Lucent Technologies
Bell Labs Innovations



F A Q

Lucent Security Management Server v5.0
VPN Firewall Family
Lucent IPSec Client v3.0

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1. Overview

This document is a quick reference guide to support North American sales efforts for the VPN Firewall Family, Lucent Security Management Server (LSMS) and Lucent IPSec Client. The goal is to provide a consolidated document for the most commonly asked questions and referenced sales tools.

2. What are the New Features in this Release?

Lucent Security Management Server v5.0

Devices	▪ LSMS integrates and centrally manages up to: – 1,000 Pipeline/SuperPipe routers and VPN Firewalls, and – 20,000 simultaneous IPSec Client users. ▪ LSMS creates a management tunnel to each router enabling **secure**: – Telnet access to perform router configuration. – SNMP monitoring via NavisAccess. – Logging via a syslog server.
Policies	▪ Preconfigured policies are provided which: – Protect the LSMS. – Provide for secure router management. – Enable VPN client or LAN-LAN tunnels. – Can be used as templates to create customized policies ▪ A single policy (independent of IP addresses) can be used across hundreds of devices by use of a key word mechanism within the policy. This is especially robust for configuring router tunnels.
VPN Clients (Users)	▪ Preconfigured VPN security policies are provided which can be used as is or easily customized to configure client tunnels. ▪ Predefined tunnel parameter default values are provided which: – Can be customized per groups of devices, e.g., per customers in a managed service – Can be used out of the box to configure client tunnels. – Can be changed once and take effect across all tunnels. ▪ Automatic client SW distribution/upgrade is available either directly from the LSMS or through an external ftp server. ▪ LSMS administrators can configure a firewall on the clients.
VPN Tunnels	▪ Preconfigured VPN security policies are provided which can be used as is or easily customized to configure LAN-LAN tunnels. ▪ Predefined tunnel parameter default values are provided which: – Can be customized per groups of devices, e.g., per customers in a managed service. – Can be used out of the box to configure LAN-LAN tunnels. – Can be changed once and take effect across all tunnels. ▪ For routers, security policy for tunnels are automatically mirrored so that configuring a policy at one end of a tunnel is all that's needed for both ends. ▪ The GUI supplies an intelligent browse capability to easily view and configure tunnels for a specified device.

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Lucent Security Management Server v5.0 *(continued)*

Administrators/ Customers	▪ The LSMS administrative model is designed for flexible implementation of varying degrees of managed services: – Each customer can be separated into device groups (that is, to include those devices, policies, VPNs, and users assigned and used by that specific customer). – A group administrator can be assigned to a group corresponding to a specific customer. This group administrator can have varying privileges, FULL, VIEW, or NONE for Devices, VPN & Policies, or Users. This allows a managed service provider to supply some or all functions pertaining to a particular customer depending on the premium of service provided. – An LSMS administrator has full privileges across all groups. – A large enterprise can be easily managed by using folders to group large numbers of policies or devices into manageable chunks. The group model is not imposed unless needed, and therefore does not add complexity for simpler operational implementations.

Lucent IPSec Client v3.0

Platforms	▪ Windows 2000
Management	▪ Automatic IPSec Client software distribution/upgrade is available from the LSMS or through an external ftp server. – The user will receive a notice upon tunnel setup if a newer version of the client software has become available. – The user may choose to immediately receive a download or download later. – The network administrator has control over which versions and what platforms may be upgraded.
Security	▪ Personal Edition Firewall – The LSMS will allow the administrator to specify what to do with *not tunneled* traffic when the tunnel has been enabled. – The options are to “drop all” traffic or to “pass all” traffic. – IPSec Client v3.1 will include more granular rules as wel as a stateful firewall engine.
Interoperability	▪ Interoperates with VPN Firewalls, Pipelines, SuperPipes, and Access Points. ▪ Better compatibility with other packages such as personal firewalls, sniffers, and PC management agents. A new virtual adapter will appear in the PC's network properties.[1]
Ease-of-use	▪ The PC adopts an internal address assigned by the VPN Firewall and used for VPN traffic. This has advantages for some types of traffic. (Any IP addresses contained in payloads will also be this internal address). [1] ▪ Tray icon: [1] – Prints the expiration time for the tunnel, – Displays traffic statistics, and – Presents the user with a disable button.

VPN Firewall Family

New VPN Firewall Brick 80! The Brick 80 offers all the features/functionality of the Brick 201, but at the reduced price/performance required for small/mid-business and extranet partners. The Brick 80 delivers 80 Mbps of firewall throughput and 10 Mbps 3DES throughput, and it can handle 400 concurrent IPSec tunnels.

[1] Applies to Windows NT and Windows 2000

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3. Where can Customers Purchase Products and Services?

Distribution Partners

The VPN Firewall Family, LSMS, and IPSec Client are available through the following distribution channels:

1-800-456-6783 ext. 66669

1-800-237-8931

1-800-551-3134

Premium VARs (PVARs)

A PVAR network is being established. Currently, these products are available through:

1-800-759-2814

Professional Service Providers (PSPs)

In addition to NetworkCare Services, Lucent has authorized several 3rd party PSPs to support Lucent's Secure VPN products. These PSPs are all able to support direct sales, reseller sales, as well as Internet Service Provider sales. They have been thoroughly trained in Lucent security and VPN products, and they are industry leaders in their field.

Services offered range from basic installation to more complex integration, staging, monitoring (e.g., firewall probing), and managed services for a Lucent-based VPN:

- Security consulting (SC)
- Installation (I)
- VPN and security integration (VSI)
- Maintenance and remote monitoring (M&M)
- Managed services (MS)

See the appendices at the back of this document for pricing schedules.

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Region	Company	Services	Contact
North America & CALA	Lucent Technologies NetworkCare Maintenance & Monitoring 11399 16th Court North St. Petersburg, FL 33716	I, VSI, M&M	Email: jf19@lucent.com Tel: 727-217-1236
North America & CALA	Lucent Technologies NetworkCare Professional Services 600 North Westshore Blvd Tampa, FL 33609-1140	SC	Email: mattdecker@lucent.com Tel: 813-289-1001 x362 http://insidenps.ins.com/sales/security http://www.lucent-netcare.com/consulting/services/practices/security/
USA	IFSec, LLC 260 Madison Avenue Third Floor New York, NY 10016	SC, I, VSI, M&M, MS	Tel: 212-213-8570 Fax: 212-213-8567 http://www.ifsec.com
Canada and USA	Teleias Inc. 37 Front Street East Toronto, ON Canada M5E 1B3	SC, I, VSI, M&M, MS	Email: sales@teleias.com Tel: 416-366-3335 Fax: 416-366-0620 http://www.teleias.com
USA and India	Zenfinity, Inc. 485 E. Route 1 South Iselin, NJ 08902	SC, I, VSI, M&M, MS	Tel: 732-404-0622 Fax: 732-404-0623 http://www.zenfinityinc.com

For additional information on 3rd party PSPs, please visit the VPN Alliance Web site at http://www.lucent.com/ins/vpna/psp.html

4. Is there a VAR Demo Program?

VARs may purchase one (1) each of the following VAR demo units, every 6 months, at 50% off list. These demo units are available through Ingram Micro, Tech Data, and Westcon.

Comcode	PEC	Description	US MSRP	VAR Price 50% off MSRP
300301447		Brick 201 VAR Demo Bundle	$16,485	$8,243
		Includes: ▪ LSMS v5.0 (168 Bit) Small Enterprise Edition ▪ VPN Firewall Brick 201 w/Encryption Accelerator Card ▪ Lucent IPSec Client Software ▪ License to manage 5 devices and 100 simultaneous VPN tunnels		
300300894		**Brick 80 VAR Demo**	**$3,995**	**$1,998**
		Includes VPN Firewall Brick 80 only		

Note: VARs may alternatively purchase the *Branch Office Starter Kit Bundle*, which includes a VPN Firewall Brick 80 and LSMS Small Enterprise Edition, for $4,995 US MSRP. This price reflects a savings of $3,000 off the standard list price of the individual components. Standard VAR discounts apply to this bundle, i.e., the 50% discount, twice a year criteria are **NOT** applicable. See *Promotions* for more information.

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5. Where can I get Customer Evaluation and Lab Equipment?

All customer evaluations should be coordinated through our Business Development team; see *Key Contacts* for your local Business Development Manager. Our Business Development Managers will guide you through the evaluation process, align the appropriate engineering and development resources, and can even track the evaluation progress with your customers. Business Development Managers can also assist in the setup of customer demo labs.

Sales organizations should purchase evaluation and lab equipment for their respective regions. Products can be ordered at http://www.lucent.com/ins/ibuy. Follow the links to Internal Use Ordering.

6. Is there a Hands-On Training Class?

A 3-day hands-on technical training class is offered in our Red Hill facility, at 480 Red Hill Road, Middletown, NJ. In this class, primarily for end users and SEs, students will learn to install and provision the Lucent Security Management Server, VPN Firewalls, and IPSec Client. The course content also includes LSMS provisioning of VPN tunnels between Pipelines and SuperPipe multiservice access routers.

The 3-day course curriculum is as follows:

DAY 1	
Mod 1	Intro & Overview
Mod 2	LSMS Install & Configuration
Mod 3	New User Interface
Mod 4	Security Group
Mod 5	Security Rulesets
Mod 6	Admin Accounts
Mod 7	Report Generation
Mod 8	Alarms & Actions

DAY 2	
Mod 9	User Authentication
Mod 10	Remote Admin
Mod 11	Lucent Proxy Agent
Mod 12	NAT
Mod 13	Dependency Masks

DAY 3	
Mod 14	VPNs
Mod 15	Client to LAN VPN
Mod 16	LAN to LAN VPN
Mod 17	Router Security Management
Class Objective Review	

The class schedule is:

Aug. 14–16
Aug. 28–30
Sep. 11–13
Oct. 16–18
Oct. 30–1
Nov. 13–15
Nov. 28–30
Dec. 11–13

The class fee is $2,995 US. Discounts are available to Lucent employees. Classes can also be suitcased to other locations, for information please contact:

Regina Nycz
Tel: 732-615-2551
Fax: 732-615-2776
Email: rnycz@lucent.com

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7. Are these Products Exportable?

The Lucent Security Management Server (LSMS) is available with 56-bit (DES) and 168-bit (3DES) encryption software. The export guidelines for each version are:

Lucent Security Management Server (56 Bit)

Exportable worldwide, to EVERY industry and country, EXCEPT:

- Afghanistan, Cuba, Iran, Iraq, Libya, North Korea, Serbia, Sudan and Syria

Lucent Security Management Server (168 Bit) and Encryption Accelerator Card

Exportable worldwide, to EVERY industry, EXCEPT foreign governments and EVERY Country, EXCEPT:

- Afghanistan, Cuba, Iran, Iraq, Libya, North Korea, Serbia, Sudan and Syria

The end-user **MUST** be on the Approved Customer List and Screened Entity List. **ALL** sales are **REQUIRED** to be reported back to Debi Bologno at bologno@lucent.com with:

Entity Name
Street Address
Country, and
product purchased information.

8. Where do I go for Special Pricing?

For special pricing please contact Product Management; see *Key Contacts* for more information.

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9. Running any Promotional Offers?



In an effort to seed the market with our *NEW* VPN Firewall Brick 80, we have created the following Branch Office and Remote Access VPN Starter Kit Bundles. This offer is valid from Aug 1–Sep 30, 2000.

Branch Security-Starter Kit Bundle (168 Bit) (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Small Enterprise Edition to manage up 5 devices IPSec Client Software License for 100 simultaneous tunnels **$4,995 US MSRP** **comcode 300295599** **PEC 4704-787**	**Branch Security-Bundle w/Training (168 Bit)** (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Small Enterprise Edition to manage up 5 devices IPSec Client Software License for 100 simultaneous tunnels (1) seat in LSMS Technical Training Class **$5,990 US MSRP** **comcode 300295607** **PEC 4704-788**
Branch Security-Starter Kit Bundle (56 Bit) (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Small Enterprise Edition to manage up 5 devices IPSec Client Software License for 100 simultaneous tunnels **$4,995 US MSRP** **comcode 300295615** **PEC 4704-789**	**Branch Security-Bundle w/Training (56 Bit)** (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Small Enterprise Edition to manage up 5 devices IPSec Client Software License for 100 simultaneous tunnels (1) seat in LSMS Technical Training Class **$5,990 US MSRP** **comcode 300295623** **PEC 4704-790**
Remote Access VPN Starter Kit Bundle (168 Bit) (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Enterprise Edition to manage up 25 devices IPSec Client Software License for 500 simultaneous tunnels (2) SP155-T1-2U—SuperPipe 155 (2) SuperPipe 3DES Software Upgrade **$9,995 US MSRP** **comcode 300298130** **PEC 4704-792**	**Remote Access VPN Starter Kit Bundle w/Training (168 Bit)** (1) VPN Firewall Brick 80 (1) LSMS 5.0 (168 Bit) Enterprise Edition to manage up 25 devices IPSec Client Software License for 500 simultaneous tunnels (2) SP155-T1-2U – SuperPipe 155 (2) SuperPipe 3DES Software Upgrade (1) Seat in LSMS Technical Training Class **$10,990 US MSRP** **comcode 300298148** **PEC 4704-793**

Terms and Conditions

- Remote Access Bundles not offered in CALA.
- Only one Starter Kit Bundle per End User.
- LSMS Technical Training Class conducted in Middletown, NJ.
- 168-bit encryption software can be exported to all entities and countries except foreign governments and the embargoed countries of Afghanistan, Cuba, Iran, Iraq, Libya, North Korea, Serbia, Sudan and Syria. End-Users MUST be on the APPROVED Customer List and SCREENED Entity List. ALL sales are REQUIRED to be reported back to Debi Bologno at bologno@lucent.com with Entity Name, Street Address, Country, and product purchased information
- Sales to Lucent or Lucent owned companies are not eligible for this promotion.
- Offer is valid from August 1- September 30, 2000.
- LSMS software upgrades NOT included.
- Lucent's determination of eligibility is final.

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10. Who do I Call for More Info?

Business Development

For presales customer support to resolve complex technical, business and customer issues, including network design, implementation and customer training:

Dominick Gervasi
Bus. Dev. Manager
Room 1A-211
480 Red Hill Road
Middletown, NJ 07748
Tel: (732) 615-4248
Fax: (732) 615-2776
dgervasi@lucent.com

Philip Trankovich
Bus. Dev. Mgr
950 Herndon Parkway, Suite 400
Herndon, VA 20170
Tel: (703) 283-1044
Fax: (703) 925-4265
prt@lucent.com

Product Management

For special pricing, technical product information, RFP support, competitive comparisons, product roadmaps, reference customers:

Steve Byrne
Room 1A-220
480 Red Hill Road
Middletown, NJ 07748
Tel: (732) 615-5126
Fax: (732) 615-2776
sabyrne@lucent.com

Product Marketing

For sales tools (data sheets, line cards, selling briefs, product guides, white papers, presentations, case histories, lab test reports), programs, promotions, public relations and press releases:

Maria Florio
Room 1G-205
480 Red Hill Road
Middletown, NJ 07748
Tel: (732) 615-2759
Fax: (801) 697-7869
mflorio@lucent.com

Channel Management

For pre- and postsale order support, including order fulfillment intervals, import/export questions and Return Material Authorizations.

Debi Bologno
Room 2A-222
480 Red Hill Road
Middletown, NJ 07748
Tel: (732) 615-4224
Fax: (732) 615-2776
bologno@lucent.com

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Security Consulting

Lucent Technologies NetworkCare Professional Services (Lucent NPS) offers a comprehensive suite of Security Solutions services that help you plan, design, implement, and operate your network and applications in the most secure and cost-effective way. The Lucent NPS Security Solutions services portfolio consists of both Security Consulting and Security Management Services (Remote Network Management Services).

Matt Decker
600 North Westshore Blvd
Tampa, FL 33609-1140
Tel: (813) 289-1001 x362
Fax:(813) 289-3009
mattdecker@lucent.com

Postsale Customer Service and Support

Network Care Maintenance & Monitoring provides postsale customer service, including help desk support. This is a fee-based service operation. Therefore, contract customer calls are handled with priority. All noncontract customers are routed to a call coordinator or voice mail for the next available engineer.

John Ford
Room 1A110
11399 16th Court North
St. Petersburg, FL 33716-23
Tel: (727) 217 1236
jf19@lucent.com

11. Where do I find Product Info on the Web?

Internal

All Lucent employees should access the Power Pages for a collection of sales tools. Links for the VPN Firewall Family, IPSec Client and Lucent Security Management Server can be found at http://home.ascend.com/sm/products

Partner

Resellers can find detailed product at pricing information on the Global Sales Accelerator site. They enter the web site at http://www.lucent.com/ins/accelerator where they can apply for access to the site, use an existing authentication key to receive preapproved access or use their current username and password for repeat log in.

External

Customers can find nonproprietary product information at http://www.lucent.com/security or they may call our presales desk at (888) 552-2544 or e-mail us at inquiries@lucent.com.

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Appendix 1
Maintenance Pricing and Order Codes

Product Line Highlights – Lucent VPN Firewall

The Lucent VPN Firewall includes / requires the following elements:

- Lucent VPN Firewall (LVF) Brick 201 – an Intel based personal computer platform enclosed in a heavily armored case installed in the customer network.
- Lucent VPN Firewall (LVG) Brick 80 – an AMD based personal computer platform enclosed in a heavily armored case installed in the customer network.
- Secure Management Server (SMS) – the customer provided NT PC platform
- LSMS Software – Lucent Security Management Software installed on the customer provided SMS server.

NPS provides support directly for the Bricks and the LSMS software. Service for the Secure Management Server is not available at this time on a standard basis, however NPS can look at opportunities on a custom bid basis.

Final Product Class

- Installation & Integration Class

Product	I&I Class
Small Enterprise Edition LSMS. (LSMS software to manage up to 5 devices. Includes license to manage 100 simultaneous IPSec Client tunnels.)	3
Enterprise Edition LSMS. (LSMS software to manage up to 25 devices. Includes license to manage 500 simultaneous IPSec Client tunnels.)	3
Large Enterprise Edition LSMS. (LSMS software to manage up to 100 devices. Includes license to manage 5,000 simultaneous IPSec Client tunnels.)	3
Service Provider Edition LSMS. (LSMS software to manage an unlimited number of devices. Includes license to manage an unlimited number of simultaneous IPSec Client tunnels.)	3
VPN Firewall Brick 201	2
VPN Firewall Brick 201-DC	2
VPN Firewall Brick 201-DC-EAC	2
VPN Firewall Brick 201-EAC	2
VPN Firewall Brick 80	

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- Maintenance Class

Product	Mtce Class
Small Enterprise Edition LSMS. (LSMS Software to manage up to 5 devices. Includes license to manage 100 simultaneious iPSec Client tunnels.)	3
Enterprise Edition LSMS. (LSMS software to manage up to 25 devices. Includes license to manage 500 simultaneous IPSec Client tunnels.)	5
Large Enterprise Edition LSMS. (LSMS software to manage up to 100 devices. Includes license to manage 5,000 simultaneous IPSec Client tunnels.)	6
Service Provider Edition LSMS. (LSMS software to manage an unlimited number of devices. Includes license to manage an unlimited number of simultaneious IPSec Client tunnels.)	6
VPN Firewall Brick 201	2
VPN Firewall Brick 201-DC	2
VPN Firewall Brick 201-DC-EAC	2
VPN Firewall Brick 201 EAC	2
VPN Firewall Brick 80	2

- Remote Network Management Class
  Remote Network Management is NOT AVAILABLE on the Lucent Managed Firewall Products at this time.

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Planned Services by Region

The table below represents the planned services availability for each Region. Actual availability should be verified prior to sale through NPS Sales Express. Service descriptions and statements of work are located in the Sales Guides at: http://insidenps.ins.com/sales.

Maintenance Services				
Web-Based Support	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries
RTS 8X5	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries
RTS 24X7	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries	LSMS Software & Bricks – All Countries
OTS NBD	NA	NA	NA	NA
OTS Same Day – 4 hour	NA	NA	NA	NA
OTS Same Day – 2 hour	NA	NA	NA	NA
R&R 8X5 NBD	Bricks Only – All Countries	Bricks Only – All Countries	Bricks Only – All Countries	Bricks Only – All Countries
R&R – 8X5X4	NA	NA	NA	NA
R&R – 7×24X4	NA	NA	NA	NA
R&R – 8X5X2	NA	NA	NA	NA
R&R – 7×24X2	NA	NA	NA	NA
SOFTWARE HELP DESK	LSMS Software– All Countries	NA	NA	NA
ADVANCE REPLACEMENT	BricksOnly – All Countries	NA	NA	NA
On-Site Standard	NA	NA	NA	NA
On-Site Premium	NA	NA	NA	NA

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Network Management				
Fault Management	NA	NA	NA	NA
Performance Management	NA	NA	NA	NA
Configuration Recovery	NA	NA	NA	NA
Monitoring & Surveillance	NA	NA	NA	NA
Customer Care	NA	NA	NA	NA
Provisioning Management	NA	NA	NA	NA
Network Performance Management	NA	NA	NA	NA
Trunk Group Analysis	NA	NA	NA	NA

Maintenance Pricing and Ordering Codes

Product	Product Ordering Comcodes	Product Ordering PECs	Service Description	MTCE Class	NMS Class	Service PEC	Service Comcode	Annual List
Small Enterprise Edition (up to 5 devices, 100 tunnels)	300295433 300295474 300295599 300295607 300295615	4704-771 4704-775 4704-787 4704-788 4704-789	Web Based Support	3	NA		300174786	$900
			RTS 5×8	3	NA		300201274	$1320
			RTS 7×24	3	NA		300201282	$1848
			Help Desk 5×8 1 Contact (Enterprise Only)		NA	2976-301		$1620
			Help Desk 5×8 Additional Contact (Enterprise Only)		NA	2976-302		$540
			Help Desk 7×24 1 Contact (Enterprise Only)		NA	2976-301		$1944
			Help Desk 5×8 Additional Contact		NA	2976-302		$648

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Product	Product Ordering Comcodes	Product Ordering PECs	Service Description	MTCE Class	NMS Class	Service PEC	Service Comcode	Annual List
Enterprise Edition (up to 25 devices, 500 tunnels)	300295441 300295482	4704-772 4704-776	Web Based Support	5	NA		300179728	$2580
			RTS 5×8	5	NA		300205895	$3900
			RTS 7×24	5	NA		300205903	$5460
			Help Desk 5×8 1 Contact (Enterprise Only)		NA	2976-309		$3900
			Help Desk 5×8 Additional Contact (Enterprise Only)		NA	2976-310		$1300
			Help Desk 7×24 1 Contact (Enterprise Only)		NA	2976-309		$4680
			Help Desk 5×8 Additional Contact (Enterprise Only)		NA	2976-310		$1560

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Product	Product Ordering Comcodes	Product Ordering PECs	Service Description	MTCE Class	NMS Class	Service PEC	Service Comcode	Annual List
Large Enterprise) Edition (100 devices, 5000 tunnels)	300295458 300295490	4704-773 4704-777	Web Based Support	6			300182441	$4020
			RTS 5×8	6			300210705	$6000
			RTS 7×24	6			300210713	$8400
			Help Desk 5×8 1 Contact (Enterprise Only)		NA	2976-311		$6000
			Help Desk 5×8 Additional Contact (Enterprise Only)		NA	2976-312		$2000
			Help Desk 7×24 1 Contact (Enterprise Only)		NA	2976-311		$7200
			Help Desk 5×8 Additional Contact (Enterprise Only)		NA	2976-312		$2400
Service Provider Edition (unlimited devices, unlimited tunnels)	300295466 300295508	4704-774 4704-778	Web Based Support	6			300182441	$4020
			RTS 5×8	6			300210705	$6000
			RTS 7×24	6			300210713	$8400

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Product	Product Ordering Comcodes	Product Ordering PECs	Service Description	MTCE Class	NMS Class	Service PEC	Service Comcode	Annual List
VPN Firewall Brick 201	300019007	4704-010	Web Based Support	2			300166576	$420
			RTS 5×8	2			300196698	$600
			RTS 7×24	2			300196706	$840
			NBD Replacement	2			300196771	$1020
			Advance Replacement (Enterprise Only)			4704-010		$719.64
VPN Firewall Brick 201-DC	300021649	4704-026	Web Based Support	2			300166576	$420
			RTS 5×8	2			300196698	$600
			RTS 7×24	2			300196706	$840
			NBD Replacement	2			300196771	$1020
			Advance Replacement (Enterprise Only)			4704-026		$719.64
VPN Firewall Brick 201-DC-EAC	300021656	4704-027	Web Based Support	2			300166576	$420
			RTS 5×8	2			300196698	$600
			RTS 7×24	2			300196706	$840
			NBD Replacement	2			300196771	$1020
			Advance Replacement (Enterprise Only)			4704-027		$999.24
VPN Firewall Brick 201-EAC	300018983	4704-011	Web Based Support	2			300166576	$420
			RTS 5×8	2			300196698	$600
			RTS 7×24	2			300196706	$840
			NBD Replacement	2			300196771	$1020
			Advance Replacement (Enterprise Only)			4704-011		$999.24

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Product	Product Ordering Comcodes	Product Ordering PECs	Service Description	MTCE Class	NMS Class	Service PEC	Service Comcode	Annual List
VPN Firewall Brick 80	300269560	4704-791	Web Based Support	2			300166576	$420
			RTS 5×8	2			300196698	$600
			RTS 7×24	2			300196706	$840
			NBD Replacement	2			300196771	$1020
			Advance Replacement (Enterprise Only)			4704-011		$999.24

NOTE: VPN FIREWALL BRICK 80 is scheduled for release around September, 2000. This pricing is estimated and may change based on serviceability reports once completed.

Appendices

Appendix A – Reason for release

Draft Release
This document is released in DRAFT form.

Version 1.0
- Updated all documentation from LMF to VPN Firewall by incorporating all changes provided by Debbie Bologno via e-mail dated 6/21/00.
- Updated cover page to added Phil Keithley's update information and new version number and new date.
- Added new Enterprise order codes and pricing for Medium and Large Enterprise software.
- Changed table formatting and paging.
- Changed Version to 1.0 and updated published date.

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Appendix 2
NetworkCare Professional Services Installation/Integration Pricing Schedule

NetworkCare Professional Services Lucent Security Products Group	Current Applicable Products
11399 16th Court North St. Petersburg, FL 33716 727 217-1236	▪ Lucent VPN Firewall Brick ▪ Lucent IPSec Client ▪ Lucent Security Management Server

Note: Reseller discount on all prices is 15%

Installation/Integration Services:

A. 1 Brick and 1 LSMS, no Failover:	List Price
1. On-Site Installation, Configuration & Integration: ▪ plug-in, turn-on units, load LSMS software, verify operational ▪ configure/load firewall and VPN rules* on LSMS, test rules	$3,250 USD + Travel & Expenses (T&E) PEC=3881-COS Comcode=300196151
2. *Additional Bricks sharing 1 LSMS*	$2,250 USD + Travel & Expenses (T&E) for additional bricks PEC=3881-COS Comcode=300196151
3. Remote Installation, Configuration & Integration: same as 1. above except end-user or Reseller installs with LSPG's remote support	$5,000 USD PEC=3880-CRT Comcode=300196110

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. On-Site Installation, Configuration & Integration: ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$8,500 USD + T&E PEC=3881-COS Comcode=300196151
2. *Add Brick Failover only sharing 1 LSMS* ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	$3,500 USD + Travel & Expenses (T&E) PEC=3881-COS Comcode=300196151

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C. 1 Brick, no Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), verify operational	$2,000 USD + T&E PEC=3881-COS Comcode=300196151
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with LSPG's remote support	$1,400 USD PEC=3880-CRT Comcode=300196110

D. Add 1 Brick for Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), install Radware Fireproof units, verify operational	$3,800 USD + T&E PEC=3881-COS Comcode=300196151
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with PSP's remote support	$2,500 USD PEC=3880-CRT Comcode=300196110

Staging Services:

A. 1 Brick and 1 LSMS, no Failover:	List Price
1. **TBNSC-Site Configuration:** ▪ plug-in, turn-on units, load LSMS software ▪ configure/load firewall and VPN rules* on LSMS and test rules as appropriate	$5,000 USD + ship to staging area & return PEC=3880-CRT Comcode=300196110
2. ***Additional Bricks sharing 1 LSMS***	$2,500 USD + ship to staging area & return PEC=3880-CRT Comcode=300196110

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

Requires that customer ship equipment to TBNSC, and then have equipment shipped back

B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. **TBNSC-Site Configuration:** ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$6,000 USD + ship to staging area & return PEC=3880-CRT Comcode=300196110
2. ***Add Brick Failover only sharing 1 LSMS*** ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	$2,500 USD + ship to staging area & return PEC=3880-CRT Comcode=300196110
Requires that customer ship equipment to TBNSC, and then have equipment shipped back	

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Appendix 3
IFSec, LLC Pricing Schedule

IFSec, LLC	Current Applicable Products
260 Madison Avenue, Third Floor New York, NJ 10016 Phone: 212-213-8570 Fax: 212-213-8567 http://www.ifsec.com	▪ Lucent VPN Firewall Brick ▪ Lucent IPSec Client ▪ Lucent Security Management Server

Note: Reseller discount on all prices is 15%

Installation/Integration Services:

A. 1 Brick and 1 LSMS on customer site, no Failover:	List Price
1. **On-Site Installation, Configuration & Integration:** ▪ plug-in, turn-on units, load LSMS software, verify operational ▪ configure/load firewall and VPN rules on LSMS, test rules	$6000 (excl. H/W,S/W, travel)
2. **Remote Installation, Configuration & Integration**: same as 1. above except end-user or Reseller installs with PSP's remote support	Not offered

- Estimate # of rules at this price or explain if no rules limit.
- Need declining price scale for multiple bricks, not Failover at same site.
- Based on 1 firewall with 15 rules, add $500 per 10 additional rules.
- Configuration: Add $2000 per brick up to 10 bricks.
- Install & Integrate: Add $1000 per brick up to 10 bricks.

B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. **On-Site Installation, Configuration & Integration:** ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$12000 (excl. H/W,S/W, travel)
2. **Remote Installation, Configuration & Integration**: same as 1. above except end-user or Reseller installs with PSP's remote support	Not offered

C. 1 Brick on customer site, no Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), verify operational	$4000 (excl. H/W,S/W, travel)
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with PSP's remote support	Not offered

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D. 1 Brick on customer site for Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), install Radware Fireproof units, verify operational	$7500 (excl. H/W,S/W, travel)
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with PSP's remote support	Not offered

Staging Services:

A. 1 Brick and 1 LSMS on customer site, no Failover:	List Price
1. **PSP-Site Configuration:** ▪ plug-in, turn-on units, load LSMS software ▪ configure/load firewall and VPN rules on LSMS and test rules as appropriate	$4000 (excl. H/W,S/W)
2. **On-Site Installation & Integration: install, test rules**	$2000 (excl. travel)

- Estimate # of rules at this price or explain if no rules limit.
- Need declining price scale for multiple bricks, not Failover at same site.
- Based on 1 firewall with 15 rules, add $500 per 10 additional rules.
- Configuration: Add $2000 per brick up to 10 bricks.
- Install & Integrate: Add $1000 per brick up to 10 bricks.

B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. **PSP-Site Configuration:** ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$9000 (excl. H/W,S/W)
2. **On-Site Installation & Integration; install, test rules**	$3000 (excl. travel)

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Managed Services:

	List Price	
	24 x 7	**Other**
1. One-time set-up of Host LSMS: ▪ Configure/load firewall and VPN rules ▪ Configure monitoring tools ▪ Test rules	$6000 (excl. H/W,S/W)	$6000 (excl. H/W,S/W) 5 X 8
2. Remote Management per LMF/LVG ▪ Real-time monitoring ▪ Firewall usage reports ▪ Remote re-configuration of firewall and VPN rules ▪ Remote configuration/re-configuration of site-site VPN tunnels	$2500/mo (fully staffed NOC and helpdesk) add $1000 per 15 rule increment	$2100/mo (fully staffed NOC and helpdesk) add $1000 per 15 rule increment
3. Remote Monitoring (only) per LMF/LVG ▪ Real-time monitoring ▪ Firewall usage reports	$2000/mo (fully staffed NOC and helpdesk)	$1800/mo (fully staffed NOC and helpdesk)

Notes:

- Segment pricing by either small, mid or large enterprises OR by # of rules.
- Clarify what you mean by 24 x 7; full-time staffers or after hours paging. If the latter, ID full-time staffing hours.

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Appendix 4
Teleias, Ltd. Pricing Schedule

Teleias, Ltd.	Current Applicable Products:
37 Front Street East Toronto, ON Canada M5E 1B3 T +1 416 366 3335 F +1 416 366 0620	▪ Lucent VPN Firewall Brick ▪ Lucent IPSec Client ▪ Lucent Security Management Server

Human Resources: hr@teleias.com
General Information: info@teleias.com
Sales: sales@teleias.com
Investor Relations: investor@teleias.com

Note: Reseller discount on all prices is 15%

Installation/Integration Services:

A. 1 Brick and 1 LSMS on customer site, no Failover:	List Price
1. **On-Site Installation, Configuration & Integration:** ▪ plug-in, turn-on units, load LSMS software, verify operational ▪ configure/load firewall and VPN rules* on LSMS, test rules	$4,000 USD + Travel & Expenses (T&E)
2. ***Additional Bricks sharing 1 LSMS***	$2,000 USD + Travel & Expenses (T&E) for 2nd brick $1,000 USD + Travel & Expenses (T&E) for 3rd and additional bricks installed at same time as second brick
3. **Remote Installation, Configuration & Integration**: same as 1. above except end-user or Reseller installs with PSP's remote support	$6,000 USD

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

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B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. On-Site Installation, Configuration & Integration: ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$10,000 USD + T&E
2. *Add Brick Failover only sharing 1 LSMS* ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	$4,000 USD + Travel & Expenses (T&E)

C. 1 Brick, no Failover (see Managed Services)	List Price
1. On-Site Basic Installation: plug-in, turn-on unit, load software (download from Host LSMS), verify operational	$2,000 USD + T&E
2. Remote Basic Installation: same as 1. Above except end-user or Reseller installs with PSP's remote support	$1,000 USD

D. Add 1 Brick for Failover (see Managed Services):	List Price
1. On-Site Basic Installation: plug-in, turn-on unit, load software (download from Host LSMS), install Radware Fireproof units, verify operational	$4,000 USD + T&E
2. Remote Basic Installation: same as 1. Above except end-user or Reseller installs with PSP's remote support	$2,500 USD

Staging Services:

A. 1 Brick and 1 LSMS, no Failover:	List Price
1. PSP-Site Configuration: ▪ plug-in, turn-on units, load LSMS software ▪ configure/load firewall and VPN rules* on LSMS and test rules as appropriate	$4,000 USD + ship to staging area & return
2. *Additional Bricks sharing 1 LSMS*	$1,000 USD + ship to staging area & return
3. On-Site Installation & Integration: install, test rules Pricing based on 1 or 2, and 3 being purchased from Teleias	$2,000 USD + T&E $1,000 USD + T&E for 3rd and additional bricks installed at same time as second brick

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

Requires that customer ship equipment to Teleias, and then have equipment shipped back.

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B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. PSP-Site Configuration: ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	$6,000 USD + ship to staging area & return
2. On-Site Installation & Integration; install, test rules Pricing based on both 1 & 2 being purchased from Teleias	$6,000 USD + T&E
3. *Add Brick Failover only sharing 1 LSMS* ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	$2,500 USD + ship to staging area & return
4. On-Site Installation & Integration of Brick Failover; install, test rulesPricing based on both 3 & 4 being purchased from Teleias	$2,000 USD + T&E

Requires that customer ship equipment to Teleias, and then have equipment shipped back.

Managed Services—Based on 36 month contract

	List Price	
	24 x 7*	**Other**
1. Set-up of Host LSMS: ▪ Rules creation to ensure a solid security infrastructure is maintained ▪ Configuration of 1 site-to-site VPN tunnel per firewall/VPN gateway ▪ Configure/load firewall and VPN rules ▪ Configure monitoring tools ▪ Test rules	$1,000 USD	N/A
2. Remote Management per LMF/LVG ▪ Remote administration of customer firewalls according to customer security policies ▪ Web-based reporting of firewall usage ▪ VPN link status for customer site-to-site connections ▪ Fault Isolation for Site-to-Site VPN connections	$1000/month – Enterprise $750/month – Mid Sized $500/month – Small	N/A

Notes:

*24 x 7 means full-time staffing hours 8 am—8 pm EST, pager call out 8 pm—8 am until September 1st. 24 x 7 full-time staffing commences September 1st, 2000.

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Appendix 5
Zenfinity, Inc. Pricing Schedule

Zenfinity Inc	Current Applicable Products:
485 E, Route 1 South Iselin, NJ 08902. Tel: 732-404-0622 Fax: 732-404-0623 http://zenfinityinc.com	▪ Lucent VPN Firewall Brick ▪ Lucent IPSec Client ▪ Lucent Security Management Server

A. 1 Brick and 1 LSMS, no Failover:	List Price
1. **On-Site Installation, Configuration & Integration:** ▪ plug-in, turn-on units, load LSMS software, verify operational ▪ configure/load firewall and VPN rules* on LSMS, test rules	Cost= $3000 + Travel & Expenses (T&E)
2. ***Additional Bricks sharing 1 LSMS***	Cost= $2000 + Travel & Expenses (T&E) for 2nd brick Cost= $1500 +Travel & Expenses (T&E) for 3rd and additional bricks installed at same time as second brick
3. **Remote Installation, Configuration & Integration**: same as 1. above except end-user or Reseller installs with PSP's remote support	Cost= $5000

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. **On-Site Installation, Configuration & Integration:** ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	Cost= $8400 + T&E
2. ***Add Brick Failover only sharing 1 LSMS*** ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	Cost= $3300 + Travel & Expenses (T&E)

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C. 1 Brick, no Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), verify operational	Cost= $2500 + T&E
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with PSP's remote support	Cost= $1750

D. Add 1 Brick for Failover (see Managed Services):	List Price
1. **On-Site Basic Installation**: plug-in, turn-on unit, load software (download from Host LSMS), install Radware Fireproof units, verify operational	Cost= $3750 + T&E
2. **Remote Basic Installation**: same as 1. Above except end-user or Reseller installs with PSP's remote support	Cost= $2000

Staging Services:

A. 1 Brick and 1 LSMS, no Failover:	List Price
1. **PSP-Site Configuration:** ▪ plug-in, turn-on units, load LSMS software ▪ configure/load firewall and VPN rules* on LSMS and test rules as appropriate	Cost= $4900 + ship to staging area & return
2. ***Additional Bricks sharing 1 LSMS***	Cost= $2100 + ship to staging area & return
3. **On-Site Installation & Integration**: install, test rules Pricing based on 1 or 2, and 3 being purchased from PSP	Cost= $1250 + T&E Cost= $1000 + T&E for 3rd and additional bricks installed at same time as second brick

*No limit on number of rules
**Declining price scale for multiple bricks at same site, not Failover.

Requires that customer ship equipment to PSP, and then have equipment shipped back.

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B. Add 1 Brick & 1 LSMS for Failover:	List Price
1. PSP-Site Configuration: ▪ plug-in, turn-on units, load LSMS software, load Failover (Veritas) software, install Radware Fireproof units, verify operational ▪ configure/load firewall and VPN rules on LSMS, configure Veritas software and Fireproof units, test rules, test Failover	Cost= $5600 + ship to staging area & return
2. On-Site Installation & Integration; install, test rules Pricing based on both 1 & 2 being purchased from PSP	Cost= $1500 + T&E
3. *Add Brick Failover only sharing 1 LSMS* ▪ *plug-in, turn-on units, load LSMS software, install Radware Fireproof units, verify operational* ▪ *configure Fireproof units, test rules, test Failover*	Cost= $2800 + ship to staging area & return
4. On-Site Installation & Integration of Brick Failover; install, test rules Pricing based on both 3 & 4 being purchased from PSP	Cost= $1250 + T&E

Requires that customer ship equipment to PSP, and then have equipment shipped back.

Managed Services—Based on 36-month contract:

	List Price	
	24 x 7*	**Other**
1. Security Management with Hosted LSMS (Set-up of Host LSMS):** ▪ Rules creation to ensure a solid security infrastructure is maintained ▪ Configuration of 1 site-to-site VPN tunnel per firewall/VPN gateway ▪ Configure/load firewall and VPN rules ▪ Configure monitoring tools ▪ Test rules	Enterprise: $3000/month Mid: $1600/month Small: $650/month	N/A
2. Remote Management per LMF/LVG** ▪ Remote administration of customer firewalls according to customer security policies ▪ Web-based reporting of firewall usage ▪ VPN link status for customer site-to-site connections ▪ Fault Isolation for Site-to-Site VPN connections	$8400/month – Enterprise $5100/month – Mid Sized $2200/month – Small	N/A

Notes:

- *24 x 7 means full-time staffing hours 8 am – 8 pm EST, pager call out 8 pm – 8 am until September 1st. 24 x 7 full-time staffing commences September 1st, 2000.
- ** Level of company is defined as follows:
  - Enterprise: 12 Bricks
  - Mid Sized: 6 Bricks
  - Small: 2 Bricks
- Actual cost will vary depending on particular customer network requirements. This also assumes a stable network environment that is adequately maintained. These prices represent an estimated cost without knowing custom requirements of the particular customer and are subject to change depending on the scope of effort.

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