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SOPHOS Not for Resale Program Software User Guide

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Contents

Program Description

The Sophos NFR (Not-for-Resale) Program offers qualified Sophos Partners access to our solutions for free or at a discounted cost. The products may be used for internal training, customer demonstration, or for in-house use. NFR software may not be used in customer or potential customer environments. Sophos evaluation products should be used for any type of customer testing. We encourage all partners to participate in the program and set up our solutions in your own environment, so your staff can fully understand the benefits and features of the Sophos products, and be better prepared to demonstrate the products to customers.

Products in NFR Program

The NFR Program is designed to allow Sop hos Channel Partners to experience the full capability of Sophos security products and solutions. However, not every SKU is available under the NFR Program. Some high-end hardware appliances and individual products which are contained within larger suites or packages are not available. See the listing below for the product families available under the NFR Program. Please check the SKU tab in the Price List available on the Sop hos Partner Portal for the most current, up-to-date list of eligible NFR products.

- Sop hos Endpoint Intarcept X

Ep

- Sop hos Firewall

Fw

- Sop hos Cloud Clbud Optix Advanced

Cld

- Sop hos Managed Threat Response

MTR

- Sop hos Wireless

Wi

- Sop hos Email

Em

- Sop hos Mobile

Mb

- Sop hos Phish Threat

Ph

- Sop hos Server

- Sop hos XDR

- Sop hos Central

- **SG UTM**

- Sop hos Zero Trust Network

- Sop hos Switch

Program Eligibility

All Authorized, Silver, Gold, Platinum and Select partners who have accepted the terms of the Sophos reseller agreement and are in good standing are eligible for the Sophos NFR Program.

The table below defines the accessibility, maximum number of licenses, appliances, and accessories available to the partner under the **NFR** Program as determined by partner level:

PARTNER PROGRAM TIER	AUTHORIZED	SILVER	GOLD	PLATINUM	SELECT

SOFTWARE

End User Software Licenses/ ZTNA Licenses	10	25	100	250	250
Server Protection Licenses	3	5	10	25	25
Network/Firewall Licenses(Software, Virtual, Individual Subscriptions, Switch/AP Support)	2	2	3	4	4
Software Discount	100%	100%	100%	100%	100%

SOPHOS MANAGED PRODUCTS AND SERVICES

MDR / NDR / Integration Packs Licenses	See End User Software qty	See End User Software qty	See End User Software qty	See End User Software qty	See End User Software qty
MDR / NDR / Integration Packs Discount	45%	45%	45%	45%	45%

SOFTWARE – HOSTED

XDR Licenses (Endpoint)	See End User Software qty	See End User Software qty	See End User Software qty	See End User Software qty	See End User Software qty
XDR Licenses (Server)	See Server qty	See Server qty	See Server qty	See Server qty	See Server qty
Cloud Optix Advanced Licenses	25	25	25	25	25
Sophos Central Firewall Reporting Advanced Licenses	2	2	3	4	4
Hosted Software Discount	75%	75%	75%	75%	75%

HARDWARE

Hardware Appliances and Devices (AP / SD-RED / Switch / Firewall)	2	2	3	4	4
Hardware Accessories	2	2	3	4	4
Hardware Appliances and Devices Discount	50%	50%	50%	50%	50%
Accessories Discount	25%	25%	25%	25%	25%

MANAGEMENT TOOLS

Sophos Central Firewall Reporting	Yes	Yes	Yes	Yes	Yes
Sophos Central Management for Sophos Firewalls (Free)	Yes	Yes	Yes	Yes	Yes
Management Tools Discount	100%	100%	100%	100%	100%

Any requests beyond the above allocations must be approved by an authorized representative of Sophos. License allowances and hardware appliance quantities are by product (i.e. Silver partners can have 25 licenses of Central Endpoint Advanced and 25 of Sophos Mobile, not 25 total).

Support

All NFR units will be supported – partners will receive the same level of support that they get with their partner level in the Sophos Partner Program.

NFR Ordering Process

Please submit your NFR requests as described below:

Globally	Partners in North America
• Submit all your NFR requests to your preferred distributor.	• $0 NFR: Orders **Email na_nfr_requests@sophos.com** • Paid **NFR:** Orders and renewals Contact your preferred distributor.

In all cases, please include:

• The service / product / model / user count you are requesting

- The promo code for your region and partner level

NFR Renewals

Standard, free of charge NFR orders are placed with a 12-month term and Sophos is automatically renewing $0 NFR licenses for all partners in good standing.

For transacting partners, paid NFR renewal orders can be processed at NFR discount levels following the same steps as described in the "NFR Ordering Process" section above. Based on partner level, qualifying partners may be eligible for three-year renewal terms on NFR products. Please check with your local CAM or distributor for three-year term NFR renewal eligibility. Nonactive or inactive partners, as defined in the NFR Terms and Conditions section below, may not be eligible for NRF offerings or may be charged for NFR renewals.

NFR promo codes

Global NFR Promotion Codes:

- **Authorized Partners:** NFR_AUTHORIZED
- **Silver Partners:** NFR_SILVER
- **Gold Partners:** NFR_GOLD
- **Platinum Partners:** NFR_PLATINUM
- **Select Partners:** NFR_SELECT

Reselling NFR Hardware:
A partner may sell or otherwise give NFR hardware and accessories to a third-party after 12 months of ownership by completing a transfer of ownership. No NFR software subscriptions may be included with the hardware. Partners are responsible for securely wiping the device and re-install the operating system. Please reference the Sophos Knowledge Base article below for the recommended process for wiping hardware devices.

Knowledge Base Article: https://community.sophos.com/kb/en-us/134412

After the transfer of ownership, the third-party customer is responsible for the new software subscription and ongoing renewal payments or related support fees to maintain active support of the hardware and accessories.

NFR Terms and Conditions

- **NFR** hardware is available in limited quantities.
- **NFR** promotional codes are valid for all switches, SD-RED, Wireless access points, and

  Firewall appliances (100 series and higher). Entry-level, XGS appliances below the 100 series are excluded.
- **NFR** hardware, accessories, software, and services may be used solely and exclusively by the

  partner for the following purposes:
    - Partner-led product demonstrations to prospective customers
    - Testing for internal use and training of the products with partner staff
    - Partner in-house production use to support its own infrastructure
- Any other use not listed above is strictly prohibited. In particular, but without limitation, all forprofit use, such as

  hosting of managed services, is strictly prohibited. If the partner wishes to use hardware for other uses, it must

  first pay Sophos the difference between the NFR price and the list price.

- **NFR** eligibility is based on partner level. At Sophos's sole discretion, Sophos may allow the partner to purchase additional NFR products beyond the standard quantity limitations based on partner level.
- All software, hardware, services, and accessories acquired under the NFR Program are subject to the terms and conditions of the Sophos end user license agreement at **https://www.sophos.com/en-us/legal.aspx** and any software that has been provided free of charge shall be deemed to be a "Free Tool" for the purposes of such agreement.
- For purposes of the NFR program, "active" partners are defined as having more than two transactions in the last five calendar months.
- Sophos reserves the right to change or cancel the NFR Program at any time and for any or no reason.
- End of Sale products may not be eligible for NFR orders.

Need help?
Open a support case via
https://support.sophos.com if you need help ordering NFR products.

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Email: sales@sophos.com

North American Sales
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Email: nasales@sophos.com

Australia and New Zealand Sales
Tel: +61 2 9409 9100
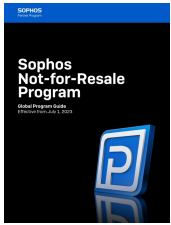**Email: sales@sophos.com.au**

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2023-08-21 (PC)

Documents / Resources

SOPHOS Not for Resale Program Software [pdf] User Guide
Not for Resale Program Software, Resale Program Software, Program Software, Software

References

- **Legal | Sophos**
- **Service and Support**
- **Service and Support**
- **User Manual**