



Silver Peak Pricing Models

A NEW LEVEL OF FLEXIBILITY AND INVESTMENT PROTECTION FOR WAN OPTIMIZATION

Silver Peak offers perpetual and subscription based pricing options that facilitate the deployment of WAN optimization while simultaneously ensuring that an investment in Silver Peak is protected against changing IT requirements.

Select the ideal pricing model for your environment – by appliance, by office, by region, or across an entire company.

The choice is yours. With Silver Peak, you get the flexibility to make your CFO happy, while delivering the performance and scalability to make your CIO happy.

With Silver Peak’s perpetual and subscription based pricing options, it has never been easier and more cost effective to capitalize on the benefits of WAN optimization!

SILVER PEAK PRICING OVERVIEW		
	PERPETUAL	SUBSCRIPTION
Appliances Covered	NX,VX,VRX, and GMS	VX,VRX, and GMS (virtual)
Term	Unlimited	Annual
Maintenance	Gold / Platinum sold separately	Comprehensive maintenance included
Investment Protection	Upgradeable licenses on virtual appliances	Licenses upgradeable at any time

PERPETUAL LICENSING

Customers can purchase the Silver Peak NX,VX,VRX, and GMS appliances at any given time using our perpetual licensing model. In doing so, the appliances are owned by the customer for as long as they want. This enables Silver Peak customers to lock in a single price that is amortized over the entire life of the equipment. With the perpetual licensing model, maintenance is sold separately, providing customers with the flexibility to choose a support program that best fits their requirements (Gold/Platinum, multi year, etc).

With the Silver Peak virtual appliances (VX,VRX, and virtual GMS), customers can upgrade perpetual licenses at any given time –e.g. to a higher WAN capacity. Silver Peak adds “Investment Protection” to its perpetual licenses for the entire family of Silver Peak virtual appliances, allowing customers to upgrade to higher-capacity appliances as network and IT demands dictate. Customers only pay the difference between the smaller and larger licenses when upgrading. This “pay as your grow” model is a seamless and cost-effective way to expand a Silver Peak deployment in conjunction with increasing IT demands while simultaneously protecting an initial investment in Silver Peak technology.



SUBSCRIPTION LICENSING

All of the Silver peak virtual appliances (VX, VRX, and virtual GMS) can be “leased” on a yearly basis. This “pay as you go” model minimizes the upfront investment in WAN optimization and enables companies to shift budget requirements from a capital expenditure (CAPEX) to an operational expenditure (OPEX) if desired. As part of the subscription licensing, comprehensive

maintenance is included in the price, simplifying deployment and ongoing support of the Silver Peak devices. Customers can easily upgrade a subscription license at any time to one with a higher WAN capacity (with full credit for the unused amount on the current subscription.)

UNPARALLELED FLEXIBILITY

- Upgrade virtual appliances at any time, to any WAN capacity
- Switch from subscription to perpetual licensing at any time
- Mix and match pricing models – per appliance, per office, per region, per company,
- Integrated and standalone maintenance options available

QUICK PRICING REFERENCE GUIDE		
	PERPETUAL	SUBSCRIPTION
Future WAN capacity is unknown		✓
Investment period > 3 years	✓	
Budget Allocation	CAPEX	OPEX
Investment Protection	✓	✓