



Effective from December 1, 2021

## Core Product Categories – Global

This overview explains which products are classified as SMB or mid-market/enterprise (MM/E) SKUs

<i>LATAM, EMEA (excl. DACH)</i>	SMB	MM/E		
<i>North America, DACH, ASEAN, Greater China, Korea</i>	SMB		MM/E	
<i>India, ANZ, Japan</i>	SMB			MM/E
<b>CORE PRODUCTS</b>	<b>CATEGORY 1</b>	<b>CATEGORY 2</b>	<b>CATEGORY 3</b>	<b>CATEGORY 4</b>
Appliances, Appliance Subscriptions, and Associated Modules	XG 86 XGS 87	XG 100 Series XGS 100 Series	XG 200 Series XGS 2000 Series	XG 300 Series and above XGS 3000 Series and above
Sophos Firewall Virtual Licenses		SFv1c4, SFv2c4		SFv4c6 and above
SG UTM Virtual Licenses		UTM 10u thru UTM 50u	UTM 75u thru UTM 250u	UTM 500u and above
Access Points (APs)	APX120	AP 100X, APX320 thru APX740		
RED Appliance		RED15, RED15W, SD-RED 20	RED 50, SD-RED 60	
Central User (Endpoint, Mobile, Data Encryption, Phish Threat, ZTNA)	1-49 users	50-99 users	100-199 users	200+ users
Central Wireless	All SKUs			
Central Server	Up to 9 servers		10-24 servers	25+ servers
Central Firewall Reporting (CFR)		Up to 9 units	10-24 units	25+ units
Central Cloud Optix (COPX)				All SKUs
Sophos Switch	CS101	CS110	CS210	

United Kingdom and Worldwide Sales  
Tel: +44 (0)8447 671131  
Email: [sales@sophos.com](mailto:sales@sophos.com)

North American Sales  
Toll Free: 1-866-866-2802  
Email: [nasales@sophos.com](mailto:nasales@sophos.com)

Australia and New Zealand Sales  
Tel: +61 2 9409 9100  
Email: [sales@sophos.com.au](mailto:sales@sophos.com.au)

Asia Sales  
Tel: +65 62244168  
Email: [salesasia@sophos.com](mailto:salesasia@sophos.com)