

## WebSense<sup>®</sup> Essential Information Protection: 30% discount for additional product family subscriptions

### Promotion

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**Existing customers** – 30% off the incremental subscription list price when purchasing additional product from one or more product families<sup>‡</sup>: Web, Email, Data<sup>†</sup> Security. \*(This additional discount does not apply to the renewal of your existing subscription).

**New customers** – 30% off total subscription list price when purchasing products from two or more Websense product families: Web, Email, Data<sup>†</sup> Security.

### Overview

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Today's threats require an integrated defense. Only Websense combines Web, email, and data security to protect an organisation's essential information while enabling business. This promotion makes that level of protection more affordable.

### Promotion Description & Requirements

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Today's threats are sophisticated and are targeted at the lifeblood of an organisation – its information. Whether it's over email, Web 2.0, or the result of insider threats, protecting the critical information assets demands an intelligent defence capable of enabling business while securing the data. This is what Essential Information Protection is all about—gaining control over critical information through an integrated Web, data, and email defence. Only Websense Essential Information Protection solutions provide complete visibility and control to manage who can use what information, where they can send it, and how. This promotion rewards customers for their cumulative investment in Websense.

### Ordering & Fulfillment

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- Purchase Orders need to mention '30% discount for additional Product Family'
- Include all part numbers for products

### Terms & Conditions

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- Existing customers must purchase a new product from one or more supplementary product families (i.e. An existing Web security customer must buy an additional email or data security solution, or both email and data)
- New customers must purchase two or more products (i.e. Web & email, email & data, Web & data, or all three).
- The discount can be applied to any premium support options chosen at the time of purchase.

### How to Promote this Offer

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Include this offer in all customer communications irrespective of renewal date.

*Please be sure that your advertising complies with applicable laws.*

### Questions

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If you have any questions or comments about this promotion, please contact your Websense Channel Account Manager or email us at: [partner-intl@websense.com](mailto:partner-intl@websense.com).

### Top Partner Benefits

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Put more money in your pocket by:

- **Secures greater commitment** in all security categories.
- **Creates a recurring revenue stream** from future security renewals.
- **Generates service opportunities** to help customers implement new levels of security.

### Eligible Partners

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Websense Authorised Platinum, Gold and Silver Channel Partners in EMEA and APAC.

### Promotion Duration

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March 1, 2009 – December 31, 2009

<sup>‡</sup>Websense defines a product family as a collective term for products in a linked category. The three categories that exist are Web, Email & Data Security.  
<sup>†</sup>Websense data Security in the terms of this promotion pertain to the Websense Data Monitor product only.

## WebSense<sup>®</sup> Three for Two Years Subscription: Web Security Gateway or SurfControl Migration Promotion

### Promotion

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All renewing customers migrating from SurfControl to a Websense Web Security<sup>†</sup> product or any renewing customer upgrading to Websense Web Security Gateway may buy a three year subscription for the price of two times the one year list price.

### Overview

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Customers who commit to a three year Web Security<sup>†</sup> subscription will be rewarded with a significant discount. This offer is particularly attractive to SurfControl customers who will additionally benefit from greater security at an attractive price point.

### Promotion Description & Requirements

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**SurfControl Migration** - With greater ease of use, higher levels of security and solutions that work in today's Web 2.0 world, there has never been a better time to migrate to Websense. No matter when your SurfControl subscription expires, you can migrate to Websense and take advantage of our latest technology.

**Upgrade to Websense Web Security Gateway** - Websense Web Security Gateway analyses Web traffic in real-time, instantly categorising new sites and dynamic content, proactively discovering security risks, and blocking dangerous malware. Independent testing confirms that the Websense Web Security Gateway leads the market, exceeding analyst criteria for malware protection, data loss prevention, Web 2.0 threat detection, accuracy and effectiveness.

### Ordering & Fulfillment

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- Purchase Orders need to mention the wording 'Three for Two Promo'.
- Include 36 month part numbers, not 24 month.
- The price is calculated by taking two times the list price at one year subscription.

### Terms & Conditions

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- The promotion is open to customers migrating from SurfControl products (to a non hosted Web Security solution) or Websense customers upgrading to Websense Web Security Gateway.
- Support is dependent on standard price models. Websense Web Security Gateway requires Websense Premium Support unless otherwise approved.

### How to Promote this Offer

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Include this offer to all renewing SurfControl Web Filter, Websense Web Filter, and Websense Web Security customers.

*Please be sure that your advertising complies with applicable laws.*

### Questions

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If you have any questions or comments about this promotion, please contact your Websense Channel Account Manager or email [partner-intl@websense.com](mailto:partner-intl@websense.com).

### Top Partner Benefits

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Put more money in your pocket by:

- **Secures greater commitment** on Web Security Products.
- **Creates increased recurring revenue stream** from future security renewals.

### Eligible Partners

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Websense Authorised Platinum, Gold and Silver Channel Partners in EMEA and APAC.

### Promotion Duration

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March 1, 2009 – December 31, 2009

<sup>†</sup>:This promotion relates to purchases of Websense Web Secure Gateway or Surfcontrol migration customers only.