

Pricing Per Seat																			
Range units Band	25 25's A	50 25's B	75 25's C	100 50's D	150 50's E	200 50's F	250 50's G	300 100's H	400 100's I	500 100's J	600 100's K	700 100's L	800 100's M	900 100's N	1,000 100's O	1,001- 2,500 100's P	2,501- 5,000 100's Q	5,001- 10,000 100's R	
Websense Web Filter	\$40.00	\$37.00	\$34.25	\$31.25	\$30.50	\$26.75	\$25.25	\$23.75	\$21.75	\$20.00	\$19.75	\$19.50	\$19.00	\$19.00	\$19.00	\$17.00	\$16.00	\$14.50	
Websense Web Security	\$55.00	\$52.00	\$49.00	\$46.00	\$43.75	\$41.25	\$39.75	\$38.25	\$36.00	\$34.00	\$33.75	\$33.75	\$33.00	\$33.00	\$33.00	\$30.75	\$29.25	\$27.25	
Websense Web Security Gateway ¹	N/A									\$43.00	\$42.00	\$42.00	\$41.00	\$41.00	\$41.00	\$38.00	\$36.00	\$34.00	
Upgrade from Websense Web Filter to Web Security Gateway ¹	N/A									\$23.00	\$22.25	\$22.50	\$22.00	\$22.00	\$22.00	\$21.00	\$20.00	\$19.50	
Upgrade from Websense Web Filter and Security Filtering to Web Security Gateway ¹	N/A									\$13.00	\$12.25	\$12.50	\$12.00	\$12.00	\$12.00	\$11.50	\$11.00	\$11.50	
Upgrade from Websense Web Security to Web Security Gateway ¹	N/A									\$9.00	\$8.25	\$8.25	\$8.00	\$8.00	\$8.00	\$7.25	\$6.75	\$6.75	
Additional Modules																			
Pricing per seat, per module																			
Client Policy Manager	\$55.50	\$52.00	\$48.50	\$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	
Content Gateway ¹	N/A									\$5.00									
Security Filtering										\$10.00						\$9.50	\$9.00	\$8.00	
Remote Filtering										\$10.00						\$9.00	\$8.00	\$7.00	
Additional Services																			
Range Band										25-1,000 X						1,001-10,000 Y			
Premium Support - Web										\$3,000.00						15% of MSRP			

¹For Web Security Gateway and Content Gateway, Websense requires purchase of Premium Support, unless otherwise approved. For customers over 10,000, Websense recommends purchase of Mission Critical Support.

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 up to 100 seats may be purchased in 25 seat increments. Orders between 150 and 300 may be purchased in 50 seat increments.

All others may only be purchased in 100 seat increments with the exception of Remote Filtering. (See note below.) 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 Web Filter or as an add-on to an existing Websense subscription.

Remote Filtering

Must be sold with Websense Web Filter, Websense Web Security, or Websense Security Gateway as an add-on to an existing Websense subscription. Can be sold in increments of 1. Orders of less than \$250.00 require management approval.

Content Gateway

Must be sold with Web Filter or Web Security, or as an add-on to an existing Web Filter or Web Security subscription. It must include the same number of seats and co-term with the current subscription. Not available as a standalone offering.

Premium Support

No multi-year discounts apply.

Renewals

Same list prices as above.

High Availability/ Redundant Keys

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

30% discount off total subscription price

Government Institutions 10% discount off total subscription price

① Product Name	Part #	② Number of Seats	Product Part #	Support Part #	③ Market	Part #		
Websense Web Filter	WS	25 seats (up to 25)	A	X	Business	CP		
		50 seats (26-50)	B			Education	SC	
		75 seats (51-75)	C			Government	GV	
Websense Web Security	SS	100 seats (76-100)	D			④ Subscription Duration Part #		
		150 seats (101-150)	E			Length of Subscription	# of months (two-digit format)	
Websense Web Security Gateway	WSG	200 seats (151-200)	F			⑤ Type of Order Part #		
		250 seats (201-250)	G			New	N	
Upgrade from Websense Web Filter to Web Security Gateway	WS2WSG	300 seats (251-300)	H			Renew	R	
		400 seats (301-400)	I			Additional Seats	S	
Upgrade from Websense Web Filter and Security Filtering to Web Security Gateway	WSPG2WSG	500 seats (401-500)	J			Migration	M	
		600 seats (501-600)	K		Y			
Upgrade from Websense Web Security to Web Security Gateway	SS2WSG	700 seats (601-700)	L					
Client Policy Manager	CPM	800 seats (701-800)	M					
		900 seats (801-900)	N					
Content Gateway	CGU	1,000 seats (901-1,000)	O					
		1,001 – 2,500 seats*	P					
Security Filtering	PG3	2,500 – 5,000 seats*	Q					
		5,001 – 10,000 seats*	R					
Remote Filtering	RMF							
Premium Support - Web	PSW							

Websense part numbers are comprised of five 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 Web Filter for a 3-year period. Your client is a business consisting of 500 employees and is a new customer.

- ① Websense Web Filter = **WS** ② 500 Seats = **J** ⑤ Type of Order = **N**
- ③ Business Market = **CP** ④ 36-month Subscription = **36**

Part Number **WS-J-CP36-N**

Security Filtering to be added to the order above.

- ① Security Filtering = **PG3** ② 500 Seats = **J** ⑤ Type of Order = **N**
- ③ Business Market = **CP** ④ 36-month Subscription = **36**

Part Number **PG3-J-CP36-N**

For more information visit www.channel.websense.com, email partner@websense.com, or call 866-878-2345.

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