







Cisco ASA 5500-X Next Generation Firewalls



Next Generation Firewall	Part Code	Throughput ¹	Bundle 1 (AVC, IPS+WSE)	Bundle 2 (AVC+IPS)	Bundle 3 (AVC+WSE)	AVC	WSE	IPS ²
 ASA 5512-X	ASA5512-SSD120-K9	1 Gbps	ASA5512AWI1Y	ASA5512-AI1Y	ASA5512-AW1Y	ASA5512-AP1Y	ASA5512-WS1Y	ASA5512-IP1Y
	ASA5512-SSD120-K8 ³		ASA5512AWI3Y	ASA5512-AI3Y	ASA5512-AW3Y	ASA5512-AP3Y	ASA5512-WS3Y	ASA5512-IP3Y
			ASA5512AWI5Y	ASA5512-AI5Y	ASA5512-AW5Y	ASA5512-AP5Y	ASA5512-WS5Y	ASA5512-IP5Y
 ASA 5515-X	ASA5515-SSD120-K9	1.2 Gbps	ASA5515AWI1Y	ASA5515-AI1Y	ASA5515-AW1Y	ASA5515-AP1Y	ASA5515-WS1Y	ASA5515-IP1Y
	ASA5515-SSD120-K8 ³		ASA5515AWI3Y	ASA5515-AI3Y	ASA5515-AW3Y	ASA5515-AP3Y	ASA5515-WS3Y	ASA5515-IP3Y
			ASA5515AWI5Y	ASA5515-AI5Y	ASA5515-AW5Y	ASA5515-AP5Y	ASA5515-WS5Y	ASA5515-IP5Y
 ASA 5525-X	ASA5525-SSD120-K9	2 Gbps	ASA5525AWI1Y	ASA5525-AI1Y	ASA5525-AW1Y	ASA5525-AP1Y	ASA5525-WS1Y	ASA5525-IP1Y
	ASA5525-SSD120-K8 ³		ASA5525AWI3Y	ASA5525-AI3Y	ASA5525-AW3Y	ASA5525-AP3Y	ASA5525-WS3Y	ASA5525-IP3Y
			ASA5525AWI5Y	ASA5525-AI5Y	ASA5525-AW5Y	ASA5525-AP5Y	ASA5525-WS5Y	ASA5525-IP5Y
 ASA 5545-X	ASA5545-2SSD120-K9	3 Gbps	ASA5545AWI1Y	ASA5545-AI1Y	ASA5545-AW1Y	ASA5545-AP1Y	ASA5545-WS1Y	ASA5545-IP1Y
	ASA5545-2SSD120-K8 ³		ASA5545AWI3Y	ASA5545-AI3Y	ASA5545-AW3Y	ASA5545-AP3Y	ASA5545-WS3Y	ASA5545-IP3Y
			ASA5545AWI5Y	ASA5545-AI5Y	ASA5545-AW5Y	ASA5545-AP5Y	ASA5545-WS5Y	ASA5545-IP5Y
 ASA 5555-X	ASA5555-2SSD120-K9	4 Gbps	ASA5555AWI1Y	ASA5555-AI1Y	ASA5555-AW1Y	ASA5555-AP1Y	ASA5555-WS1Y	ASA5555-IP1Y
	ASA5555-2SSD120-K8 ³		ASA5555AWI3Y	ASA5555-AI3Y	ASA5555-AW3Y	ASA5555-AP3Y	ASA5555-WS3Y	ASA5555-IP3Y
			ASA5555AWI5Y	ASA5555-AI5Y	ASA5555-AW5Y	ASA5555-AP5Y	ASA5555-WS5Y	ASA5555-IP5Y
ASA 5585-X NGFW Bundles	ASA 5585-S10C10-K9	4 Gbps	ASA5585-10-AWI-1Y	ASA5585-10-AI1Y	ASA5585-10-AW1Y	ASA5585-10-AP1Y	ASA5585-10-WS1Y	ASA5585-10-IP1Y
	ASA 5585-S10C10-K8 ³		ASA5585-10-AWI-3Y	ASA5585-10-AI3Y	ASA5585-10-AW3Y	ASA5585-10-AP3Y	ASA5585-10-WS3Y	ASA5585-10-IP3Y
			ASA5585-10-AWI-5Y	ASA5585-10-AI5Y	ASA5585-10-AW5Y	ASA5585-10-AP5Y	ASA5585-10-WS5Y	ASA5585-10-IP5Y
 ASA 5585-S20C20	ASA 5585-S20C20-K9	10 Gbps	ASA5585-20-AWI-1Y	ASA5585-20-AI1Y	ASA5585-20-AW1Y	ASA5585-20-AP1Y	ASA5585-20-WS1Y	ASA5585-20-IP1Y
	ASA 5585-S20C20-K8 ³		ASA5585-20-AWI-3Y	ASA5585-20-AI3Y	ASA5585-20-AW3Y	ASA5585-20-AP3Y	ASA5585-20-WS3Y	ASA5585-20-IP3Y
			ASA5585-20-AWI-5Y	ASA5585-20-AI5Y	ASA5585-20-AW5Y	ASA5585-20-AP5Y	ASA5585-20-WS5Y	ASA5585-20-IP5Y
	ASA 5585-S40C40-K9	20 Gbps	ASA5585-40-AWI-1Y	ASA5585-40-AI1Y	ASA5585-40-AW1Y	ASA5585-40-AP1Y	ASA5585-40-WS1Y	ASA5585-40-IP1Y
	ASA 5585-S40C40-K8 ³		ASA5585-40-AWI-3Y	ASA5585-40-AI3Y	ASA5585-40-AW3Y	ASA5585-40-AP3Y	ASA5585-40-WS3Y	ASA5585-40-IP3Y
			ASA5585-40-AWI-5Y	ASA5585-40-AI5Y	ASA5585-40-AW5Y	ASA5585-40-AP5Y	ASA5585-40-WS5Y	ASA5585-40-IP5Y
	ASA 5585-S60C60-K9	40 Gbps	ASA5585-60-AWI-1Y	ASA5585-60-AI1Y	ASA5585-60-AW1Y	ASA5585-60-AP1Y	ASA5585-60-WS1Y	ASA5585-60-IP1Y
	ASA 5585-S60C60-K8 ³		ASA5585-60-AWI-3Y	ASA5585-60-AI3Y	ASA5585-60-AW3Y	ASA5585-60-AP3Y	ASA5585-60-WS3Y	ASA5585-60-IP3Y
			ASA5585-60-AWI-5Y	ASA5585-60-AI5Y	ASA5585-60-AW5Y	ASA5585-60-AP5Y	ASA5585-60-WS5Y	ASA5585-60-IP5Y

Management: If you're selling more than one Next Generation service (AVC, WSE, or IPS), off box reporting is required. See Prime Security Manager PIDs below:

Virtual Management			Physical Management	
Add on Licenses				
5 Devices	PRSMv9-SW-5-K9	PRSM-DEV-5		
10 Devices	PRSMv9-SW-10-K9	PRSM-DEV-10		
25 Devices	PRSMv9-SW-25-K9	PRSM-DEV-25	25 Devices	PRSM-HW1-25-K9
50 Devices	PRSMv9-SW-50-K9	PRSM-DEV-50	50 Devices	PRSMv9-HW-50-K9
100 Devices	PRSMv9-SW-100-K9	PRSM-DEV-100	100 Devices	PRSMv9-HW-100-K9



For more detailed information on Cisco ASA NGFW services go to: <http://www.cisco.com/en/US/products/ps12521/index.html>. Or [cisco.com/go/asa](http://www.cisco.com/go/asa)

1. Stateful Inspection throughput. For NGFW throughput visit: http://www.cisco.com/en/US/products/ps6120/prod_models_comparison.html

2. Internet Edge IPS. Non NGFW IPS for stateful inspection firewall still available.

3. K8 bundles apply to export restricted countries. For more details: http://www.cisco.com/en/US/prod/collateral/vpndevc/ps6032/ps6094/ps6120/prod_qas0900aecd805a1273.html

Cisco ASA 5500-X Next Generation Firewalls

Next Generation Software Licenses

Cisco ASA Next-Generation Firewall Licenses add new capabilities to the ASA 5500-X Series including:

1. AVC - Application Visibility and Control. The ability to control, block and report on thousands of apps like Dropbox, Skype and Facebook. For a full list of apps see asacx-cisco.com.
2. WSE - Web Security Essentials. The ability to block malware downloads through the internet leveraging Cisco Security Intelligence Operations (SIO). For more details see cisco.com/go/sio.
3. IPS - Intrusion Prevention Services for Internet edge threat protection.

Key Tips

1. ASA on it's own is not a Next Generation Firewall.
2. For an ASA to become a Next Generation Firewall the customer needs to buy Next Generation Licenses (AVC, WSE or IPS).
3. In case of failover or high availability (HA) pair, both the primary and secondary NGFWs need their own, individual subscription licenses. Subscription licenses are not shared between primary and secondary NGFW.
4. If you're selling more than one Next Generation service (AVC, WSE, or IPS), off box reporting is required. See Prime Security Manager PIDs below.
5. **You must sell an ASA with SSD in the description.** Any non-SSD models will not be able to run the next generation software services (AVC, IPS, WSE).

What's in it for me?

- **Increased margin** – Increases deal value by up to 80%.
- **Repeat business** – There is a 90% chance of renewal in 1-5 years time.
- **Happy customers** – Protect your business by becoming their single point of contact for multiple solutions.

Questions to ask your customer or partner

1. Which ASA hardware platform do you need?

ASA 5512-X / ASA 5515-X / ASA 5525-X / ASA 5545-X / ASA 5585-X

2. Which Next Generation software licence do you need?

AVC / WSE / IPS or all three

3. How long do you want your software licence to be active for?

1 / 3 / 5 years

Ordering Scenarios

Scenario 1

I have a customer that asks for an ASA 5515-X Firewall that they want to manage virtually.

Part code	Qty	List Price
ASA 5515-SSD120-K9	1	\$5,595
ASA5515AWI3Y	1	\$3,000
PRSMv9-SW-5-K9	1	\$8,595
Next Generation Firewall Total		\$17,190

By upgrading them to a NGFW with all three Next Generation Services (AVC, IPS and WSE) for three years, I can increase my revenue and margin opportunity by 80%

Scenario 2

I have a customer that needs high availability on ASA 5525-X. with IPS and Application Control for five years.

Part code	Qty	List Price
ASA 5525-SSD120-K9	2	\$19,190
PRSMv9-SW-5-K9	1	\$3,000
ASA5525-AI5Y	2	\$15,300
Next Generation Firewall Total		\$37,490