



Sophos Not-for-Resale Program

NORDICS, EASTERN EUROPE, MIDDLE EAST, & AFRICA

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 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.

Program Eligibility

Sophos Not-for-Resale Program

All Authorized, Silver, Gold, and Platinum 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 Level	Authorized	Silver	Gold	Platinum
Software – On Premise				
ESG Software Licenses*	10	25	100	250
Server Protection Licenses	1	3	10	25
Firewall & Central Wireless Licenses	1	2	3	4
ESG Software, Server, SW/Virtual Firewall, & FullGuard Subscription Discount	100%	100%	100%	100%
Software – Hosted (SaaS)				
EDR Software Licenses* (Endpoint / Server)	10/1	25/3	100/10	250/25
Cloud Optix License	1	1	1	1
Hosted Software Discount	75%	75%	75%	75%
Sophos Managed Products				
MTR (Managed Threat Response) Licenses	10	25	100	250
MTR (Managed Threat Response) Discount	45%	45%	45%	45%
Hardware				
Hardware Appliances*	1	2	3	4
Accessories* (AP/RED)	1	2	3	4
Hardware & Accessories Discount	50%	50%	50%	50%
Management Tools				
Cloud Firewall Manager Access v1	Yes	Yes	Yes	Yes
Sophos Firewall Manager	1	1	1	1
iView Licenses	1	1	1	1
Management Tools Discount	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 10 licenses of Central Endpoint Advanced and 10 of Safeguard, not 10 total).

Products in NFR Program

The NFR program is designed to allow Sophos 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 product 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 “Eligible NFR Products” worksheet in the Price List found in the Sales Zone of the partner portal for the most current, up-to-date list of eligible NFR products.



XG Firewall



Sophos Cloud Optix



Intercept X



Secure Wireless



Phish Threat



SafeGuard Encryption



Sophos Central



Sophos Mobile



Intercept X for Server



Sophos Email



UTM
(up to 450 series)



Secure Web Gateway

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

Software Licenses: Submit your NFR software license request to your Sophos Channel Account Manager [CAM]. Please include:

- The product and user count you are requesting
- The promo code for your region and partner level

Hardware Appliances: Submit your NFR hardware request to your Sophos distributor and copy your Sophos CAM. Please include:

- The appliance(s) and/or accessories you want quoted
- The promo code for your region and partner level

Sophos will endeavor to process all NFR orders within 2 weeks of receiving all the required information noted above.

NFR Renewals

Standard NFR orders are placed with a 12-month term and may be renewed at the end of the term. For active partners, NFR renewal orders can be processed at a 100% discount following the same steps as described in the “NFR Ordering Process” section above. Based on partner level, qualifying partners may be eligible for 3-year renewal terms on NFR products. Please check with your local CAM for 3-year term NFR renewal eligibility. Non-active or inactive partners, as defined in the NFR Terms and Conditions section below, may not be eligible for NFR offerings or may be charged for NFR renewals.

NFR promo codes:

Eastern Europe Partners:

NFR_EE_Authorized
NFR_EE_Gold
NFR_EE_Platinum
NFR_EE_Silver

Middle East & Africa Partners:

NFR_MEA

Northern Europe Partners:

NFR_Nordics_Authorized
NFR_Nordics_Gold
NFR_Nordics_Platinum
NFR_Nordics_Silver

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 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 eligible for all Web and Email appliances and SG and XG appliances up to the 450 series.
- 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 for-profit 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 2 transactions in the last 5 calendar months.
- Sophos reserves the right to change or cancel the NFR Program at any time and for any or no reason.

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