Promotions Overview
January 1, 2012 - June 30, 2012
Global

Promotions	Target Customer	Key Requirements*	Learn More
Three for Two Years Subscription *Buy a 3 year subscription for the price of 2 one-year subscriptions*	**Current and New Customers**	**Solutions include only:** Web Filter and Web Security	**Offer 1**
Web Filter to Web Security *Upgrade to Websense Web Security at no extra charge* with the purchase of a V5000 Appliance	**Web Filter or SurfControl Customers** 250 -2000 users Renewal or Current Customer	**$3500 USD minimum V5000 purchase** ($2440 USD, Brazil Only)	**Offer 2**
Websense Software-as-a-Service (SaaS) Security *Receive Hosted Web Security Gateway and Hosted Email Security* *with Content Control for over 70% off list price** **See regional pricing under Learn More*	**Small Business Customers** 100-250 users New Customers Only	36 month contract required	**Offer 3**
10% discount when upgrading to Premium Support *One-time 10% discount when upgrading to Premium Support*	**Existing Standard Support Customer** Renewal Customer	Available for Standard Priced Deals Only	**Offer 4**

*(Key Requirements) See below Offer Cards for complete requirements

Terms & Conditions
- The channel partner must be in good credit standing in the Websense Partner Program. Good standing is defined as having no past due invoices payable to Websense.
- If you have questions on these promotions, please contact your Channel Account Manager, Websense Sales Representative, or email partnermarketing@websense.com.
- All decisions about eligibility and this promotion will be made by Websense at its discretion and are final.
- All Promotions listed are valid between January 1,2012 until June 30, 2012

Learn More
Promotion Offer Cards

Offer 1: Three for Two Years Subscription
Buy a 3 year subscription for the price of 2 one-year subscriptions
Eligibility and Requirements:
- New and existing customers who purchase Websense Web Filter™and Websense Web Security™
- Discount does not apply to premium support or appliance purchases.
- This promotion cannot be combined with other special pricing requests or promotions

Offer 2: Web Filter to Web Security
Upgrade to Websense Web Security at no extra charge with the purchase of a V5000 Appliance
Eligibility and Requirements:
- Must be a Websense® Web Filter customer to upgrade to Web Security at no extra charge
- Deal Type: Renewal Business, Customer does not need to be up for a renewal to qualify but must have a current subscription
- Customer type: Current Web Filter or SurfControl Customer
- User Count: 250-2000
- Appliance: Minimum V5000 purchase with $3500 USD net to Websense, ($2440 USD, Brazil Only)
- Other: Offer cannot be combined with 3 for 2 promotion

Offer 3: Websense Software-as-a-Service (SaaS) Security
Receive Hosted Web Security Gateway and Hosted Email Security with Content Control for over 70% off list price
Eligibility and Requirements:
- Pricing represents the price of 100 seats of both Hosted Web Security Gateway & Hosted Email Security with Content Control for a period of 3 years only.
  The actual price may vary based on the number of seats purchased.
  *Regional Pricing per user per month is as follows: North America USD $1.50, AUD 2.33 GBP 1.17, EUR 1.57, EMEA/APAC USD $1.63
- Not eligible for current Websense customers. Only new customers or previous Websense customers who have not owned a Websense product for 90 days or greater are eligible
- Promotion cannot be combined with any other discount
- Not eligible for Deal Registration
- Minimum quantity of 100 seats is required, up to a maximum of 250 seats.
- Minimum contract duration is 36 months.

Offer 4: 10% discount when upgrading to Premium Support
Upgrade from Standard Support to Premium and receive a one-time 10% discount
Eligibility and Requirements:
- Must be a current Standard Support customer
- Deal Type: Renewal Business
- Discount available for standard priced deals only