SOPHOS

SOPHOS FIREWALL HWaaS

Deploy more Sophos Firewall.

Sophos Firewall HWaaS — no upfront cost, no capital risk, billed through MSP Flex.

MSP Flex partners can now purchase Sophos Firewall hardware through monthly billing instead of a traditional upfront investment. Hardware costs are spread over a 12-month commitment and fit seamlessly into your existing billing model, making it easier to win larger firewall deals, expand your customer base, and keep cash flow predictable.

32%
of ransomware attacks start with an exploited vulnerability[1]

99%
of web traffic is now encrypted — invisible to most firewalls[2]

$1.53M
the average cost to recover from a ransomware attack in 2025[1]

WHAT SOPHOS FIREWALL HWaaS DELIVERS

Four outcomes. One monthly payment.

Win larger deals without the cash flow hit.

Sophos Firewall HWaaS eliminates upfront hardware costs by spreading payments through your MSP Flex billing. Deploy more firewalls across your customer base without impacting cash flow.

- No upfront hardware purchase required
- Monthly billing through MSP Flex
- Close bigger deals faster

Align your costs with your revenue.

Hardware costs are bundled into your monthly MSP Flex billing, matching your expenses to the recurring revenue you collect from customers.

- Hardware + Xstream Protection in one monthly price
- Billing starts on activation or 30 days after shipment
- Predictable, manageable cash flow

Expand into new firewall opportunities.

Customers hesitate at upfront firewall costs. Sophos Firewall HWaaS removes that objection, opening new customer segments and competitive displacement opportunities.

- Open new customer segments
- Upsell on legacy firewall replacements
- Competitive displacement made easier

Improve profitability on every deployment.

Eliminate upfront hardware costs and grow recurring revenue. Deploy more firewalls, serve more customers, and maintain healthy margins.

- Better ROI on firewall deals
- Grow recurring revenue per customer
- Scale without capital constraints

SOPHOS FIREWALL HWAAS AT A GLANCE

- No upfront hardware cost — pay monthly through MSP Flex
- Xstream Protection included in every deployment
- 12-month minimum, then month-to-month
- Order through your distributor — same process as today

WHO SOPHOS FIREWALL HWAAS IS FOR

- MSPs looking to eliminate upfront firewall CAPEX
- Partners standardizing firewalls across multiple customers
- MSPs displacing competitive firewalls at renewal
- Partners where cash flow, churn risk, or deployment scale is a concern

YOUR EDGE IN THE AS-A-SERVICE ERA

Built for how MSPs operate, not just how firewalls work.

Remove the biggest barrier to firewall growth

Upfront hardware costs are the #1 reason firewall deals stall. Sophos Firewall HWaaS eliminates that barrier entirely, turning hardware into a monthly operating expense — not a capital purchase.

One billing model for your entire stack

Your firewall now sits alongside endpoint, email, and MDR in MSP Flex billing. One platform, one invoice, one predictable monthly cost for your entire Sophos security stack.

Scale without constraints

Deploy firewalls to more customers without tying up capital. Sophos Fiewwall HWaaS removes the financial friction that limits growth, so you can standardize Sophos Firewall across your entire customer base.

INDUSTRY RECOGNITION

Validated by the analysts, labs, and customers that matter most.

SE LABS 2025

Best MSP Security Solution

CRN 5-STAR 2025

Best MSP Partner Program

G2 SPRING 2026

#1 Firewall Solution

GARTNER PEER INSIGHTS

Customers' Choice for Network Firewalls

GARTNER MAGIC QUADRANT

Leader for Network Firewalls

G2 SPRING 2026

Best Results for Firewalls

START HERE

See Sophos Firewall in action.

Speak with an expert about Sophos Firewall and our new Sophos Firewall HWaaS billing option.

Contact now

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[1] Sophos State of Ransomware Report 2025
[2] Sophos research

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