



Mid Market DDI Bundles for TechData Partners



What's the Problem?

Most mid market organizations use Microsoft DNS/DCHP because it is “free” with Windows. The problem is that “free” solutions can only take you so far before they are unable to support the growing complexity and rapid pace of today's world. BLUECAT has developed 4 entry level pricing bundles for the mid-market to deliver them from the pain of their current limited and unruly Microsoft environment to an enterprise class, flexible and adaptive DNS/DHCP/IPAM (DDI) solution. One that provides a rock solid DDI foundation that enables them to take on strategic initiatives such as cloud, automation, rapid dev ops, and securing the network from DNS based attacks.

Top 6 Reasons Customers Look for Alternatives to Microsoft to Manage Their DNS & DHCP:

1. Risk of Human Error-too much manual administration opens up too much margin for error.
2. Active Directory Replication Problems- can lead to inconsistent data across the network causing vulnerability
3. No effective Delegation Controls or Auditing-any Windows admin can make changes and little auditing exists
4. DNS Maintenance & Scavenging- notoriously unreliable and risky
5. Unnecessary Complexity-companies can have dozens or more AD domains which can get hard to manage
6. Security- High number of exploits in the Windows operating system and DNS is often overlooked

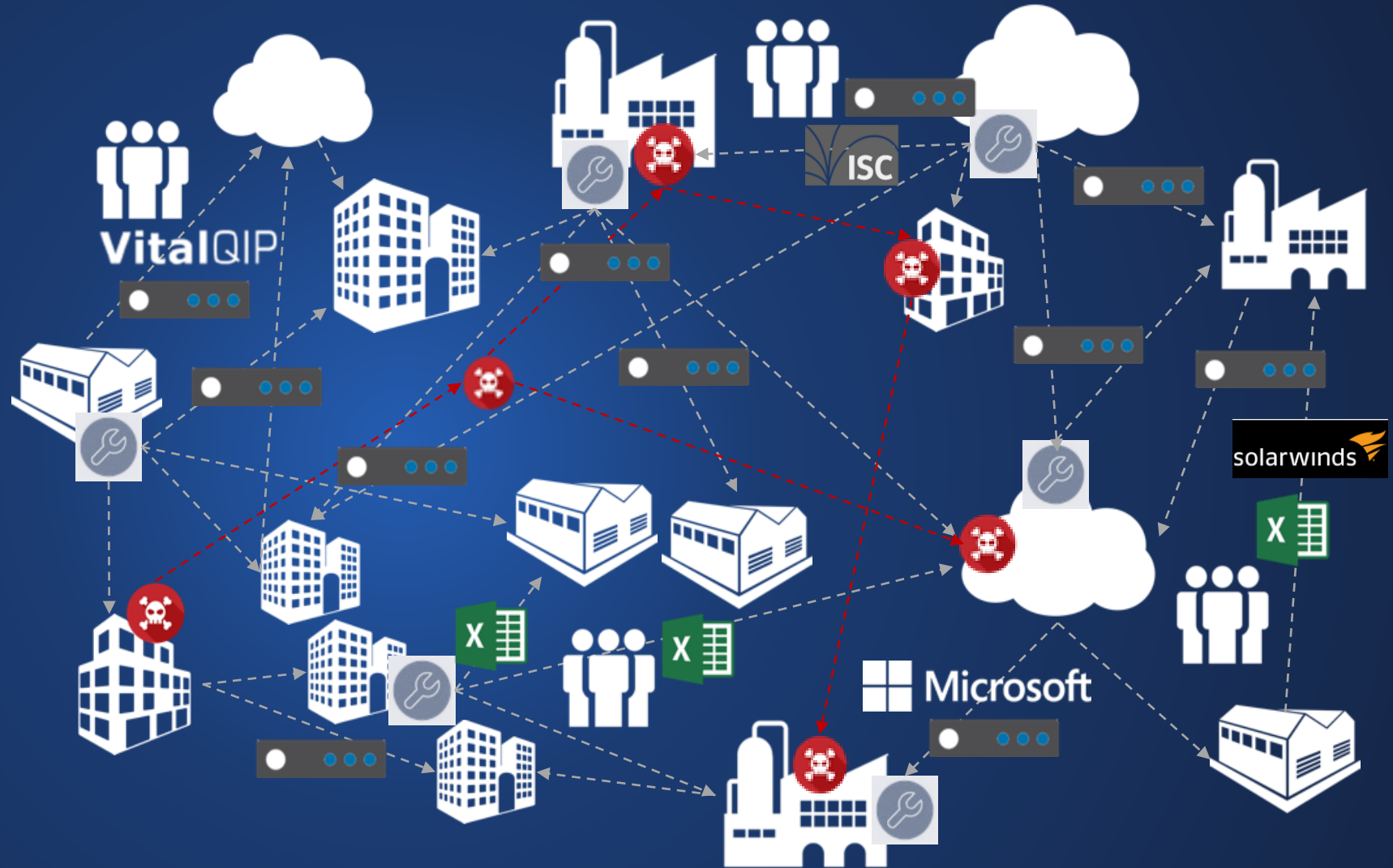
**A link to the complete whitepaper “Common Challenges with Microsoft DNS” can be found [HERE](#)

How Can BLUECAT help?

1. Central Management and visibility of all DNS data with data integrity between devices, DNS names and IP addresses
2. Four levels of data validation to prevent human error
3. Built-in work flow and approval processes
4. Flexible DNS topology for faster replication and response
5. Identify and block clients attempting to connect to malware, phishing, spam and other malicious sites
6. Reduction in operational costs and the number of DNS servers needed to support Active Directory
7. Higher availability of DNS and DHCP services provided by anycast

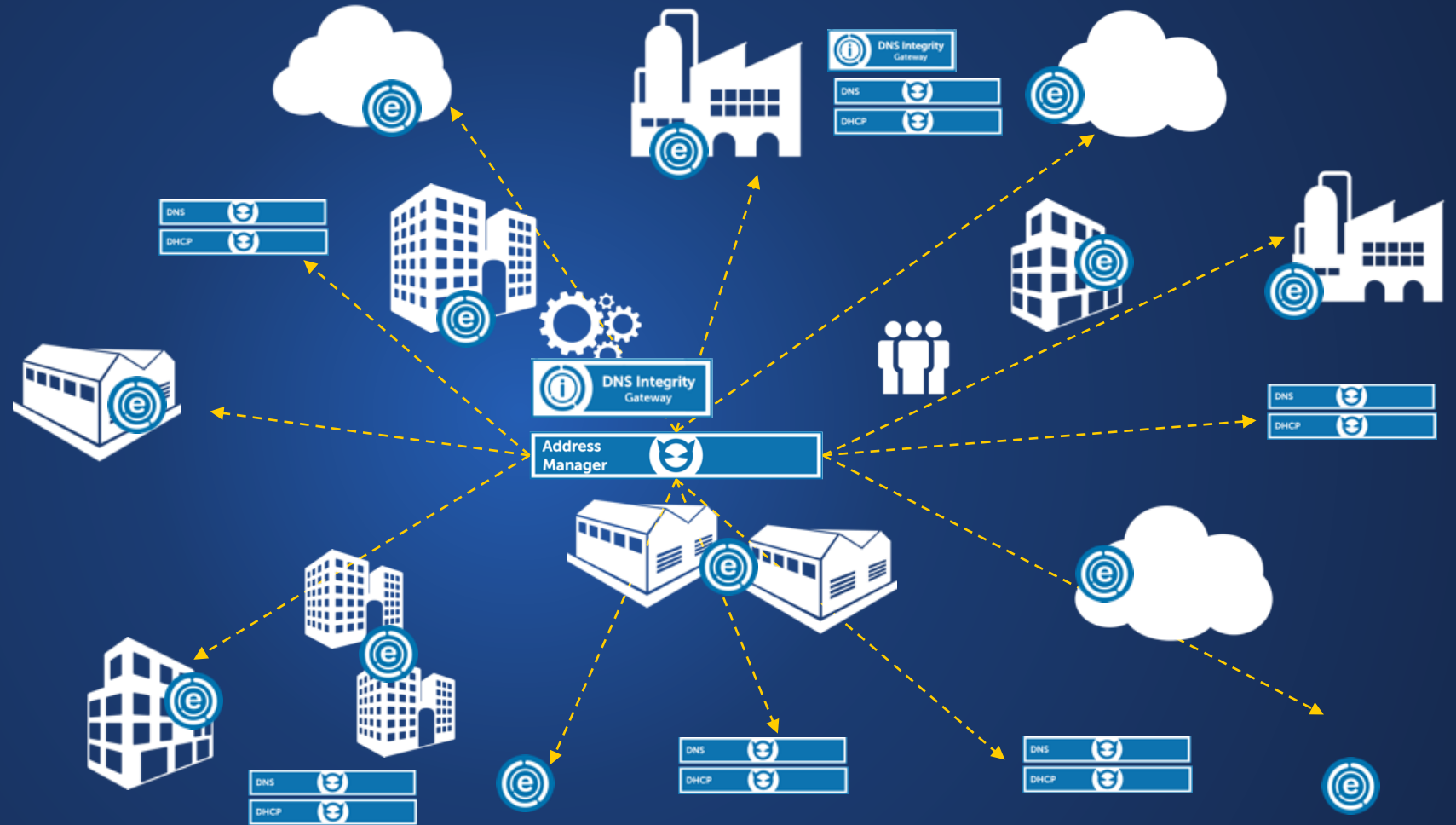
Help Your Customers Turn this...

- Highly Complex
- Poor Visibility
- Error-prone
- Vulnerable
- Manual



...Into this

- Centralized
- Visibility
- Automated
- Control
- Error-free



BlueCat Bundled Solutions

Integrity DDI,
Basic Bundle

Integrity DDI Plus
Bundle

Integrity DDI Bundle,
Complete

DNS Flex

IP Address Management (discovery & reconciliation)



Centralized management of DNS/DHCP + DNS Master and DHCP Fail Over



DNS Query Logging



Out of the box integrations: Hypervisors, ITSMs, SIEMs, Public Cloud



Layered Architecture Node Redundancy



Layered Node Security Redundancy



Unlimited DNS/DHCP Services Deployment, Source IP and Response DNS Data Visibility



	DDI Basic Bundle	DDI Plus Bundle	DDI Advanced Bundle	DNS Flex (Base platform)
Perpetual Pricing (CapEx) *Prices listed are for end users. Partners contact your TechData rep for your cost.	\$24,400 software/ \$5,900 annual maintenance (1 Virtual Address Manager, 3 Virtual DNS/DHCP servers)	\$95,000 software/ \$22,800 annual maintenance (1 Virtual Address Managers, 5 Virtual DNS/DHCP servers)	\$160,000 software/ \$38,400 annual maintenance (1 Virtual Address Managers, 10 Virtual DNS/DHCP Servers)	N/A (No need to count licenses. Deploy our most bullet proof, best practices architecture)
Subscription Pricing *3 year minimum contract	\$11,500 per year	\$44,700 per year	\$75,300 per year	\$135,000 per year *up to 25,000 IP's (End customer must be under 10,000 employees)
Services Starter Packs * Includes project plan and initial config. Not a guarantee of migration completion	\$9,000	\$14,000	\$22,000	SOW required Contact your BLUECAT rep
Bundle Best Suited For:	SMBs looking for the basic building blocks for DDI	SMBs, Small Enterprises looking for high efficiency DDI	SMBs, Small Enterprises looking for added security layer in DDI	Small Enterprises looking for limitless architecture

- All prices listed above are for virtual solutions. Customers can deploy appliances if desired for \$4,000 per hardware appliance.
- Additional Virtual Address Managers and Virtual DNS/DHCP licenses can be purchased if necessary. See your BLUECAT representative for more detail

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