

## Overview

Are you an MSP looking to expand your service offerings and meet the increasing demands of compliance regulations and cybersecurity threats? Look no further! With GFI LanGuard MSP licensing's pay-per-scan monthly billing model, you can now offer comprehensive vulnerability and patch management services and take your business to new heights.

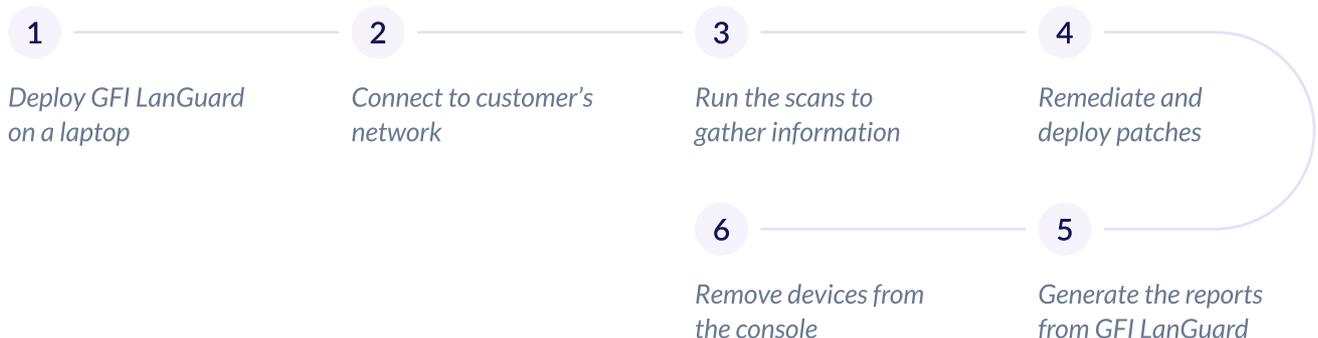
## The need for vulnerability and patch management

In today's landscape, compliance regulations like NIS 2 in Europe, CRF in Saudi Arabia, and Essential Eight in Australia mandate businesses to implement vulnerability assessment and patch management. The rise in cyberattacks exploiting vulnerabilities and outdated software necessitates a proactive approach to cybersecurity. By incorporating vulnerability assessment and patch management into your managed services, you empower your clients to achieve a robust cybersecurity posture, safeguarding their critical assets from potential threats.

## Deployment options to suit your clients' needs

As an MSP, you have the flexibility to deploy GFI LanGuard in two ways, each tailored to your client's specific requirements:

- Deploy it on a mobile device (laptop) once: Ideal for clients who need occasional or periodic audits throughout the year, for instance, to [conduct a cybersecurity audit](#).



- Deploy it on each customer's machine (physical or virtual): Suitable for clients who regularly need one or multiple audits within a month.

## Licensing: Deep-dive

### Understanding the SKUs

Our MSP licensing is structured into five tiers, each offering a flat price for a specific range of nodes. Here are the details:

**Note:** All prices in the below table are Manufacturer's Suggested Retail Prices (MSRP).

Product description	Nodes	Per Scan Price (MSRP)	Per Month Price (MSRP)
GFI LanGuard Network Audit subscription for MSPs	Up to 25	USD 20	-
GFI LanGuard Network Audit subscription for MSPs	Up to 50	USD 40	-
GFI LanGuard Network Audit subscription for MSPs	Up to 100	USD 80	-
GFI LanGuard Network Audit subscription for MSPs	Up to 250	USD 200	-
GFI LanGuard Network Audit subscription for MSPs	Up to 2999	USD 400	USD 3000

Table 1.1: GFI LanGuard MSP Pricing

Each tier allows scanning a specific **maximum limit of nodes** and has a separate license issued. For example, with a Tier 1 license, you can scan up to 25 nodes at a per-scan MSRP of USD 20.

### Understanding the monthly billing

The licensing model revolves around the number of scans conducted during a calendar month. Let's illustrate this through an example:

#### 🔍 Example

In a calendar month, you provide services to three different customers (A, B, and C), each with a different number of nodes to be audited:

 Customer	A	B	C
 Nodes	<25 nodes (20 scanned)	<50 nodes (45 scanned)	<100 nodes (95 scanned)
 Tier (USD)	Tier 1 20 USD	Tier 2 40 USD	Tier 3 80 USD

Table 1.2: Number of nodes for each customer

To perform the scans, you will require licenses based on the corresponding tiers:

- Customer A (20 nodes): Tier 1 license (Up to 25 nodes)
- Customer B (45 nodes): Tier 2 license (Up to 50 nodes)
- Customer C (95 nodes): Tier 3 license (Up to 100 nodes)

For each customer, you would add all their machines to be audited in the GFI LanGuard console, and then initiate a single scan that will cover all the nodes.

## Billing calculation

Your billing for the calendar month would be the aggregate of the prices in Row 3 of Table 1.2. For license activation and order processing, please refer to this guide: [How to process orders and activate licenses](#).

### Additional information

- The billing is conducted on a per-calendar-month basis.
- For Tier 5, there is an extra option of a fixed monthly MSRP of USD 3000, offering unlimited scans within the tier's node limit (Up to 2999 nodes).

## Structuring your offering

Creating an attractive and competitive service package is key to winning clients.

With the [GFI LanGuard MSP licensing model](#), you only pay for the scans you run; this opens up exciting possibilities, as services like patch deployment, generating reports, and more are offered free of charge, you can capitalize on this to design multiple service tiers and tailor them to your clients' needs.

You can see a sample offering below:

Feature	Bronze	Silver	Gold
Identify vulnerabilities	✓	✓	✓
Identify missing patches	✓	✓	✓
Top issues to address per node	✓	✓	✓
Top issues to address across the network	✓	✓	✓
Most vulnerable computers	✓	✓	✓
Identify open TCP & UDP ports	✓	✓	✓
System information including shares, services, audit policies, etc.	✓	✓	✓
Software audit	-	✓	✓
Hardware audit	-	✓	✓
Pilot patching - deploy on a group of devices	-	✓	✓
Production patching	-	✓	✓
Reports for compliance regulations	-	-	✓
Detailed per node reports	-	-	✓
Deploy custom software	-	-	✓
Uninstall any unwanted applications	-	-	✓
Post-remediation scan and reports	-	-	✓

Table 2: Sample offering

## Why choose GFI LanGuard MSP licensing

### ✓ Flexibility

With the pay-per-scan model, you have the freedom to cater to clients with varying needs, allowing you to scale your services accordingly.

### ✓ Comprehensive solution

GFI LanGuard offers a robust suite of features, from vulnerability identification to patch deployment, hardware, and software audits, ensuring a comprehensive approach to cybersecurity.

### ✓ Cost-effective

By only paying for the scans you run, you optimize costs and maximize profitability, making it an attractive proposition for you and your clients.

### ✓ Reliability

GFI LanGuard is a trusted and established solution, providing consistent results and enhancing your reputation as a reliable MSP.

Don't miss the opportunity to revolutionize your MSP business with GFI LanGuard MSP licensing. Embrace the power of vulnerability and patch management services, and position your business for growth and success in a cybersecurity-conscious world.

To get started or learn more, contact our team at [sales@gfi.com](mailto:sales@gfi.com). Let us help you take your MSP business to new heights with GFI LanGuard!