Subject: RE: Sophos Endpoint Protection presentation- Followup

Date: Monday, March 18, 2013 11:44:17 AM Eastern Daylight Time

From: Adam Kaplan

To: Andrew Munchbach

CC: Sophie C Wong

Of course Andrew.   Based on the quantity of Endpoint Protection Advanced increasing, I'm given a bit more flexibility on discounting. Here's what we're looking at based on the new numbers. Let me know what you think.

Endpoint Protection Advanced
3 Year Contract:

20,000 Faculty/ Staff: $228,000.00

4,000 Students: $16,000.00

(same recommendation in deployment services)

-----Original Message-----
From: Andrew Munchbach [mailto:amunch@MIT.EDU]
Sent: Monday, March 18, 2013 11:18 AM
To: Adam Kaplan
Cc: Sophie C Wong
Subject: Re: Sophos Endpoint Protection presentation- Followup

The student license count is way too high; we will probably need something like 20K faculty and staff licenses and 4K student licenses.
This will, judging by your quote, make the price go up considerably.

Mind reworking based on those numbers?

Andrew

Adam Kaplan wrote:
> That's right. How are we looking? In the ballpark?
> -----Original Message-----
> From: Andrew Munchbach [mailto:amunch@MIT.EDU]
> Sent: Monday, March 18, 2013 11:13 AM
> To: Adam Kaplan
> Cc: Sophie C Wong
> Subject: Re: Sophos Endpoint Protection presentation- Followup
> So ~$63K/year w/o professional services and the "Standard" support option?
> Andrew
> Adam Kaplan wrote:
>> Sophie and Andrew,
>>
>>   Below you'll find the requested pricing along with some
>> of the other supporting information that you had asked for. If you
>> have any additional questions that come up pertaining to product or
>> pricing, I'm more than happy to help.
>>
>>   Thanks again for your consideration and I'll be

curious to know what your thoughts are on the pricing provided.

Product:

Sophos Endpoint Protection - Advanced

3 year Contract

Faculty and Staff (8,000) $128,000.00

Students, etc. (16,000) $60,800.00

*   Sophos Complete Security is available for $27.00 per user (3 year contract) and can be purchased in combination with Endpoint Protection- Advanced

*_Professional Services (recommended)_*

10 Day on-site deployment by Sophos

        (includes McAfee removal) $25,500.00

20 hours of remote consulting: $5,200.00

Enhanced Support options:

_ _

Standard:
Included

Premium: +15%

Platinum: +25%

Sophos Contract (EULA):

http://www.sophos.com/en-us/legal/sophos-end-user-license-agreement.a
s
px

*_Sophos Higher Ed
Customers: Further
references available on request_*

1.   Ohio University
                                ~40K desktops- McAfee
displacement

2.   University of Sothern California (USC)
~37,000 desktops- customer since 2004

3.   U Mass
Dartmouth
~12,000 desktops- Symantec displacement

4.   University of
Rochester   ~20,000
desktops- customer since 2004

5.   Stanford
University   ~

30,000 desktops- customer since 2003

6.   University of
Kansas   ~35,000
desktops- customer since 2004

Roadmap:

_ _

        I've done a lot of digging, and we do not have any
supporting information about our Endpoint Roadmap that is customer/
prospect facing (all for internal use only). We can certainly set up
a time to provide you with a roadmap demo (which you can record), to
fill you in on future releases. I apologize that we do not have
anything I can provide you with at this time, but please let me know
if you'd like to schedule 20 minutes or so to go through our roadmap.

*From:*Sophie C Wong [mailto:swong@MIT.EDU]
Sent: Wednesday, March 13, 2013 9:20 PM
To: Adam Kaplan
Cc: Andrew Munchbach
Subject: Sophos Endpoint Protection presentation- Followup

Hi Adam,

Thanks for a great presentation today.

Just a reminder, if you could, please send me a copy of today's
presentation so I can forward to the team.

In addition, as a followup, please send us:

  1. estimated quote based on the 24,000 number we provided 2. Sample contract for high level review 3. List of client based - focus on higher education (Ivy league
    preference) or large organizations 4. Product roadmap if you have it, if not - the next releases

Thank you.

Regards,

Sophie Wong

Sophie C. Wong, PMP

IT Project Manager

Massachusetts Institute of Technology

IS&T, Operations & Infrastructure

O: 617.324.9633

M: 617.817.2487

*From: *Sophie Wong <swong@mit.edu <mailto:swong@mit.edu>>
*Date: *Monday, February 11, 2013 4:23 PM
*To: *"Adam.kaplan@sophos.com <mailto:Adam.kaplan@sophos.com>" <Adam.kaplan@sophos.com <mailto:Adam.kaplan@sophos.com>>
*Cc: *Timothy McGovern <tjm@mit.edu <mailto:tjm@mit.edu>>, Andrew Munchbach <amunch@mit.edu <mailto:amunch@mit.edu>>
*Subject: *Sophos Endpoint Protection presentation- MIT - DETAILS

Hi Adam,

Thank you for your upcoming presentation. We are looking forward to meeting you and your team.

You are confirmed for Wednesday, 3/13/13 from 1:30pm to 3pm.

Below are the details for the upcoming visit:

_Location: _

MIT, Building E17 - Learning Center, 1st Floor

40 Ames Street

Cambridge, MA

Contact:

Please call Sophie Wong upon arrival (cell: 617.817.2487)

Parking:

Street Meter Parking or

Public Parking: Cambridge Center West at Kendall Square Parking - 77 Ames Street, Cambridge MA (http://boston.centralparking.com/Cambridge-77-Ames-Street-Parking.ht
m
l)

Agenda:

1:30 - 1:35pm - Quick introductions

1:35 - 2:30pm - SOPHOS Demo

2:30 - 3:00pm - Q&A

Please be prepared to answer both business, functional, and technical questions from our MIT team, which will consist of members from our IS&T team, Department IT teams, Procurement team, Admin IT teams.

55 mins Presentation should include:

* Brief company info
* SOPHOS product demo for both MAC and WINDOWS
* SOPHOS for both in domain and for standalone machines
* Admin functions
* Console functions
* Update functions
* Info regarding product licensing
* Info regarding current client based

We are capturing a more detail list of questions and/or features our
community is looking for, and will forward that to you for
preparation once it is available.

If you have any questions, please do not hesitate to give me a call.

Thank you

Regards,

Sophie Wong

Sophie C. Wong, PMP

IT Project Manager

Massachusetts Institute of Technology

IS&T, Operations & Infrastructure

O: 617.324.9633

M: 617.817.2487

*From: *Adam Kaplan <adam.kaplan@sophos.com
<mailto:adam.kaplan@sophos.com>>
*Date: *Monday, February 11, 2013 12:52 PM
*To: *TJ Iacobone <anthony.iacobone@sophos.com
<mailto:anthony.iacobone@sophos.com>>, Sophie Wong <swong@mit.edu
<mailto:swong@mit.edu>>, Andrew Munchbach <amunch@mit.edu
<mailto:amunch@mit.edu>>
*Subject: *Sophos Endpoint Protection presentation- MIT

Hi Sophie.

Wednesday will work great for us. When you have a chance, can you let me know the address of where we'll be meeting?

Thanks a bunch. Looking forward to meeting you and the members of your team we have not already met.

Best regards,

Adam

Adam J. Kaplan

Enterprise Account Executive/ Northeast Territory Manager

Sophos, Inc.

P: 781-494-5944

C: 781-249-8628

F: 781-494-5802

Adam.kaplan@sophos.com <mailto:Adam.kaplan@sophos.com>