

Upsell Opportunity for Blue Coat SSL Visibility Appliance and Luna SP HSM Integration

What is the benefit to the partner?

Increase total sale by average 40% (for HSM)

Flexible solution to meet the needs of your customers

- Luna SP HSM can be partitioned up to 20 times or clustered to meet customers' SSL traffic needs
- FIPS 140-2 Level 3 key security to meet customer's compliance needs
- Capable of processing up to 7,000 RSA and 1,000 ECC transactions per second
- Offloads cryptographic operations from ProxySG to reduce strain on compute resources

- Luna SP HSM can work with multiple endpoints in the infrastructure, ensuring interoperability with not only Blue Coat but also hundreds of other vendor products

Differentiates you from the competition

- Selling SafeNet with Blue Coat allow you to deliver to your customer a complete solution rather than a single point Blue Coat product
- Compliance Needs: FIPS 140-2 Levels 2 and 3, and Common Criteria EAL4+ certified

- Encryption keys are maintained in hardware throughout the entire key lifecycle
- Protected master key to ensure integrity of the entire encryption infrastructure

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When to sell with Blue Coat?

With any SSL Visibility Appliance



Function	SV1800	SV2800	SV3800
Total Packet Processing	8 Gbps	20 Gbps	40 Gbps
SSL Visibility Throughput	1.5 Gbps	2.5 Gbps	4 Gbps
List Price (USD)	\$51,000 (copper) \$55,000 (fiber)	\$64,000	\$82,000
Function	Luna SP HSM - List Price (USD), high availability, FIPS 140-2 Level 3, Small Form Factor Backup Sample deal for a minimum high availability configuration = \$44,768.86 908-000218-001-000, 908-000008-003-000, 908-000110-002-000, 909-000004-002-000, 909-023408-002-001, 912-00004-901-000, 020-160001-002-000, 020-160005-005-00		

Contact your Arrow Sales Rep for a valid quote

Why should I sell it? How will it benefit the end user?

Provide FIPS 140-2 Level 3 Compliance - Blue Coat ProxySG stand alone is only FIPS 140-2 level 2 compliant, by adding SafeNet you can make your infrastructure more secure – this is a big selling point for financial, government and health care customers with regulatory concerns

Centralized Key Lifecycle Management - Manage key generation, distribution, rotation, storage, termination, and archival functions from a central location

Scalable Solution - as SSL traffic grows, key management remains efficient and streamlined allowing you to manage all encryption keys from the Luna hardware appliance

Remote Capabilities - Luna SP HSM offers secure remote management and remote backup

HA and High Performance - Luna SP HSM can be separated into up to 20 partitions and clustered into HA configurations for easy scaling as SSL traffic grows

Please contact the Arrow SafeNet Product Specialist for any SafeNet needs.

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Five Years Out