

CLOUD SECURITY PROVIDER PROGRAM OVERVIEW



Introduction

The Endian Cloud Security Provider (CSP) was designed to enable a simple and cost-effective Endian software subscription solution to providers of network services including **managed service providers (MSP)**, **Internet service providers (ISP)**, **Cloud providers**, and **Hosted or co-location service providers**. This program in particular enables commercial use of the Endian enterprise software and/or virtual appliances exclusively to service providers to allow them to offer the best open source UTM (Unified Threat Management) system available to their partners and customers.

Endian UTM Features

- Hardware, Software, Virtual UTM
- Stateful Firewall (NAT)
- Intrusion Prevention & Detection
- VPN (SSL and IPSec)
- Application Control
- Bandwidth Management (QoS)
- Full Logging and Reporting
- Remote Syslog & SNMP Support
- Web Security (Content & Antivirus)
- Email Security (Spam & Antivirus)
- Static & Policy-based Routing
- Multiple WAN with Failover
- Email Event Notifications
- Reporting and Traffic Monitoring

CSP Benefits

Some of the many benefits of joining the Endian Cloud Security Provider Program include:

- **Flexible Costs:** By presenting a low-cost, subscription-based monthly service, Endian is enabling the service provider industry access to a “pay per use” model which conforms to industry norms and customer expectations. This can provide many benefits including increased recurring revenues and switching network security costs from CAPEX to OPEX.
- **Virtualization Platform Support:** Endian Virtual UTM supports all of the major enterprise virtualization platforms including VMware ESX/ESXi, Citrix XenServer and Xen, and Redhat KVM.
- **Customized Delivery:** Since Endian does not restrict how providers sell the Endian UTM product within the program, they are free to build and sell creative solutions around the network and security space tailored to fit the needs of their partners/customers.
- **OEM / Rebrand Opportunities:** Endian can help those providers who want to offer a partially- or fully-branded network security solution as their own and eliminate the need to deal with developing and supporting a product in-house.
- **No User Restrictions:** Endian recognizes the importance of having the utmost flexibility in how providers can use and sell the product to their customers. As such, CSP members receive access to the Endian UTM solution without user limitations which enables a simpler and more attractive pricing and product opportunity especially as compared to the standard pricing for Endian software/virtual appliances (sold in user bundles).
- **Buy Locally, Sell Globally:** The program is designed to make it as easy as possible to buy and sell Endian software solutions so providers can quickly and simply buy the products they need to attract and retain their customers anywhere in the world.
- **Software Evaluations:** Included with every CSP membership are an unlimited number of 2- or 4-week demo appliances that can be used to highlight and/or demonstrate the Endian product to potential partners/customers.
- **Endian Engineering & Support:** As a valued member of CSP you will automatically receive our advanced level support option that provides higher levels of access to our talented engineers and support staff to assist you as a provider of Endian UTM software.
- **Specialized Introductory Training:** Each CSP member shall receive a complimentary introductory training session in order to get comfortable with using and managing the licensing system (Endian Network) as well as a brief tutorial on the Endian UTM software solution. Additional training is available upon request.

Eligibility, Requirements, & Restrictions

Eligibility:

The Endian Cloud Security Program is available to any network/security provider including, but not limited to:

- Managed Service Providers (MSP)
- Internet Service Providers (ISP)
- Public & Private Cloud Providers
- Hosting Providers
- Colocation Providers
- Hosted Virtualization

Requirements:

In order to qualify for the Endian Cloud Security Program you must meet the following criteria:

- ✓ Pay a one-time CSP enrollment deposit of \$5000 that can be used towards:
 - Credit for active Endian Virtual UTM devices
 - Endian Certified Security Administrator (ECSA) training
- ✓ Must maintain at least 1 ECSA trained staff member
- ✓ Agree to become Endian software distributor and accept the use of Endian Network as the primary billing mechanism to create, audit, and report the monthly usage activity. Provider will be billed automatically on a set date each month for active Endian Virtual UTM devices using the credit card (or payment method) on file.
- ✓ Offer level one and level two support on Endian software products with all of your customers. The service provider becomes the owner of their respective customer support relationship by enrolling in the CSP program.

Restrictions:

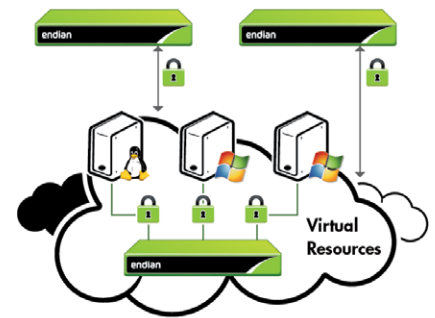
The following restrictions apply to the CSP program and its members:

- Endian reserves the right to terminate CSP agreement if payment is not received within 30 days from date of automatic billing.
- The CSP program is reserved strictly for use by service providers and is not available for direct sale by provider or it's customers (i.e. provider or it's customers cannot sell Endian software direct to customers using this program).
- Endian devices that do not have valid maintenance or that have expired shall become in a "locked" state 30 days from maintenance expiration and remain in this state until the device is either deleted/removed or a valid maintenance code is provided. The "locked" state means the device will remain functional but with no administration capability (Web/SSH) or Endian Network for updates, upgrades, support, security subscriptions, etc.
- Endian shall audit and monitor each service providers compliance with the CSP terms and can terminate any provider it finds either (1) abusing the CSP membership privileges, (2) in direct violation of the agreement terms, or (3) for any other reason deemed appropriate by Endian.
- CSP Program is only available between Endian and service providers and cannot be resold under any circumstances without explicit written consent from Endian.

Use Cases

Managed Service Provider

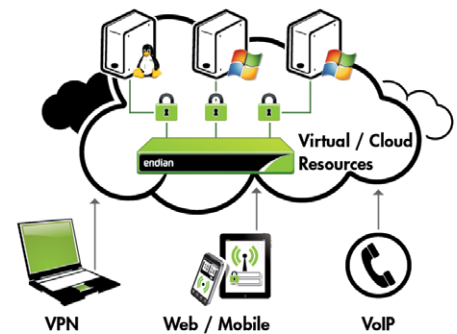
A managed service company would like to provide a hosted network security solution to include firewall, IDS/IPS, VPN, and optional Web/Email security. By using the Endian UTM solution, the MSP receives the ultimate flexibility in terms of how the security product gets offered since it's available in hardware, software or virtualized form. Additionally, the Endian product suite can provide an end-to-end solution set that can provide a low-cost local security solution to it's customers as well. Utilizing the Endian Service Provider Program, the MSP can build attractive service-based pricing packages customized to meet multiple deployment scenarios like business continuity / disaster recovery, private (encrypted) data center to MSP connectivity, per-customer or per-rack managed network security, and much more.



| MSP Benefits |
|---|
| <ul style="list-style-type: none"> • Can offer flexible deployment options (Fully-hosted, DR, Hybrid) • Endian UTM solution can meet any local or hosted requirement – HW, SW, or Virtual • Multiple forms of external VPN (IPSec or SSL) access with no client / user limitations |

Cloud Provider

A cloud provider would like to provide each customer a firewall, VPN, and intrusion prevention on-demand offering to protect their cloud infrastructure. They want to provide a virtual-based enterprise solution that provides high levels of flexibility and extensibility and include the Endian UTM appliance as the virtual security solution. Under the CSP program, the cloud provider can tailor their customer pricing structure to fit their pricing model based on volume projections and business plans. Furthermore, the cloud provider can standardize on a single security solution stack that includes Endian Network, a centralized management and monitoring solution included at no additional charge.



| Cloud Benefits |
|--|
| <ul style="list-style-type: none"> • Virtual appliance image provided is easy to template and deploy for any size provider • Full suite of network security features can offer significant value-add to customers • Centralized management platform makes it easy to manage and support all customers |

© 2015 Endian SRL. Subject to change without notice. Endian and Endian UTM are trademarks of Endian SRL. All other trademarks and registered trademarks are the property of their respective owners.