Plan

The floor plan diagram shows a rectangular building layout with the following rooms and features:

- General Manager's Office
- Open Office
- Finance Office
- Exhibition Room
- Studio
- Warehouse
- Sample Room
- Pantry
- Anteroom
- Meeting Room
- Manager Room A
- Manager Room B
- SonicPointN ea194f (multiple locations)
- SonicPointNDR ee90f4
- Entrance and Exit points
- Dimensions: 30460 (width), 22060 (height), 22300 (width of main section), 7760 (width of bottom section)
- North arrow and "Floor Plan FF" label

Note: Click **Save Plan** to save the Floor Plan and the SonicPoint locations.

GMS 9.0 on-prem – target late-Oct 2017

- **Enhanced UI** for Management, Flow Reporting and Scheduled Reports
- **Ease of use** for All-in-One system installation, simplified UI and Add Unit
- **Stability and performance** with Intelligent Resource Monitoring Platform

New in GMS 9.0 Ease of Use and Stability Enhancements

- Simplified Installation

- All in One GMS
 - Default install
 - Custom install (for Distributed Systems)
 - DHCP by default (static IP for advanced)

- Simplified Add Unit

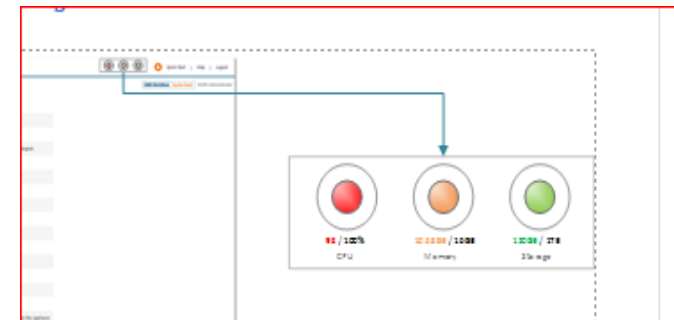
- Add Unit (simple and advanced)

- Simplified System Admin

- Firewall admin and GMS admin views merged into single login

- Intelligent Resource Monitoring Platform

- CPU, Memory and Disk usage
- Red/yellow/green status indicators with pre-emptive resource loading controls



Cloud 2.0 – target late-Oct/Early-Nov 2017

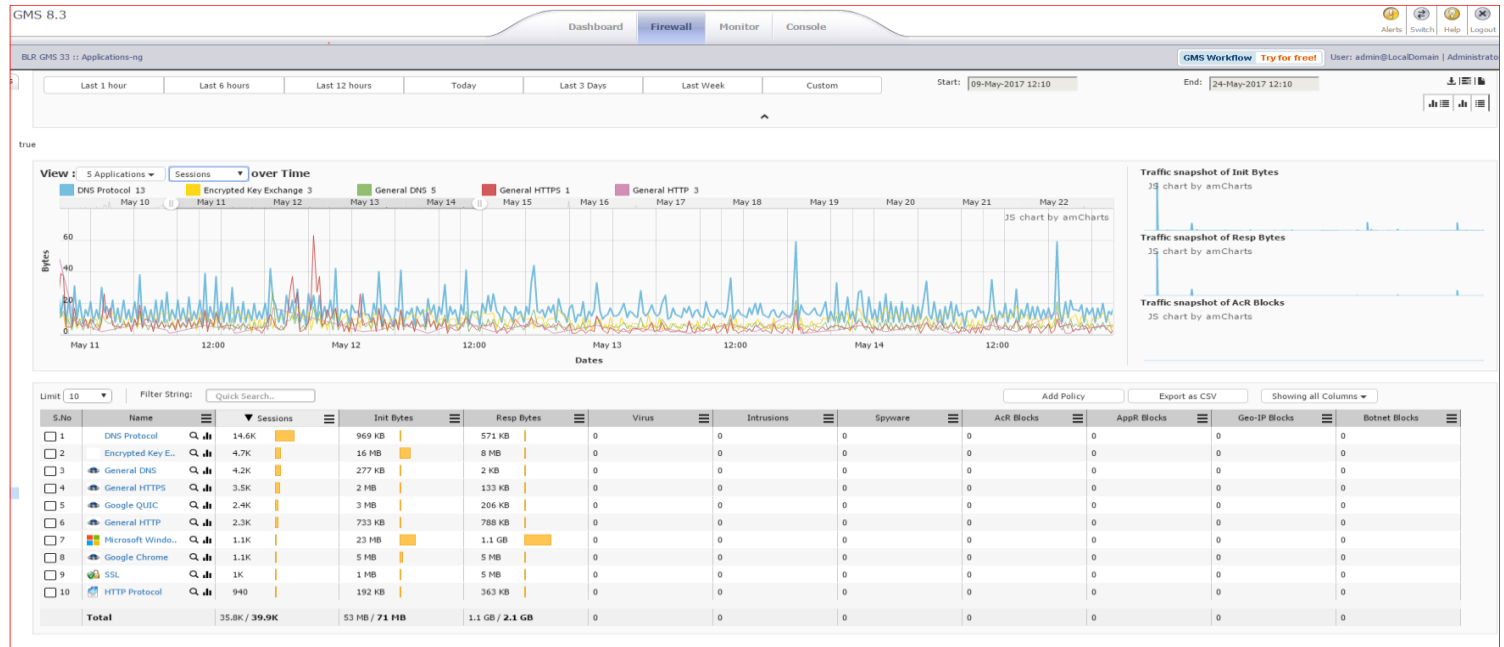
New Offering:

- **Cloud Analytics Flow Monitor and Session Viewer**

Upgrades in Cloud GMS:

- **UI Feedback** from Cloud 1.0 via UX Team
- **Scheduled Reports** for Flow Reporting Engine
- Management **Control Direct from Reporting**
- **Network Topology Diagram**
- **SonicPoint Floorplan**

Cloud Analytics



New in Cloud 2.0 – UX Designed UI



Take Control of Management Direct from Reporting

Cloud GMS HOME PRODUCTS **REPORTS** LOGS CONSOLE

Manish NSA / Applications GMS Workflow

Last 1 hour Last 6 hours Last 12 hours Today Last 3 Days Last 7 Days Last 30 Days Last 90 Days Custom Start: 04-Jul-2017 19:24:09 End: 11-Jul-2017 19:24:09

View: Total Sessions

Connections/Flows

Total 922

Jul 05 Jul 06 Jul 07

40,000
20,000
10,000

Configure policy

- Service Redirect ✕
- Service NTP ✕
- Service DRP ✕

Please select an action:

- Block
- Bandwidth Management ?
 - Advanced BWM High
 - Advanced BWM Medium
 - Advanced BWM Low
 - Bypass GAV
 - Bypass IPS
 - Bypass SPY
 - Bypass Capture ATP
- Packet Monitor

Close Create Policy

Limit: 50 Filter String: Search...

#	Name	Sessions	Init Bytes	Resp Bytes	virus	Intrusions	Spyware	ACK blocks	AppR Blocks	Geo-IP Blo
<input type="checkbox"/>	1 General HTTPS M..	171K	172MB	378MB	0	0	0	0	0	0
<input type="checkbox"/>	2 General DNS	40.3K	17MB	10MB	0	0	0	0	0	0
<input checked="" type="checkbox"/>	3 Service Redirec..	9.7K	529KB	0KB	0	0	0	9.7K	0	0
<input type="checkbox"/>	4 General SNMP Tr..	175	405KB	0KB	0	0	0	0	0	0
<input type="checkbox"/>	5 General HTTPS	110	253KB	3MB	0	0	0	0	0	0
<input checked="" type="checkbox"/>	6 Service NTP	95	35KB	35KB	0	0	0	0	0	0
<input type="checkbox"/>	7 General IKE	28	10KB	9KB	0	0	0	0	0	0
<input type="checkbox"/>	8 General SNMP	16	1KB	0KB	0	0	0	16	0	0

Encore: the Journey of GMS

- 1. Do more network security with less** - make better use of existing staff, lower operational costs.
- 2. Move up the security value chain** - transform from a VAR to an MSP, from a NOC to a SOC.
- 3. Make more money and profit** - charge differently, charge more, for services and monthly recurring revenue.

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Mobility & Security with SMA

Ganesh Umapathy, Product Marketing

SONICWALL®

Executive Summary – SMA OS 12.1

What's new with the SMA 1000 series firmware:

New Features:

- Federated Single Sign-On
- Secure File Sharing
- Universal Session Persistence

New Licenses:

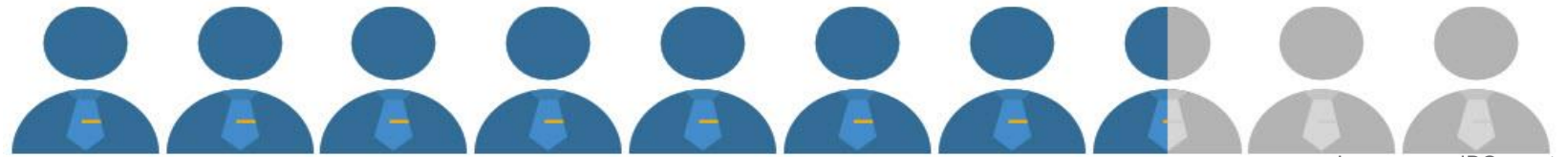
- Pooled User Licenses – Perpetual
- Pooled Email Licenses – Subscription
- Pooled Spike Licenses

Key Dates

MILESTONE	TARGET DATE
Public Launch/Early Release	09/26/2017
General Release	10/31/2017
Partner Training	10/25/2017

Business Drivers

By 2020, roughly 3 out of 4 US employees will be mobile workers.



Mobility & BYOD

Organizations want to improve workforce mobility and enhance productivity with: Anytime, Anywhere, Any device access

Secure File Sharing

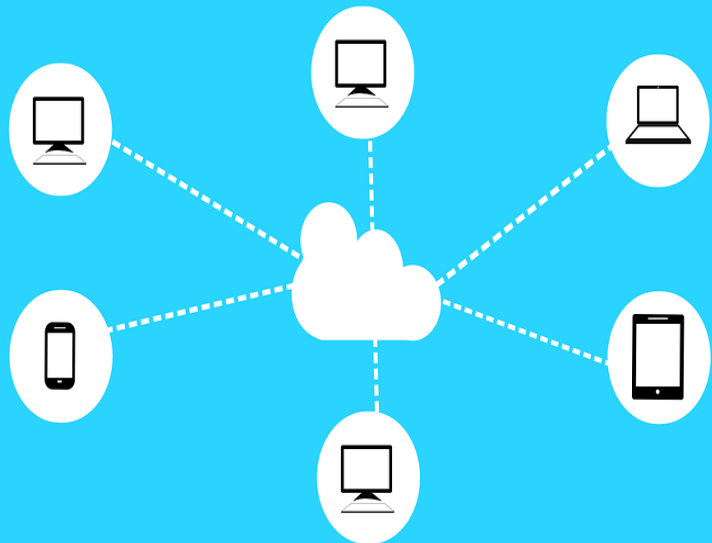
Collaboration is essential but organizations are concerned about the inherent risks with sharing files.



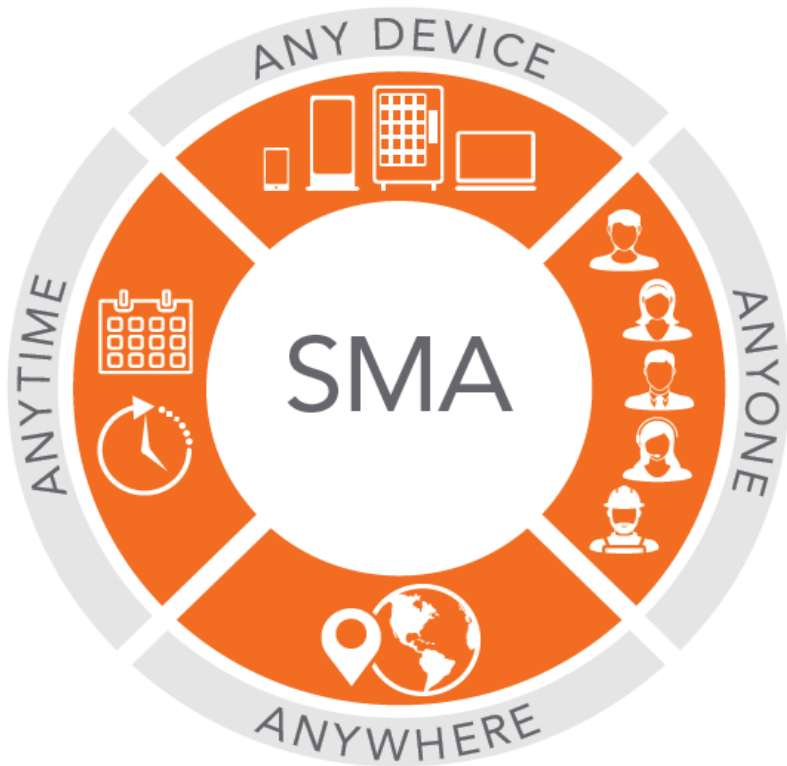
Cloud Migration

By 2021, over 50% of IT budget spend will be on public and private cloud infrastructure.
-IDC report

SMA: More Than SSL VPN



More Than SSL VPN



Policy enforced secure access for:

- **Any application** -> cloud-based or locally hosted
- **Any device** -> device level authorization
- **Anyone** -> employees, vendors, contractors
- **Anywhere** -> home, coffee shops, airports

Who Is A Typical Customer?

SONICWALL™

- Customer Size: 1,300+ employees
- Office locations: 12+ Worldwide
- Data centers: 4 IT, 5 Colos
- Remote Employee Access: 90%
- Remote Contractor Access: 10%
- Cloud Apps: 10+

Challenge– Cloud Migration

CSO / CIO



“I need to transform our IT and **move to the cloud securely** to provide my organization greater agility in embracing new technologies **while reducing costs.**”

IT director



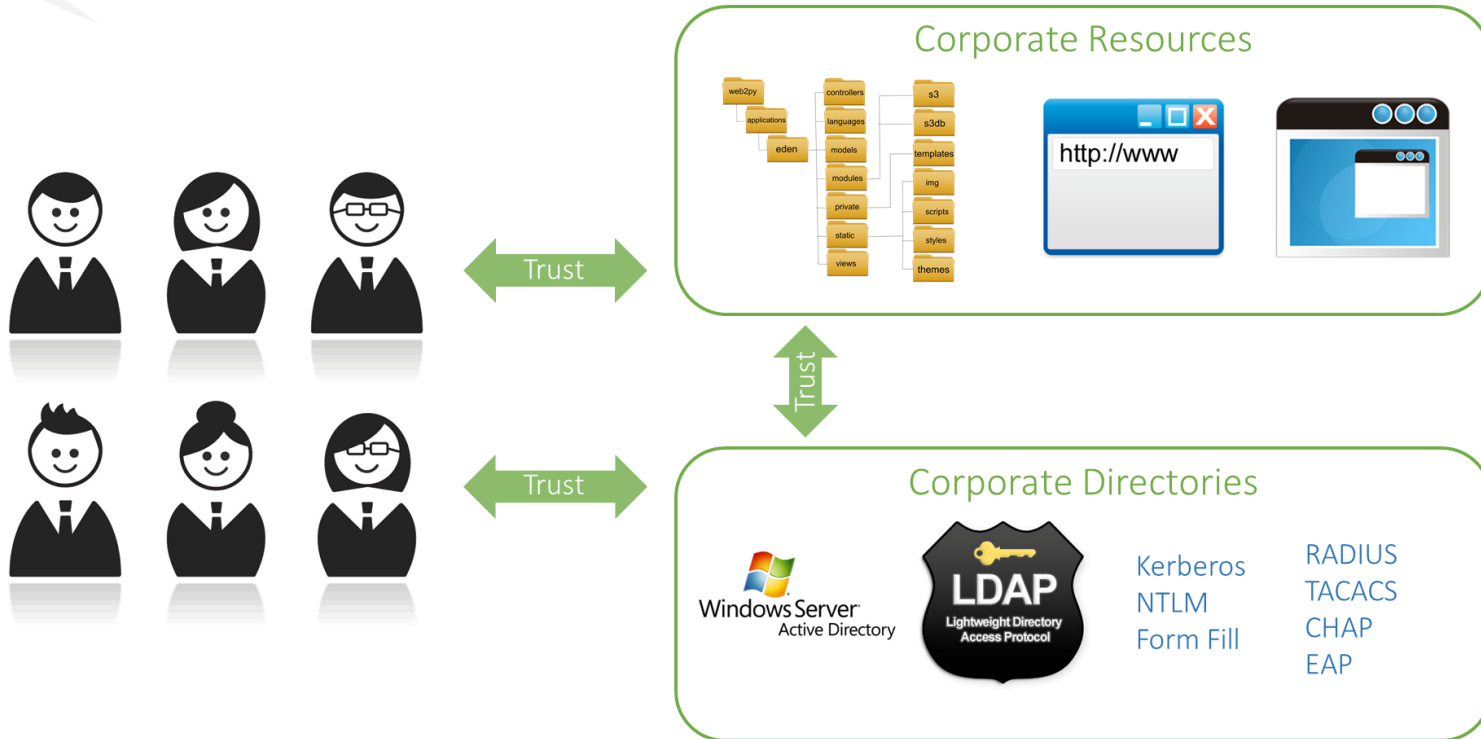
“We are struggling to phase the **migration of applications** to the cloud. I am also concerned with shadow IT, and allowing access to data from **unmanaged (BYO) devices.**”

End User



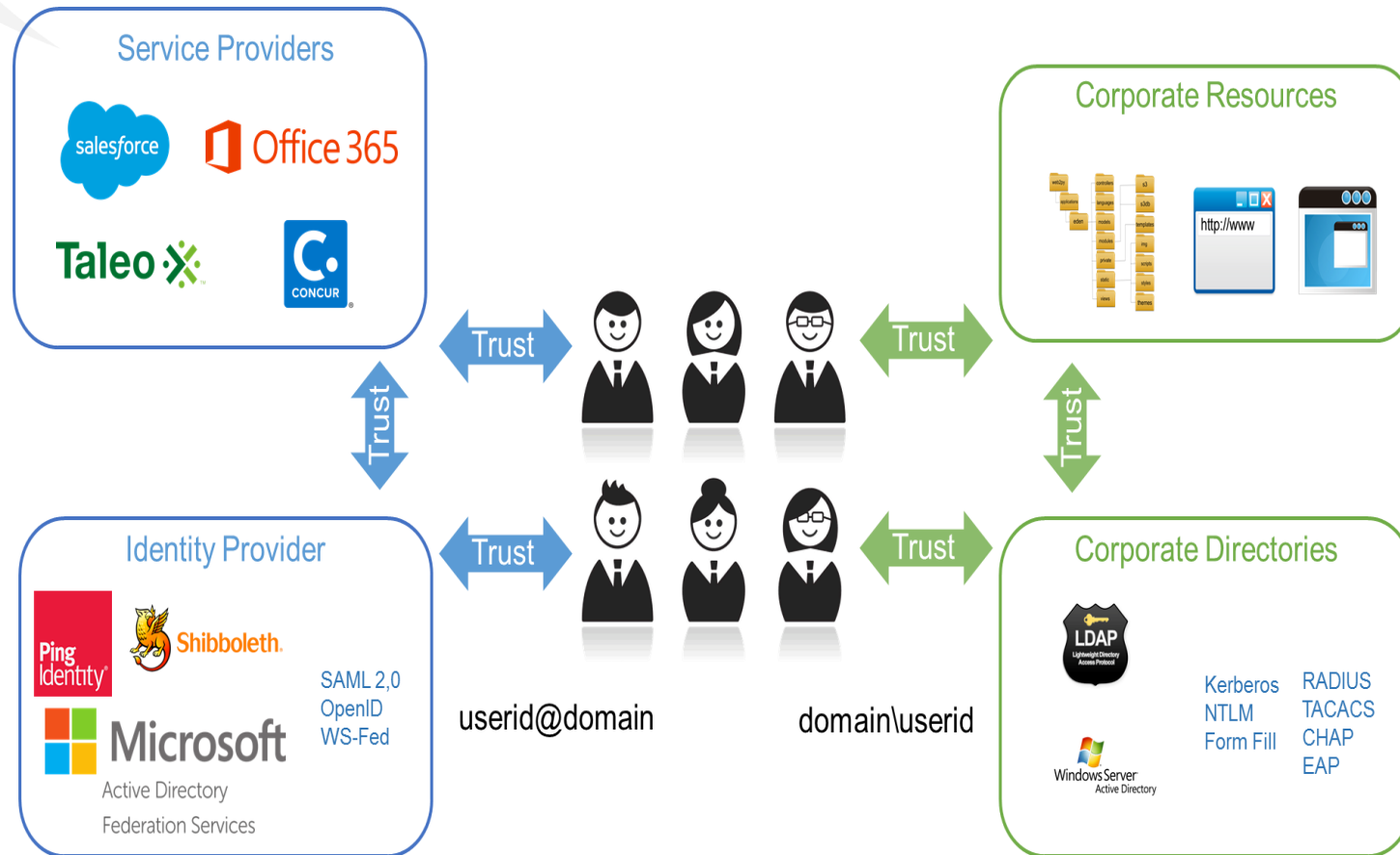
“I have no idea which **applications are available to me**, how to connect to them, or **which passwords to use.**”

Old Access Model - Traditional IT



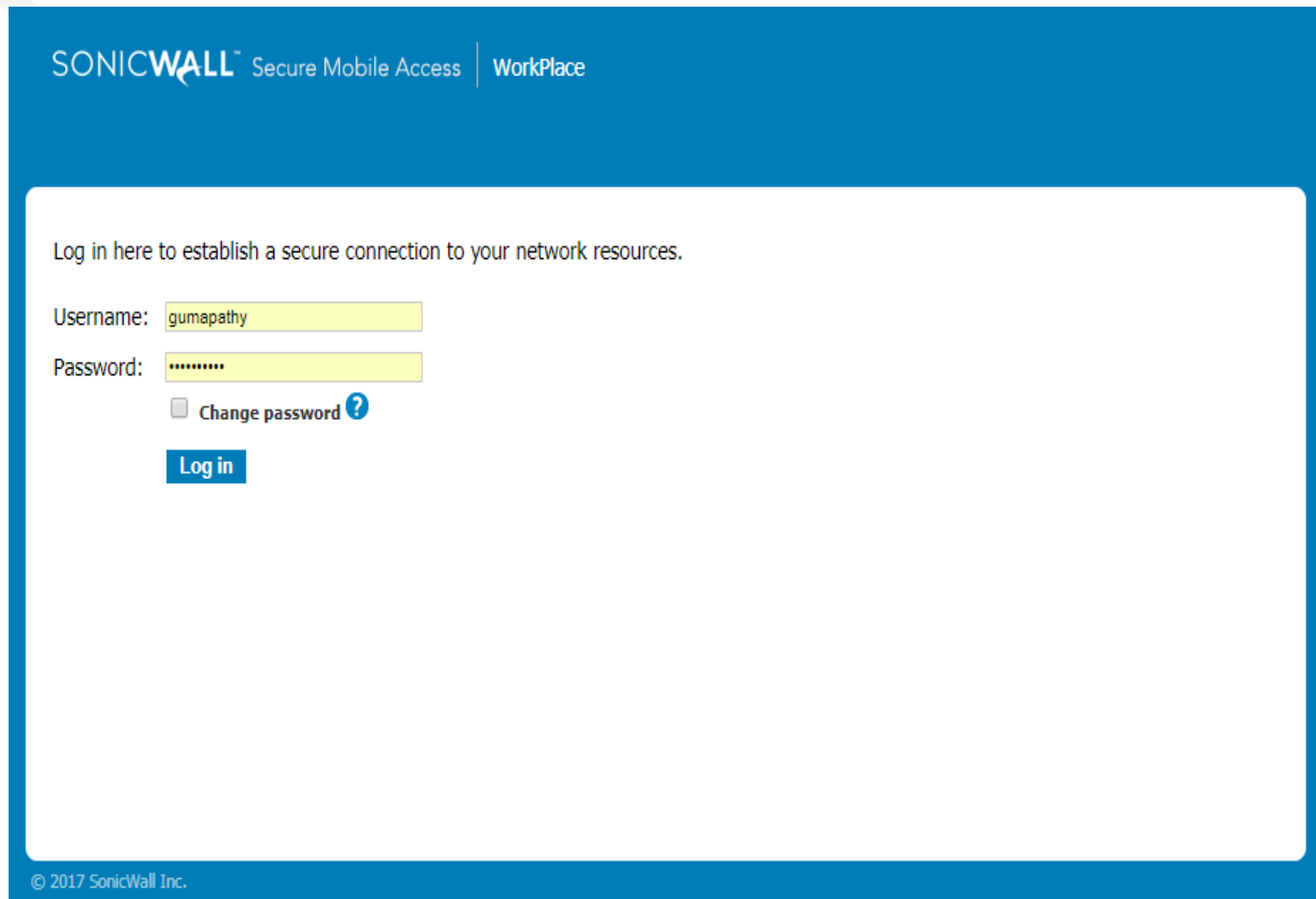
- One trust model
- Simple user workflow
- On-premise systems

New Access Model – Hybrid IT



- Secondary trust model
- Complex user workflow
- On-premise and off-premise

Our Solution: Federated Single Sign-on



The screenshot shows a login portal for SonicWall Secure Mobile Access Workplace. The header includes the SonicWall logo and the text 'Secure Mobile Access | Workplace'. Below the header, there is a white box containing the following elements:

- A message: "Log in here to establish a secure connection to your network resources."
- A "Username:" label followed by a text input field containing "gumapathy".
- A "Password:" label followed by a password input field with masked characters "*****".
- A checkbox labeled "Change password" with a question mark icon.
- A blue "Log in" button.

At the bottom left of the white box, there is a copyright notice: "© 2017 SonicWall Inc."

SonicWall Solution:
Web Access portal –
a customizable, single web portal
for secure federated SSO

HINT: Have you used Cloud Access
Manager (CAM)?

Our Solution: Federated Single Sign-on

To access a resource, click its name from the list below.

The screenshot displays the SonicWall WorkPlace application interface. It features a top navigation bar with the SonicWall logo and 'Secure Mobile Access | WorkPlace' text. Below the navigation bar, there are several application categories and links. The 'HR' category is expanded, showing links for Concur, ADP - Payroll Site, Bamboo HR, and SonicWall Benefits. The 'Support' category is also expanded, showing links for Innerwall, IT Helpdesk, Product Support, and RFE Tracker. The 'Personal Bookmarks' section contains links for FearLess Campaign tracker and SFDC Salesforce. The 'Sales' section contains links for Competitive Corner - Sales, MySonicWall.com, Public Training Pages, SecureFirst Partner Portal, and SonicWall Live Demo site. Two orange callout boxes highlight the 'Cloud and Web applications' (HR category) and 'Local applications' (Support category).

HR

- Concur
Travel and expense application
- ADP - Payroll Site
Payroll for US Team members
- Bamboo HR
- SonicWall Benefits
Benefits sign up and Info Portal

Cloud and Web applications

Support

- Innerwall
SonicWall Intranet
- IT Helpdesk
- Product Support
Product Support Site
- RFE Tracker
Request Feature Enhancements

Local applications

Personal Bookmarks

- FearLess Campaign tracker
Marketing program tracker

Sales

- SFDC Salesforce
SonicWall CRM instance
- Competitive Corner - Sales
Competitive Comparison Materials
- MySonicWall.com
Register products and manage product subscriptions
- Public Training Pages
Customer facing product training info
- SecureFirst Partner Portal
Partner Program access and management portal
- SonicWall Live Demo site
Public demo access for partners and customers

SonicWall Solution:

- Single login event
- Any application
- Any authorized device
- Multi-factor authentication

Challenge– Sharing Files Securely

CSO / CIO



“I need to **protect my intellectual property** and **customer data** from **data loss and corruption**, or face reputational damage and regulatory fines.”

IT director



“I am concerned about **malicious files** entering my network causing a **malware outbreak**. I must be able to show full diligence in **security controls** and provide **audit** information on request.”

End User



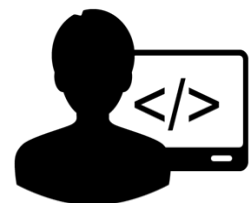
“I have no idea **how to share files** with my peers or third parties. Often I use my **personal dropbox or Gmail account**, rather than use the complex system provided by IT.”

Risks With Sharing Files

3rd Party Support



Employee at Home



Remote Developer



Graphic Designer

File Upload

Software Binaries

MS Office Docs

Software Code

Graphics Files

Corporate File Storage

- Malware risk
- Zero-day threats
- Unauthorized access
- Data loss / Data corruption
- Audit and compliance

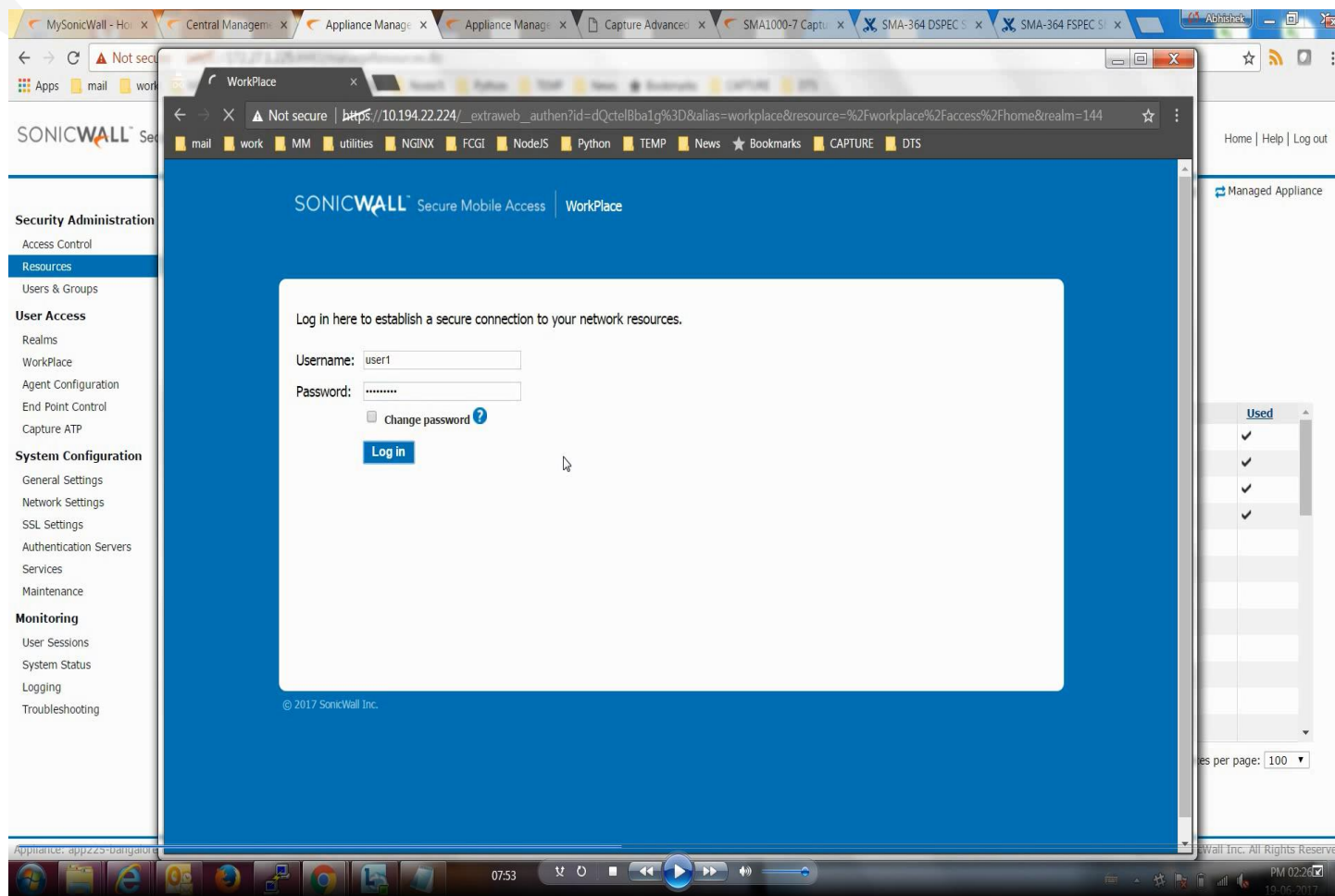
NEW

Capture ATP Add-on For SMA



1yr FREE trial license

Our Solution: Secure File Sharing



SonicWall Solution:
Secure File Share—
Capture sandbox inspection for
file uploads

HINT: Have you used Dropbox?

Our Solution: Secure File Sharing

The screenshot displays the SonicWall Secure Mobile Access web interface. The browser address bar shows the URL <https://10.194.22.224/workplace/access/home>. The page title is "SONICWALL Secure Mobile Access". The left sidebar contains navigation menus for "Security Administration", "User Access", "System Configuration", and "Monitoring". The main content area displays a list of resources under the heading "To access a resource, click its name from the list below." The resources listed are "Network Explorer" (with a sub-description "Browse a Windows network containing shared files and folders.") and "10.194.22.38". An orange arrow points from the "10.194.22.38" resource to an orange callout box. The callout box contains the text: "End User is presented with File Share resource(s) along with any other resource types". At the bottom of the page, there is an "Intranet Address" input field with a "GO" button and a "Help" link. The footer shows "© 2017 SonicWall Inc." and "SonicWall Inc. All Rights Reserved".

SonicWall Solution:
IT Admins can configure network share drive to share files securely.

Our Solution: Secure File Sharing



Semi Trusted

Traffic encrypted with
SSL/TLS

Strong User Authentication
Endpoint Trust Validation
Group and Attribute Checks

HTML5 File Browser

Firewall Session Visibility

Capture Sandbox



Trusted

Clean

SonicWall Solution:

- Malware scanning
- Zero-day protection
- Retain control of data
- Audit and compliance

Competitive Differentiators

Remote access vendors



- Robust clientless access (HTML5)
- Powerful endpoint control
- Built-in load balancer
- Universal session persistence
- Sandbox integration (unique)

Questions To Ask ?

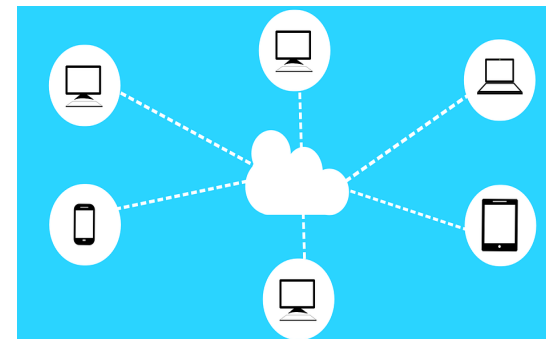
1. Do you currently have employees working remotely? Do you need to provide remote access to your contractors, vendors and partners?
2. What is your current mobility/BYOD strategy? Do you have visibility into every device that is accessing your network?
3. Do you have a secure strategy to migrate to the cloud?
4. Are you scanning all the files coming into your network via secure channels ?



Remote working



BYOD



Move to the cloud



Secure file sharing

Positioning For SMA



- BYOD / Mobility → Secure access gateway
- Moving to Cloud → Anytime, Any device, Any application
- Breach Prevention → Add a layer of Access Security
- 1 box solution? → “2 is better than 1” (NGFW+SMA)

Partner Value : Business Growth



- Opportunity for Professional Service Offerings
- Align conversations around cloud strategy
- Increase customer “Share of Wallet”
- Reduce complexity of access management

Follow Up Resources

Public launch date **9/26**

Internal communications

- Internal sales email
- Internal sales training
- Partner newsletter
- Partner webinar
- Distributor email

Sales tools

- Sales/Technical FAQs
- Product hot sheets
- SonicWall University modules
- Updated corporate deck
- Updated product deck

Firmware Web post date **10/31**

Collateral

- New Solution Briefs
- New Technical Briefs
- Updates to datasheets & websites
- Support Training
- KBs, Forum updated

External communications

- Press release
- Prospect webinar/emails
- Installed base webinars/emails
- Social media blast
- BYOD & Mobility blog