


# ORDERING GUIDE

## Secure Services Edge (SSE)

July 2023

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# Software Licensing Tiers – Versa Secure Services Edge




| | | |
|---|---|---|
| Secure zero trust network access to “private” Enterprise applications hosted on corporate network for remote users | **Versa Secure** Private **Access** | • Zero Trust Network Access (Replace legacy VPN)<br>• User to App Authentication |
| Secure access to Internet bound traffic (SaaS apps, public clouds, URLs), SaaS discovery & control, data loss prevention | **Versa Secure** Internet **Access** | • Cloud Network Firewall (NGFWaaS)<br>• Unified Threat Management (UTM)<br>• Secure Web Gateway (SWG)<br>• Cloud Access Broker (CASB)<br>• Data Loss Prevention (DLP) |
| Various bundles of VSPA and VSIA | **Versa Secure** Private + Internet **Access** | Bundles of:<br>• Versa Secure Private Access<br>• Versa Secure Internet Access |
| Optimized app experience with Versa SASE Fabric with secure access to “private” and “public” applications and resources | **Versa Secure** Fabric **Access** | • Traffic Engineered Cloud Network Backbone with built-in security<br>• Includes VSPA and VSIA |

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# Pricing Model

Versa SSE

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# Versa SSE Packaging

| | | | | |
|---|---|---|---|---|
| **Enterprise Need:** | Secure access to "private" Enterprise applications hosted on corporate network (datacenter, cloud, branches etc.) for remote users. | Secure access to Internet bound traffic (e.g., SaaS apps, public clouds, URLs etc.), granular cloud access control, data loss prevention for remote and office users. | Secure network access to private applications and Internet for remote and office users. | Traffic engineered fabric on cloud that provides site to site connectivity and site to cloud connectivity with built-in security for remote and office users |
| **Versa Solution:** | VSPA | VSIA | VSPIA (VSPA + VSIA) | VSAF |
| **Pricing Tiers:** | • Essential<br>• Professional | • Essential<br>• Professional<br>• Elite | • Essential<br>• Essential Plus<br>• Professional<br>• Elite | • Essential<br>• Professional<br>• Elite |
| **Consumption Model:** | Per User License | Per User License | Per User License | Per Gateway by BW |
| **Key Features:** | • ZTNA for Enterprise apps & data<br>• Endpoint device posture check<br>• Secure Authentication<br>• Forward proxy | • NGFWaaS<br>  • *URL/Web Filtering*<br>  • *DNS Security*<br>• Unified Threat Management-<br>  • *AV/Anti-Malware*<br>  • *IPS/IDS*<br>  • *SSL-TLS Proxy*<br>• Cloud Access Broker (CASB)<br>• Data Loss Prevention (DLP) | • VSPA features<br>• VSIA features | • VSPA features<br>• VSIA features<br>• Traffic Engineered SASE Fabric for enhanced application and connectivity experience |

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# Pricing Bands and Bandwidth Surcharge by Region

## Pricing Bands:

| Bands of user capacities | T1 | T2 | T3 | T4 | T5 | T6 | T7 | T8 | T9 |
|---|---|---|---|---|---|---|---|---|---|
| # of Users for each band | 50 + | 100 + | 250 + | 500 + | 750 + | 1K + | 2K + | 5K + | 10K + |

## Regional Surcharges:

| Region | Country | User SKU | BW SKU |
|---|---|---|---|
| A | US | NA | NA |
| | Canada | | |
| | UK | | |
| | Germany | | |
| | Netherlands | | |
| B | India | CLDSVC-BW-RBSC-XX | CS-SASE-RBSC-XX-YY |
| C | Singapore | CLDSVC-BW-RCSC-XX | CS-SASE-RCSC-XX-YY |
| | Australia | | |
| | Indonesia | | |
| | Japan | | |
| | Hong Kong | | |
| | South Africa | | |
| | Philippines | | |
| | Brazil | | |
| D | China | CLDSVC-BW-RDSC-XX | |

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** Coming soon – Region E for Middle East*

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# Selecting the Right Security Service

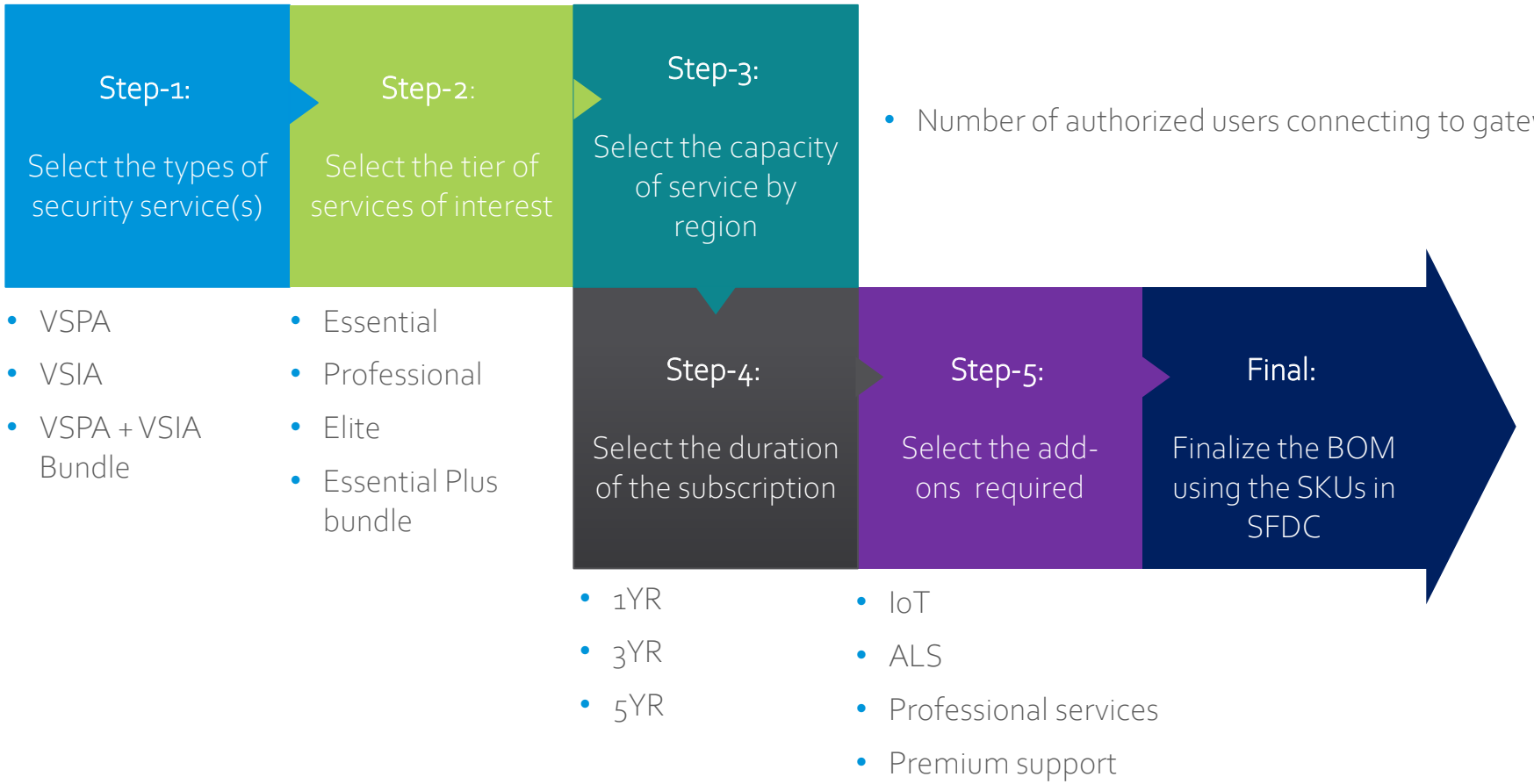
Workflow

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# SSE Ordering Workflow

## User Based License - VSPA, VSIA, VSPIA




- Number of authorized users connecting to gateway in specific country or region (A,B,C,D)

*Ensure BOM has "Bandwidth Surcharge" SKUs for users outside of Region A (US/EU)*

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# Top Use Case Examples

## Scalable and Flexible Pricing Model to meet Customer Needs

**VSPA – VPN Takeout (ZTNA)**

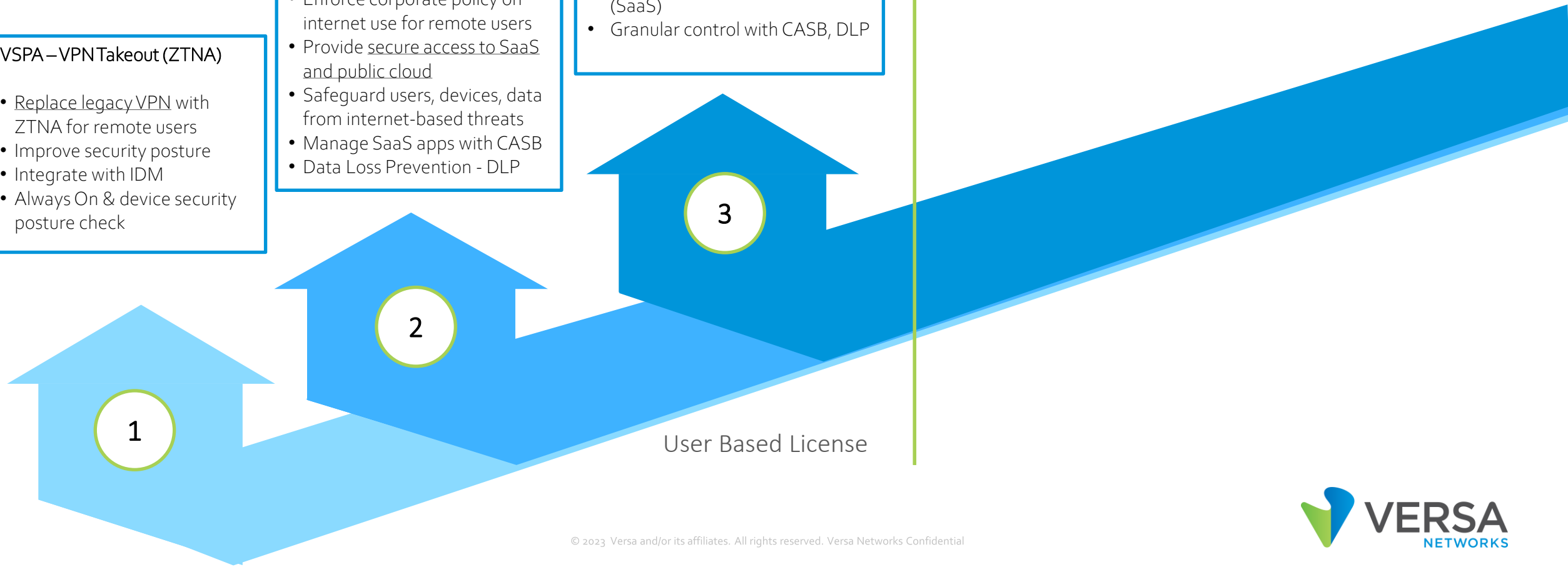
- Replace legacy VPN with ZTNA for remote users
- Improve security posture
- Integrate with IDM
- Always On & device security posture check

**VSIA – Comprehensive Internet and Cloud Security**

- Enforce corporate policy on internet use for remote users
- Provide secure access to SaaS and public cloud
- Safeguard users, devices, data from internet-based threats
- Manage SaaS apps with CASB
- Data Loss Prevention - DLP

**VSPIA – ZTNA + Cloud Security**

- All Inclusive Bundle
- Secure access to corporate network with ZTNA
- Secure Internet bound traffic (SaaS)
- Granular control with CASB, DLP




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# Versa Secure Private Access (VSPA)

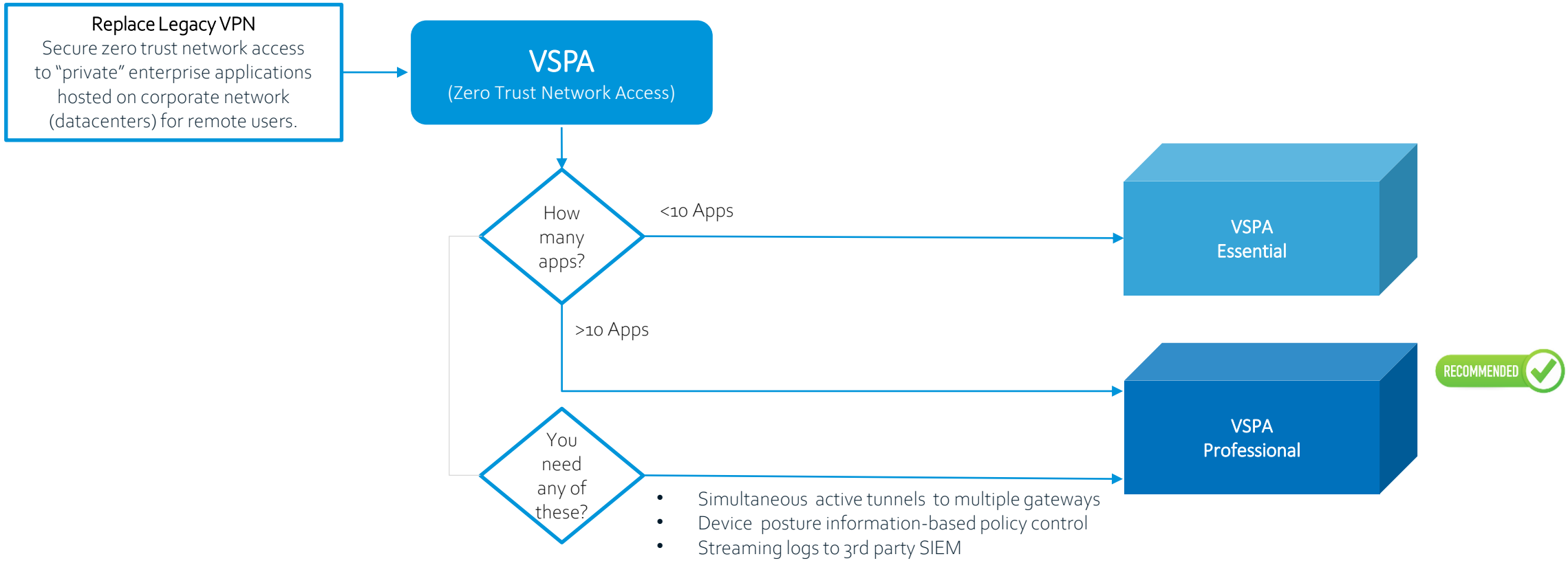
(Replace Legacy VPN)

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# 1. VSPA – Versa Secure Private Access

## Zero Trust Network Access to replace legacy VPN



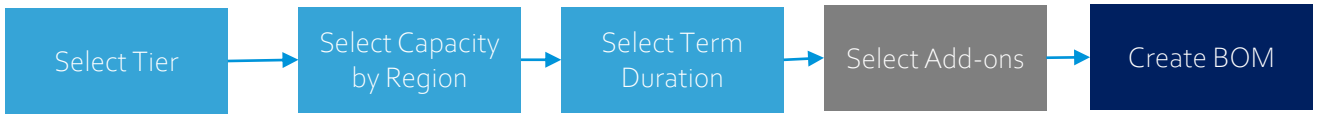

NOTE: VSPA is available in per user license model. Suggest VSAF if customer is interested in bandwidth-based pricing.

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Example 1:

# Versa Secure Private Access

| | | |
|---|---|---|
| **Use Case Overview:** | Global enterprise is experiencing sharp increase in the use of employees working from home. These users need to access corporate resources – datacenters and private clouds. Remote users complain of poor user experience with centralized security model, limited security with legacy VPN –BYOD adds to additional security risks. Lack of end-to-end visibility and analytics for the security team. | |
| **Requirements:** | **Req 1:** Enable work from anywhere securely for company owned resources | **Req 4:** 400 remote users in North America |
| | **Req 2:** Replace legacy VPN – improve security posture, user experience | **Req 5:** 100 remote users in Europe |
| | **Req 3:** Integrate with Identity Management System – MS Azure | **Req 6:** 50 remote users in India |




CLDSVC – PROF – VSA – T4 - 3YR

| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Professional VSPA Cloud Service for 1 authorized user 3YR - 550 – All users | CLDSVC-PROF-VSA-T4-3YR | $234.00 | 550 | 20% | $102,960 |
| Bandwidth surcharge for Region B for 3 years per user - 50 users in India | CLDSVC-BW-RBSC-3YR | $117.30 | 50 | | $5,865 |
| | | | | | |
| LINK: https://partners.versa-networks.com/playbooks/versa-price-lists/ | | | | Total | $108,825 |
| | | | | Cost per user over 3 years | $197.86 |
| | | | | Cost per user per month | $5.50 |

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# Versa Secure Internet Access (VSIA)

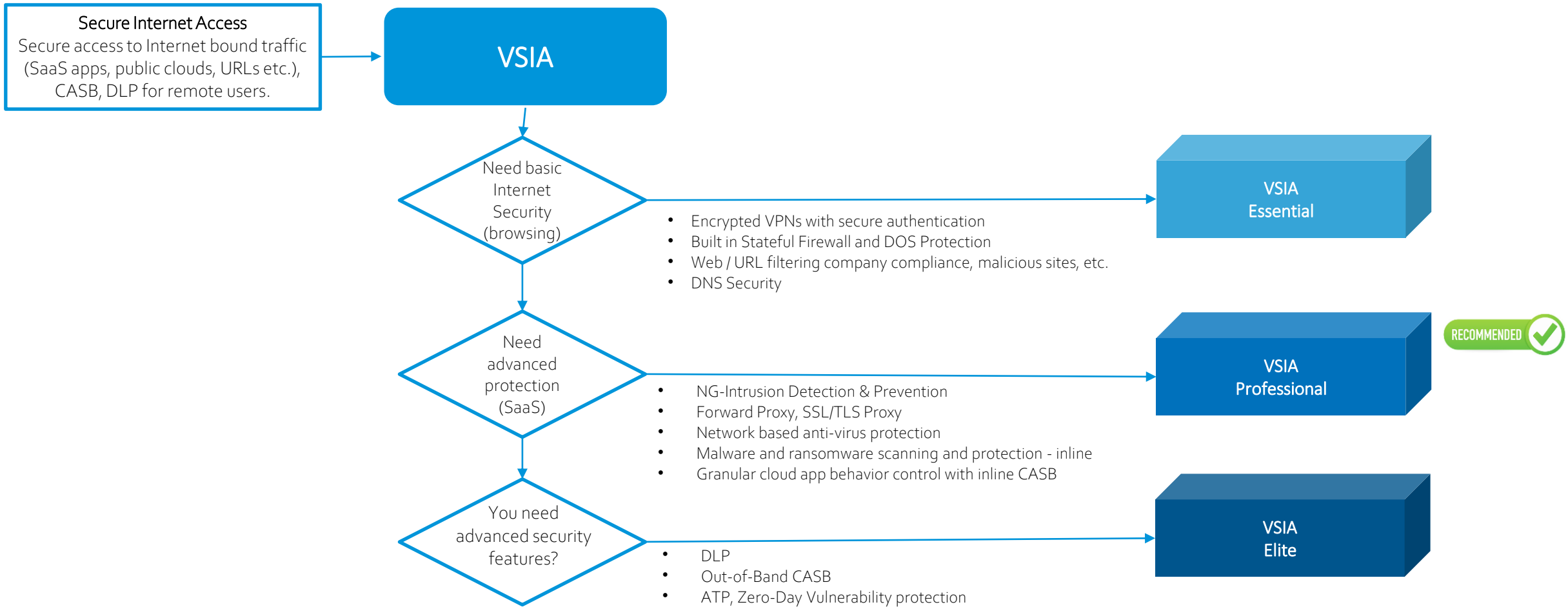
SWG, FWaaS, CASB, DLP

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# 2. VSIA – Versa Secure Internet Access

## Augment or Replace on-prem firewalls with cloud delivered comprehensive security




NOTE: VSIA is available in per user license model. Suggest VSAF if customer is interested in bandwidth-based pricing.

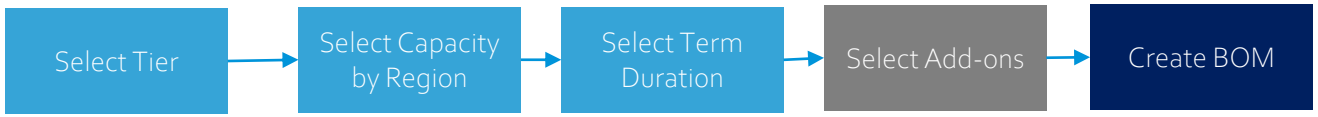
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Example BOM:

# Versa Secure Internet Access (Essential)

| | | |
|---|---|---|
| **Use Case Overview:** | Enterprise looking for centralized cloud security for general Internet bound traffic (personal and/or corporate). Mid-size Enterprise CIOs looking to drive cost efficiency by driving basic security (Stateful firewall, Content Filtering) to the cloud by replacing on-prem security appliance. The enterprise may still use some third-party advanced security solutions (e.g., Network Anti-virus & Anti-Malware, CASB etc.) but looking to replace basic security | |
| **Requirements:** | **Req 1:** Protection for Internet bound traffic (e.g., URL & content filtering, NGFW) | **Req 4:** 400 remote users in North America |
| | **Req 2:** Move to cloud delivered firewall for remote workforce | **Req 5:** 100 remote users in Europe |
| | **Req 3:** Efficiency and cost optimization at branches with limited or no on-prem firewall appliance | **Req 6:** 50 remote users in India |




CLDSVC – ESS – SWG – T4 - 3YR

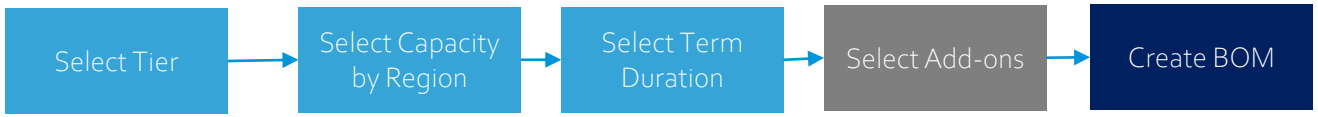
| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Essential VSIA Cloud Service for 1 authorized user 3YR - 550 – All users | CLDSVC-ESS-SWG-T4-3YR | $150.00 | 550 | 20% | $66,000 |
| Bandwidth surcharge for Region B for 3 years per user - 50 users in India | CLDSVC-BW-RBSC-3YR | $117.30 | 50 | | $5,865 |
| | | | | | |
| LINK: Versa Price Lists - Versa Networks (versa-networks.com) | | | | Total | $71,865 |
| | | | | Cost per user over 3 years | $130.66 |
| | | | | Cost per user per month | $3.63 |

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Example BOM:

# Versa Secure Internet Access (Professional + DLP Add-on)

| | | |
|---|---|---|
| **Use Case Overview:** | Enterprise looking for centralized cloud security for general Internet and SaaS applications. Employees need secure access various SaaS apps (SFDC, O365 etc.) remotely. CIOs looking to drive cost efficiency by driving basic & advanced security to the cloud model. Specific granularity needed for operations on SaaS (e.g., upload/download, social media rules etc.). Corporate want additional security for data protection or compliance driven from cloud | |
| **Requirements:** | **Req 1:** Protection for Internet bound traffic (e.g., URL & content filtering, NGFW) | **Req 4:** 400 remote users in North America |
| | **Req 2**: Drive efficiency at branch/campus with cloud delivered advanced security | **Req 5:** 100 remote users in Europe |
| | **Req 2:** Need security and granular control for SaaS applications and data protection | **Req 6:** 50 remote users in India |




CLDSVC – PROF – SWG – T4 - 3YR *Base SASE SKU covering VSIA Professional*

CLDSVC – DLP – Addon- T4 - 3YR *DLP Add-on (optional)*

| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Professional VSIA Cloud Service for 1 authorized user 3YR - 550 – All users | CLDSVC-PROF-SWG-T4-3YR | $252.00 | 550 | 20% | $110,880 |
| Add-on for DLP | CLDSVC-DLP-Addon-T4-3YR | $70.50 | 550 | 20% | $31,020 |
| Bandwidth surcharge for Region B for 3 years per user - 50 users in India | CLDSVC-BW-RBSC-3YR | $117.30 | 50 | | $5,865 |
| | | | | | |
| LINK: Versa Price Lists - Versa Networks (versa-networks.com) | | | | Total | $147,765 |
| | | | | Cost per user over 3 years | $268.66 |
| | | | | Cost per user per month | $7.46 |

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# Versa Secure Private + Internet Access (VSPIA)

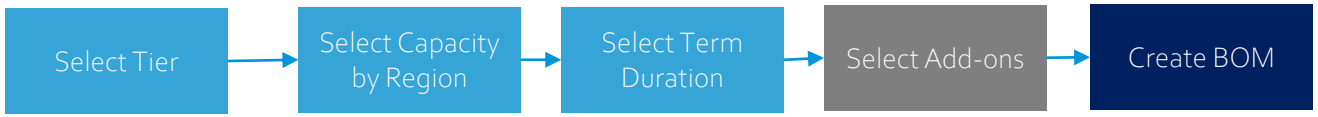
Versa Secure Private Access
with
Versa Secure Internet Access

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Example BOM:

# Versa Secure Private + Internet Access (Essential Plus)

| | | |
|---|---|---|
| **Use Case Overview:** | Enterprise looking for centralized cloud security for corporate apps and general Internet bound traffic. Mid-size Enterprise looking to consolidate VPN based access for corporate network enabling ZTNA and cloud-based firewall in a single solution. The enterprise may still use some third-party advanced security solutions (e.g., Network Anti-virus & Anti-Malware, CASB etc.) but looking to replace basic security | |
| **Requirements:** | **Req 1:** VPN replacement with Zero Trust SASE solution for corporate network access | **Req 4:** 400 remote users in North America |
| | **Req 2**: Protection for Internet bound traffic (e.g., URL & content filtering, NGFW) | **Req 5:** 100 remote users in Europe |
| | **Req 3:** Move to cloud delivered firewall for remote workforce | **Req 6:** 50 remote users in India |




CLDSVC – ESP – SWGVSA – T4 - 3YR

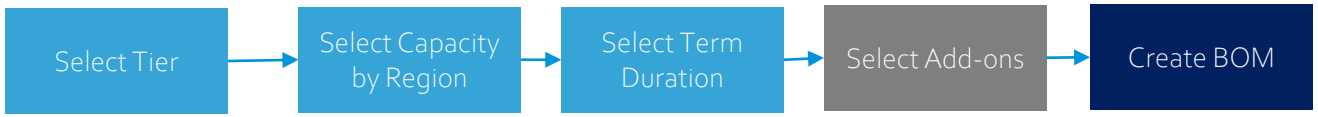
| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Essential Plus VSPIA Cloud Service for 1 authorized user 3YR - 550 – All users | CLDSVC-ESP-SWGVSA-T4-3YR | $269.00 | 550 | 20% | $118,360 |
| Bandwidth surcharge for Region B for 3 years per user - 50 users in India | CLDSVC-BW-RBSC-3YR | $117.30 | 50 | | $5,865 |
| | | | | | |
| LINK: Versa Price Lists - Versa Networks (versa-networks.com) | | | | Total | $124,225 |
| | | | | Cost per user over 3 years | $225.86 |
| | | | | Cost per user per month | $6.27 |

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Example BOM:

# Versa Secure Private + Internet Access (Professional)

| | | |
|---|---|---|
| **Use Case Overview:** | Enterprise looking for centralized cloud security for corporate apps and general Internet bound traffic. Large Enterprise looking to consolidate VPN based access for corporate network enabling ZTNA and cloud-based firewall in a single solution. The enterprise looking for one stop shop advanced security solutions (e.g., Network Anti-virus & Anti-Malware, IPS/IDS etc) and granular SaaS control & data protection using advanced features | |
| **Requirements:** | **Req 1:** VPN replacement with Zero Trust SASE solution for corporate network access | **Req 4:** 400 remote users in North America |
| | **Req 2**: Protection for Internet bound traffic (e.g., URL & content filtering, NGFW) | **Req 5:** 100 remote users in Europe |
| | **Req 3:** Advanced security controls for SaaS and Cloud Apps | **Req 6:** 50 remote users in India |




CLDSVC – PROF – SWGVSA – T4 - 3YR

| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Professional VSPIA Cloud Service for 1 authorized user 3YR - 550 – All users | CLDSVC-PROF-SWGVSA-T4-3YR | $341.00 | 550 | 20% | $150,040 |
| Bandwidth surcharge for Region B for 3 years per user - 50 users in India | CLDSVC-BW-RBSC-3YR | $117.30 | 50 | | $5,865 |
| | | | | | |
| LINK: Versa Price Lists - Versa Networks (versa-networks.com) | | | | Total | $155,905 |
| | | | | Cost per user over 3 years | $283.46 |
| | | | | Cost per user per month | $7.87 |

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# Versa Secure Fabric Access

User to App Performance Optimization with Versa SASE Fabric providing Cloud Area Networking and Security

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# Top Use Case Examples

## Scalable and Flexible Pricing Model to meet Customer Needs

**VSPA – VPN Takeout (ZTNA)**

- Replace legacy VPN with ZTNA for remote users
- Improve security posture
- Integrate with IDM
- Always On & device security posture check

**VSIA – Comprehensive Internet and Cloud Security**

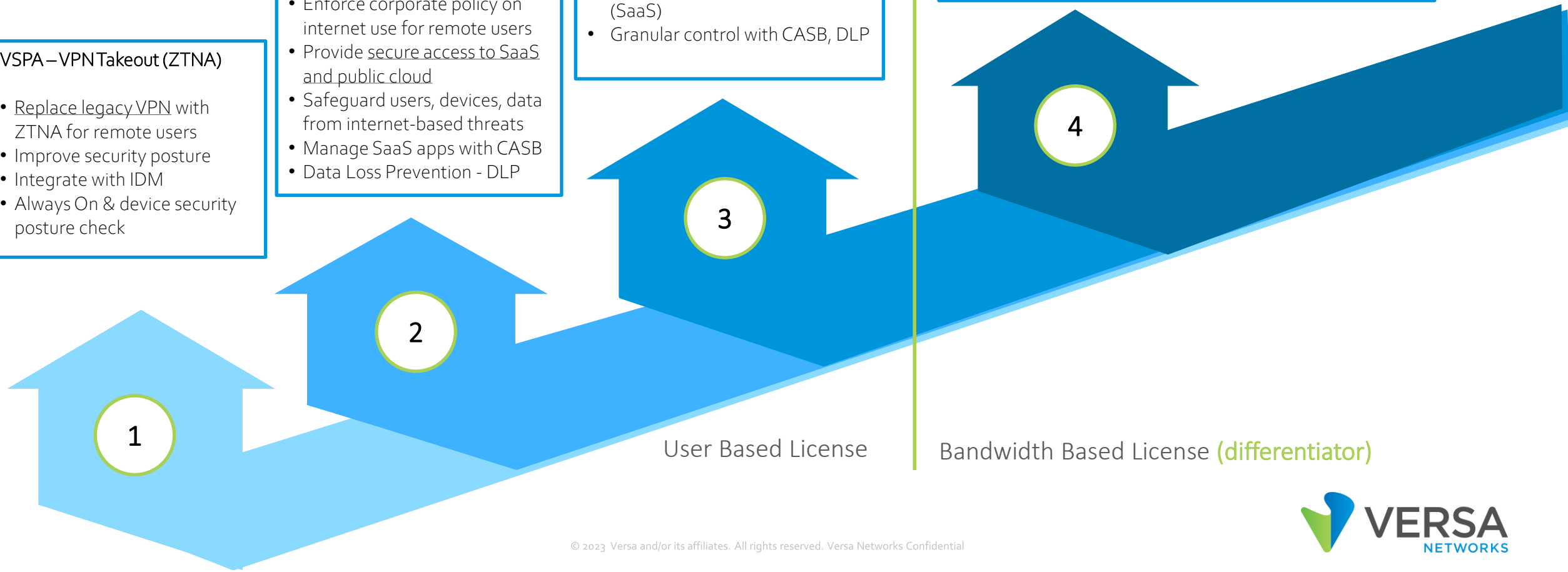
- Enforce corporate policy on internet use for remote users
- Provide secure access to SaaS and public cloud
- Safeguard users, devices, data from internet-based threats
- Manage SaaS apps with CASB
- Data Loss Prevention - DLP

**VSPIA – ZTNA + Cloud Security**

- All Inclusive Bundle
- Secure access to corporate network with ZTNA
- Secure Internet bound traffic (SaaS)
- Granular control with CASB, DLP

**VSAF – Versa SASE Fabric (All inclusive Bundle)**

- All inclusive security and cloud fabric (private apps & Internet)
- Unlimited users within subscribed bandwidth and gateway (optimized for concurrent usage)
- Provide traffic engineered fabric to enhance global user experience
- "Pooled" bandwidth across branches and remote users




User Based License

Bandwidth Based License (differentiator)

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# VERSA SASE LICENSING CAPACITY OVERVIEW

- VSPA, VSIA and VSPIA
- One license per authorized user
- User can have multiple devices (e.g., laptop, mobile phone, tablet etc.)

Sold on User/Seat Based Capacities

OR

- VSAF
- Subscribed bandwidth per tenant
- Network bandwidth subscription is per gateway (pair for HA)

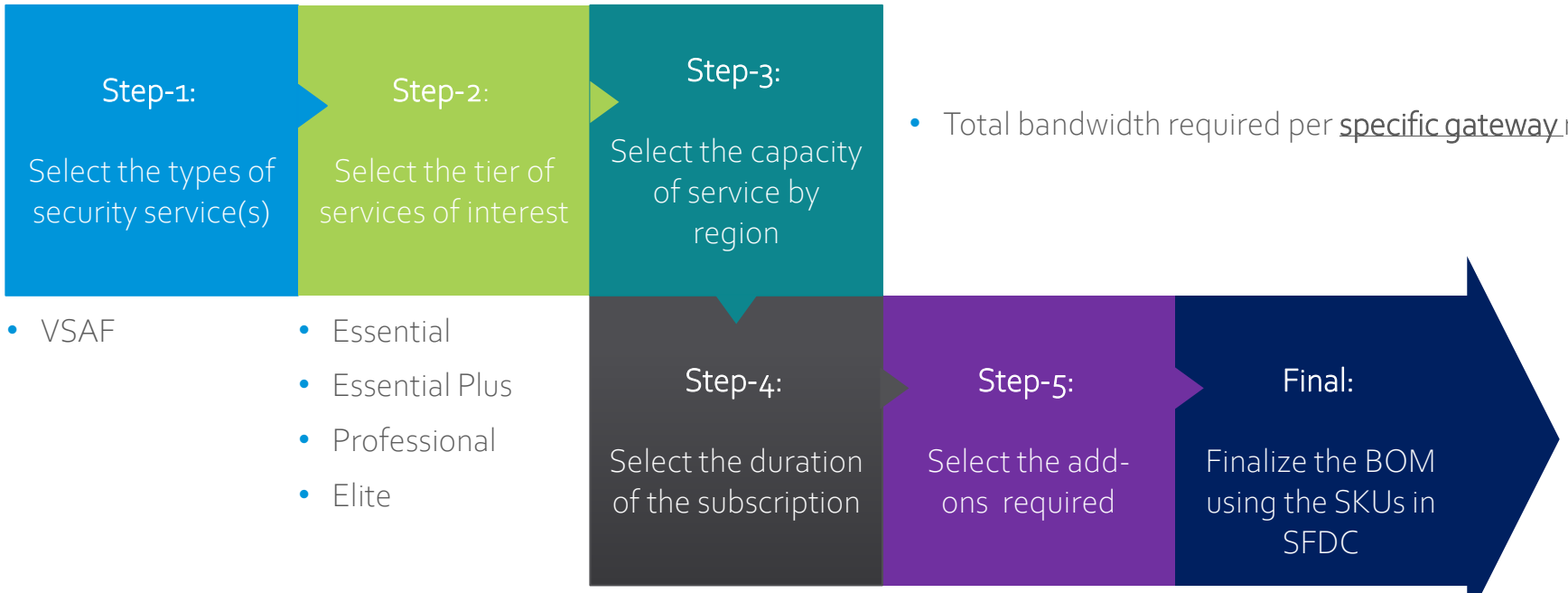
Sold on Bandwidth Based Capacities

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# VSAF Ordering Workflow

## Versa Secure Access Fabric License - VSAF




- VSAF
- Essential
- Essential Plus
- Professional
- Elite
- 1YR
- 3YR
- 5YR
- IoT
- ALS
- Professional services
- Premium support
- Total bandwidth required per specific gateway region (A,B,C,D)

*Ensure BOM has "Bandwidth Surcharge" SKUs for GWs outside of Region A (US/EU)*

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# Why Versa Secure Access Fabric?




- **Comprehensive All-Inclusive Bundle**
  Access to Versa's global Traffic Engineered Fabric, for sites, on-premise, remote users/devices or hybrid workforce

- **Superior User/Application Experience**
  Versa global PoPs with application aware, high-speed backbone optimizes reachability based on real-time network conditions for end-to-end dynamic path selection.

- **Best Value!**
  Network bandwidth subscription is per gateway – pay by bandwidth usage and not per user
  Available only as part of VSAF offering

| | |
|---|---|
| VSAF Essential | Traffic Engineered Versa Secure Access Fabric with VSPA Essential and VSIA Essential (comes with HA connectivity - 2 GWs) |
| VSAF Professional | Traffic Engineered Versa Secure Access Fabric with VSPA Professional and VSIA Professional (comes with HA connectivity - 2 GWs) |
| VSAF Elite | Traffic Engineered Versa Secure Access Fabric with VSPA Professional and VSIA Elite (comes with HA connectivity - 2 GWs) |

Bandwidth Range Available: 100Mbps, 250Mbps, 500Mbps, 1Gbps, 2Gbps, 5 Mbs , 10 Gbps

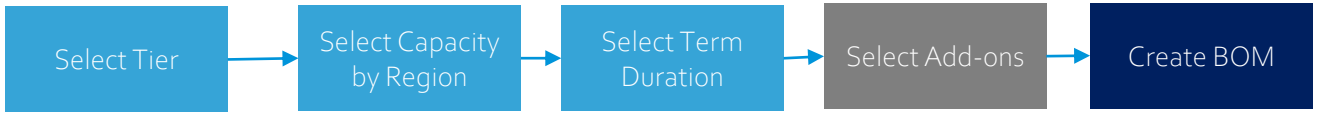
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Example 4:

# Versa Secure Access Fabric - Elite

| | | |
|---|---|---|
| **Use Case Overview:** | Global Enterprise with a key need for fast & secure user connectivity to the apps across countries (or continents). Enterprise IT team want to ensure end to end security with centralized policy enforcement without sacrificing rich user experience and hence need optimal backbone network at affordable price. Commercial efficiency is equally important ensuring pooling of users since employees may work in shifts or in ”clusters” (e.g. majority users in HQ or big corporate offices). Need for one stop shop for majority of security services (e.g. FWaaS, SWG, SaaS security with CASB, Malware in cloud) | |
| **Requirements:** | **Req 1:** Optimal secure regional or global connectivity for secure access to applications | **Req 4:** 2000 users in HQ (California, US) |
| | **Req 2:** Need for advanced security for branch (SD-WAN) & remote users | **Req 5:** 1000 users in London, UK |
| | **Req 1:** Oversubscription benefits (unlimited users) within a region gateway | **Req 6:** 200 users in Singapore |




CS – SASE – EL – 2G - 3YR

| Requirement | SKUs | List Price | Quantity | Discount | Extended Price |
|---|---|---|---|---|---|
| Elite VSAF Cloud Service for 2K users in North America | CS-SASE-EL-2G-3YR | $990,000.00 | 1 | 20% | $792,000 |
| Elite VSAF Cloud Service for 1K users in UK | CS-SASE-EL-1G-3YR | $542,100.00 | 1 | 20% | $433,680 |
| Elite VSAF Cloud Service for 250 users in UK | CS-SASE-EL-250M-3YR | $188,400.00 | 1 | 20% | $150,720 |
| Bandwidth surcharge for Region C for 3 years per GW | CS-SASE-RCSC-250M-3YR | $28,125.00 | 1 | | $28,125 |
| | | | | | |
| LINK: Versa Price Lists - Versa Networks (versa-networks.com) | | | | Total | $1,404,525 |
| | | | | Cost per user over 3 years | $432.16 |
| | | | | Cost per user per month | $12.00 |




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July 2023

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