

Pricing Per Seat												
	Z	A	B	C	D	E	F	G	H	I	J	
User Band <i>Units</i>	250-499 <i>50's</i>	500-1,000 <i>100's</i>	1,001-2,500 <i>100's</i>	2,501-5,000 <i>100's</i>	5,001-10,000 <i>100's</i>	10,001-15,000 <i>100's</i>	15,001-20,000 <i>100's</i>	20,001-30,000 <i>100's</i>	30,001-40,000 <i>100's</i>	40,001-50,000 <i>100's</i>	50,001+ <i>100's</i>	
Data Security												
Websense Data Discover	€ 19.34	€ 16.00	€ 12.90	€ 11.00	€ 9.70	€ 8.70	€ 7.90	€ 7.40	€ 6.80	€ 6.60	€ 6.30	
Websense Data Monitor	€ 19.34	€ 16.00	€ 12.90	€ 11.00	€ 9.70	€ 8.70	€ 7.90	€ 7.40	€ 6.80	€ 6.60	€ 6.30	
Websense Data Protect (includes Monitor)	€ 41.43	€ 34.10	€ 27.30	€ 23.40	€ 20.20	€ 18.40	€ 16.80	€ 15.80	€ 15.00	€ 14.20	€ 13.10	
Websense Data Endpoint	€ 19.34	€ 16.00	€ 12.90	€ 11.00	€ 9.70	€ 8.70	€ 7.90	€ 7.40	€ 6.80	€ 6.60	€ 6.30	
Websense Data Security Suite	€ 72.08	€ 59.60	€ 47.80	€ 40.70	€ 35.70	€ 32.00	€ 29.70	€ 27.30	€ 25.70	€ 24.70	€ 23.60	
Websense Data Monitor to Websense Data Protect – Migration	€ 22.10	€ 18.26	€ 14.61	€ 12.33	€ 10.73	€ 9.59	€ 8.90	€ 8.45	€ 8.22	€ 7.53	€ 6.85	
Websense Data Monitor to Websense Data Security Suite – Migration	€ 52.76	€ 43.60	€ 34.92	€ 29.67	€ 26.02	€ 23.28	€ 21.68	€ 20.09	€ 18.95	€ 18.03	€ 17.12	
Websense Data Protect to Websense Data Security Suite – Migration	€ 30.66	€ 25.34	€ 20.32	€ 17.35	€ 15.29	€ 13.70	€ 12.78	€ 11.64	€ 10.73	€ 10.50	€ 10.27	
Upgrade to Data Protect for WSGA Customers	€ 29.51	€ 24.88	€ 18.72	€ 15.07	€ 12.55	€ 10.50	€ 9.13	€ 7.99	€ 7.30	€ 6.39	€ 5.48	
Upgrade to Data Security Suite for WSGA Customers	€ 60.16	€ 50.22	€ 39.03	€ 32.41	€ 27.85	€ 24.20	€ 21.91	€ 19.63	€ 18.03	€ 16.89	€ 15.75	
Add-on Components												
X (Printer Agent) and Z (Content Gateway) All User Bands												
Websense Printer Agent	€8,700.00 per print server - no discounting (except for multi-year discount), pays margin											
Content Gateway (Note: w/ SSL)	€4.50/seat											
Support												
	X 250-1,000			Y 1,001+								
Premium Support - Data	€2,740.50			15% of Total Product Net Price – Minimum €2,740.50								
Appliances												
X All User Bands												
Protector P-500	€4,565.00											
Manager MX	€6,522.00											

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.

This Price List excludes any VAT, GST, Sales or similar Tax "Sales Tax". Sales Tax will be added to the invoice, at the time of invoice, at the then prevailing rate, in accordance with the local law requirements of the Websense invoicing entity, in the absence of receipt of current certificate of exemption from Sales Tax.

Appliances and Hardware

Websense Data Security Suite can be deployed on approved HP, IBM, Dell and OEM Hardware. Hardware is purchased separately from authorized resellers. Technical Specifications are provided in the Data Security Hardware Specifications overview.

Endpoint Seat Minimum

Websense Data Endpoint cannot be sold standalone below 2,500 seats. The Endpoint module can only be sold below 2,500 seats to an existing DSS customer and/or in combination with another module in the Data Security Suite.

Upgrades or Changes to Existing Subscriptions

Call your Websense sales representative.

Multi-year Discounts

15% for 2 years, 20% for 3 years.

Premium Support - Data

Premium Support - Data required with all purchases, unless otherwise approved. No multi-year discounts apply.

Minimum Deal Size

All deals must be priced at 250 users or greater.

Educational and Government Institutions

No educational or government discounts apply.

Building a Part Number

① Product	Part #
Websense Data Discover	WDD
Websense Data Monitor	WDM
Websense Data Protect (includes monitor)	WDP
Websense Data Endpoint	WDE
Websense Data Security Suite	WDSS
Websense Data Monitor to Websense Data Protect – Migration	WDM2WDP
Websense Data Monitor to Websense Data Security Suite – Migration	WDM2WDSS
Websense Data Protect to Websense Data Security Suite – Migration	WDP2WDSS
Upgrade to Data Protect for WSGA Customers	WDP4WSGA
Upgrade to Data Security Suite for WSGA Customers	WDSS4WSGA
Content Gateway	CGD
Websense Printer Agent	PAOCR
Premium Support – Data	PSD
Manager MX	MMX
Protector P-500	PR5

② User Band	Part #	Part #	Part #	Part #
	(Ex. Content Gateway, Printer Agent, Appliances, and Premium Support - Data)	Premium Support - Data	Printer Agent and Appliances	Content Gateway
250 - 499	Z	X		
500 - 1,000	A			
1,001 - 2,500	B	Y	X	Z
2,501 - 5,000	C			
5,001 - 10,000	D			
10,001 – 20,000	E			
15,001 – 20,000	F			
20,001 - 30,000	G			
30,001 - 40,000	H			
40,001 - 50,000	I			
50,001+	J			

③ Market	Part #
Business	CP
Education	SC
Government	GV
For PAOCR	XX
④ Subscription Duration	Part #
Length of Subscription	# of months (two-digit format)
⑤ Type of Order	Part #
New	N
Renew	R
Additional Seats	S

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

EXAMPLE

Websense Data Protect for a three year period. Your client is a business consisting of 5,000 employees and is a new customer.

- ① Websense Data Protect = **WDP**
- ② 5,000 Seats = **C**
- ⑤ Type of Order = **N**
- ③ Business Market = **CP**
- ④ 36-month Subscription = **36**

Part Number **WDP-C-CP36-N**

Websense Printer Agent to be added to the above.

- ① Websense Printer Agent = **PAOCR**
- ② 5,000 Seats = **X**
- ⑤ Type of Order = **N**
- ③ Business Market = **XX**
- ④ 36 month Subscription = **36**

Part Number **PAOCR-X-XX36-N**

Premium Support – Data to be added to the above.

- ① Premium Support - Data = **PSD**
- ② 5,000 Seats = **Y**
- ⑤ Type of Order = **N**
- ③ Business Market = **CP**
- ④ 36 month Subscription = **36**

Part Number **PSD-Y-CP36-N**

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

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