

Everything You Need to Manage Enterprise Mobility

1. Secure and manage every endpoint in your organization.



Smartphones and Tablets
Android, Apple iOS,
BlackBerry and Windows















Laptops
Chrome OS, Mac OS
X and Windows



Rugged Devices
Android and
Windows Mobile

2. Choose a management suite that fits your requirements.

	GREEN MANAGEMENT SUITE	ORANGE MANAGEMENT SUITE	BLUE MANAGEMENT SUITE	YELLOW MANAGEMENT SUITE	VMWARE COLLABORATION BUNDLE
 Agent (Mobile Device Management*)	✓	✓	✓	✓	
 Container	✓	✓	✓	✓	
 Catalog	✓	✓	✓	✓	
 Inbox**		✓	✓	✓	
 App Wrapping [†]			✓	✓	
 Browser			✓	✓	
 Content Locker View			✓	✓	
 VMware Identity Manager			✓	✓	
 Telecom				✓	
 Content Locker Collaborate [‡]				✓	✓
 Video					✓
 Socialcast					✓

Products may be available as stand-alone solutions. Contact your account executive or sales@air-watch.com for details.



*AirWatch Mobile Device Management includes native email management with PowerShell integration.

**AirWatch Inbox includes the AirWatch Secure Email Gateway (SEG).



†AirWatch App Wrapping includes AirWatch Tunnel (iOS only).

‡AirWatch Content Locker Collaborate includes AirWatch Content Locker View.












3. Choose between device-based and user-based licensing models.

 Device-based Licensing	 User-based Licensing
<p>Recommended for organizations in which employees use a single device or share devices</p> <ul style="list-style-type: none"> Available for both cloud and on premise deployments Supported devices include smartphones & tablets, laptops and rugged devices 	<p>Recommended for organizations in which employees use multiple devices</p> <ul style="list-style-type: none"> Maximum 3 devices per user Available for both cloud and on premise deployments Supported devices include smartphones & tablets, laptops and rugged devices

4. Choose the cloud or on premise.

 Cloud	 On Premise
<p>AirWatch Cloud delivers our solutions in minutes. No infrastructure or staffing investments are required.</p>	<p>Customize your deployment and have total control over your installation in your own environment.</p>

5. Deploy your complete enterprise mobility solutions.

 Device-based Licensing	GREEN MANAGEMENT SUITE	ORANGE MANAGEMENT SUITE	BLUE MANAGEMENT SUITE	YELLOW MANAGEMENT SUITE
 Cloud Subscription License Includes Standard Hosting	<p>\$51 Per Device Annually Choose 1 Device</p> 	<p>\$60 Per Device Annually Choose 1 Device</p> 	<p>\$75 Per Device Annually Choose 1 Device</p> 	<p>\$110 Per Device Annually Choose 1 Device</p> 
 On Premise Perpetual License Annual Maintenance Fee Applies	<p>\$50 Per Device \$10 Annual Maintenance Choose 1 Device</p> 	<p>\$70 Per Device \$14 Annual Maintenance Choose 1 Device</p> 	<p>\$90 Per Device \$18 Annual Maintenance Choose 1 Device</p> 	<p>\$130 Per Device \$26 Annual Maintenance Choose 1 Device</p> 

Hosted perpetual licenses are available. Contact your account executive or sales@air-watch.com for details.

User-based Licensing	GREEN MANAGEMENT SUITE	ORANGE MANAGEMENT SUITE	BLUE MANAGEMENT SUITE	YELLOW MANAGEMENT SUITE
Cloud Subscription License Includes Standard Hosting	\$102 Per User Annually Up to 3 Devices	\$120 Per User Annually Up to 3 Devices	\$150 Per User Annually Up to 3 Devices	\$220 Per User Annually Up to 3 Devices
On Premise Perpetual License Annual Maintenance Fee Applies	\$100 Per User \$20 Annual Maintenance Up to 3 Devices	\$140 Per User \$28 Annual Maintenance Up to 3 Devices	\$180 Per User \$36 Annual Maintenance Up to 3 Devices	\$260 Per User \$52 Annual Maintenance Up to 3 Devices

Hosted perpetual licenses are available. Contact your account executive or sales@air-watch.com for details.

User-based Licensing	VMWARE COLLABORATION BUNDLE
Cloud Subscription License Includes Standard Hosting	\$90 Per User Annually
On Premise Perpetual License Annual Maintenance Fee Applies	\$200 Per User \$40 Annual Maintenance

6. Get up and running quickly with tailored deployment services.

	GREEN DEPLOYMENT	ORANGE DEPLOYMENT	BLUE DEPLOYMENT	YELLOW DEPLOYMENT	COLLABORATION DEPLOYMENT
Cloud	\$1,500	\$2,000	\$4,500	\$5,500	\$7,500
On Premise	\$2,500	\$3,000	\$5,500	\$6,500	\$9,000

Reference SOW documents for detailed descriptions of service offerings. Additional service offerings are available. Contact your account executive or sales@air-watch.com for details.

7. Get the level of support needed to ensure your team is successful.

		Basic Support	Enhanced Support	Enterprise Support
myAirWatch	Knowledgebase	Full Access	Full Access	Full Access
	Forums	Full Access	Full Access	Full Access
	Documentation	Full Access	Full Access	Full Access
Reactive Support	Support Channels	Web & Phone	Web & Phone	Web & Phone
	Support Requests via Web	Unlimited	Unlimited	Unlimited
	Support Requests via Phone	10 calls per year	Unlimited	Unlimited
	24x7 Response Time for Severity 1*	1 hour**	30 minutes	30 minutes
	Weekend Response Time for Severity 2		2 hours	2 hours
	Priority Queue		Yes	Yes
	Dedicated Support Line			Yes
	Number of Support Administrators	3	5	7
	Root Cause Analysis for Severity 1			Yes
Proactive Support	Technical Account Manager			Yes
	Annual Business Review			Yes
	Health Check		1 per year	2 per year
	Roadmap Reviews			Yes

Contact your account executive or sales@air-watch.com for details.

* Severity 1 incidents requiring 24x7 coverage must be submitted via phone. ** Severity 1 incidents are not counted toward calls.

8. Get recognized for your mobile expertise with AirWatch Certification.

Associate Certification	Professional Certification	Expert Certification
<p>As part of your onboarding process, AirWatch will provide you with all the training necessary to immediately attain your Enterprise Mobility Associate certification – a milestone that will broaden your expertise in the AirWatch EMM platform including mobile security, device, email, application, content, laptop and browsing management.</p>	<p>Once you have obtained your Enterprise Mobility Associate certification, you can continue to develop your skills through the solution-based professional certification. The Enterprise Mobility Professional certification identifies you as a leader with the skills necessary to meet most of today's challenges around device management, mobile email, mobile applications and more.</p>	<p>After you have obtained your Enterprise Mobility Professional and Associate certifications (and your organization meets certain requirements) you will become eligible to participate in Expert Certification courses. By becoming an Enterprise Mobility Expert, you will prove your expertise of not only the AirWatch solutions, but also installation and deployment architectures, enabling your organization to install and upgrade the admin console and associated solutions.</p>

Visit my.air-watch.com or contact your account executive or training@air-watch.com for details.

9. Read the fine print.

- Separate pricing is available for qualifying educational institutions and nonprofit organizations. Contact AirWatch for details.
- Any applicable use, excise, sales, property, value added, gross receipt, privilege, or other taxes, duties or liabilities are excluded from this pricing and the responsibility of the customer or reseller. All amounts shown are in US Dollars, payable based on date of purchase and subject to currency conversion fees.
- Prices are in USD, exclusive of shipping fees and insurance, and are subject to change outside of North America.
- Payment terms are net 30 days from the invoice date, F.O.B. shipping point.
- Volume discounts and special pricing for educational institutions and non-profit organizations are available.
- There is a 25 license minimum for all purchases.
- Product capabilities vary by operating system and device type.
- A device is considered in use with the AirWatch Software when AirWatch Software is installed on that device.
- Content Locker View and Content Locker Collaborate include 25 GB of storage per company. Extra storage is available for an additional fee.
- Standard Hosted Services are provided from the US in a shared environment and retail for \$1/device/month for Device-based pricing and \$2/user/month for User-based pricing. Local hosting is available outside the US and fees may vary by country. Dedicated environments are available for additional setup and monthly fees. Hosted Services are subject to the AirWatch Hosted Services Policy found at <https://www.air-watch.com/downloads/pricing/hosting-services-policy.pdf>.
- The third-party appliance is covered by a 1-year warranty from the delivery date of the appliance, annual software maintenance payments after year 1 do not extend such third-party appliance warranty.
- To the extent VMware products are licensed hereunder, their licensing and use shall be governed by the terms found at <http://www.vmware.com/download/eula/>.
- Annual maintenance fees are based on the total software licenses purchased. Maintenance commences upon delivery of the software and is billed annually.
- Expenses are billed to the customer as incurred according to AirWatch travel and expense policy and are the responsibility of the customer. Travel and expense are not included in any service pack prices.
- Services hours expire 12 months from the date of purchase.
- The licensing of all software (excluding SDK) is governed by the agreement found at http://www.air-watch.com/downloads/legal/20150610_AirWatch_EULA.pdf.
- SDK is governed by the agreement found at <http://www.air-watch.com/downloads/legal/201411-SDK-License-Agreement.pdf>.