



2007 MSRP Pricing

EMEA and APAC
Effective 1 February 2007

Pricing per seat																		
Range units	25 25's	50 50's	100 50's	150 50's	200 50's	250 50's	300 100's	400 100's	500 100's	600 100's	700 100's	800 100's	900 100's	1,000 100's	1,001 -2,500 100's	2,501 -5,000 100's	5,001 -10,000 100's	
Websense Enterprise	\$40.00	\$37.00	\$31.25	\$30.50	\$26.75	\$25.25	\$23.75	\$21.75	\$20.00	\$19.75	\$19.50	\$19.25	\$19.00	\$19.00	\$17.00	\$16.00	\$14.50	
Websense Web Security Suite	\$55.00	\$52.00	\$46.00	\$43.75	\$41.25	\$39.75	\$38.25	\$36.00	\$34.00	\$33.75	\$33.75	\$33.25	\$33.00	\$33.00	\$30.75	\$29.25	\$27.25	
Additional Modules																		
Pricing per seat, per module																		
Client Policy Manager	\$55.50	\$52.00	\$45.00	\$41.25	\$37.50	\$36.75	\$36.00	\$30.00	\$27.00	\$26.50	\$26.00	\$25.75	\$25.25	\$25.00	\$21.00	\$19.50	\$18.00	
Security Filtering	\$10														\$9.50	\$9.00	\$8.00	
Remote Filtering	\$10														\$9.00	\$8.00	\$7.00	
Additional Services																		
Pricing per account																		
Priority One 24x7 Support	\$1,000						15% of total product list									*		

Note: Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Prices subject to change at any time.

Orders for subscriptions above 250 seats must be purchased in 100 seat increments, with the exception of Remote Filtering. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats call your Websense sales representative.

Security Filtering

Must be sold with Websense Enterprise or as an add-on to an existing Websense subscription.

Remote Filtering

Must be sold with Websense Enterprise, Websense Web Security Suite, or as an add-on to an existing Websense subscription. Can be sold in increments of 1. Orders of less than \$250 require management approval.

Priority One 24x7 Support

* At 2,501 users and above, we recommend purchase of Platinum Support.

Platinum Support

No multi-year or other discounts apply.

Renewals

Same list prices as above.

High Availability

There is a 25% additional charge for customers that have purchased multiple copies of Websense software to accommodate high availability, redundancy or load sharing.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

15% for 2 years, 20% for 3 years

Educational Institutions

20% discount off total subscription price

Subscription Agreement

Purchase orders for 5,000 seats and above must be accompanied by a signed Subscription Agreement. Orders not accompanied by this document will not be processed. For renewals the Subscription Agreement does not need to be attached unless:

- Number of seats or price is different from original contract.
- Original order was processed as "Unlimited".

Building A Part Number

① Product Name	Part #	② Number of Seats	Part #	③ Market	Part #
Websense Enterprise	WS	25 seats (up to 25)	25	Business	CP
		50 seats (up to 50)	50		
		100 seats (51-100)	100		
		150 seats (101-150)	150		
Websense Web Security Suite	SS	200 seats (101-200)	200	Education	SC
		250 seats (201-250)	250		
		300 seats (251-300)	300		
		400 seats (301-400)	400		
Client Policy Manager	CPM	500 seats (401-500)	500	Government	GV
		600 seats (501-600)	600		
		700 seats (601-700)	700		
		800 seats (701- 800)	800		
Security Filtering	PG3	900 seats (801- 900)	900	Redundancy	RD
		1,000 seats (901- 1,000)	1000		
		1,001 - 2,500 seats*	1001		
		2,501 - 5,000 seats*	2501		
Remote Filtering	RMF	5,001 - 10,000 seats*	5001	④ Subscription Duration	
				12 months	12
Priority One 24 x 7 Support	TS7			24 months	24
				36 months	36

Websense part numbers are comprised of four elements. Each product purchased is assigned a separate part number. Choose one item from each of the four color coded categories to construct a part number. See example below.

* For orders in excess of 1,000 seats, please use the designated part number for the appropriate seat band and enter the precise number of seats in increments of 100, on the order.

EXAMPLE

Websense Enterprise for a three year period. Your client is a business consisting of 500 employees.

- ① Websense Enterprise = **WS** ② 500 Seats = **500**
 ③ Business Market = **CP** ④ 36 Month Subscription = **36**

Part Number **WS500CP36**

Security Filtering to be added to the order above.

- ① Security Filtering = **PG3** ② 500 Seats = **500**
 ③ Business Market = **CP** ④ 36 Month Subscription = **36**

Part Number **PG3500CP36**

For more information visit www.channel.websense.com or email partner-intl@websense.com

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