KerioControl[AI]

GFI KerioControl FWaaS Licensing Guide for Distributors and MSPs

GFI KerioControl Firewall as a Service (FWaaS) offers a flexible, licensing model designed to meet the dynamic needs of Managed Service Providers (MSPs) and their customers. This guide provides information to help distributors and MSPs understand details of this licensing model.

Licensing and Billing Basis

GFI KerioControl FWaaS licensing model allows you to protect as many devices as needed.

💲 Billing Basis

Charges are based on the peak number of devices connected during the month, divided by five.

- **Example 1:** If there are 75 devices, billing is for 15 users (75 ÷ 5).

- **Example 2:** If there are 3 devices, billing is for 5 users. (3 ÷ 5 = 0.6 users).

- **Why divide by five?** Because a USER = group of 5 devices and billing is always done per user.

🖥️ Minimum Charge

The minimum charge is for 5 users.

If you have 1 device you will be charged for 5 users, even though 5 users can be used for up to 25 devices. However, if you use it for 1 device you will still be charged for 5 users because this is the minimum charge.

If you have zero devices you don't get charged.

Per-License vs. Per-Appliance Licensing

You can also choose from **one license per appliance** or **one license for multiple appliances.**

One License Per Appliance

Each appliance (firewall device) has its own license.

Examples:

🖥 Appliance #1

- **Peak Devices:** 3

- **Calculation:** 3 devices ÷ 5 = 0.6 (rounded up to 1 user)

- **Minimum Billing:** 5 users (since the minimum charge per license is for 5 users)

🖥 Appliance #2

- **Peak Devices:** 6

- **Calculation:** 6 devices ÷ 5 = 1.2 (rounded up to 2 users)

- **Minimum Billing:** 5 users

Key Points:

- Each appliance is billed separately.

- Even if the calculated number of users is less than 5, you will be charged for 5 users per appliance, due to minimum usage charges.

One License for Multiple Appliances

You use a single license across multiple appliances.

Example:

🖥 **Appliances and Peak Devices:**

- Appliance #1: 3 devices
- Appliance #2: 6 devices
- Appliance #3: 25 devices
- Appliance #4: 25 devices
- Appliance #5: 16 devices

🖥 **Total Devices:** 75

🔲 **Calculation:** 75 devices ÷ 5 = 15 users

💲 **Billing:** You will be billed for 15 users (subject to a minimum of 5 users)

For example if you use 15 devices = 3 users on the appliances in total, you will still pay a minimum of 5 users.

Key Points:

- All appliances share the total device count under one license.

- Billing is based on the combined peak device usage.

- This option can be cost-effective if you manage multiple appliances.

Understanding Your Billing Report

Your monthly billing report will include:

- **License Key:** Identifies the license used.

- **Appliance Details:** Information about each appliance, including a unique Reminder ID.

- **Number of Users to Pay:** Calculated based on device usage.

- **Other Details:** you can also get other details such as real-time usage from AppManager.

> ✨ GFI AppManager provides comprehensive license usage tracking for GFI KerioControl deployments, via the report module - an essential for MSPs managing multiple clients.

GFI Software™

Preventing Unexpected Charges

Monitor Device Usage

Keep track of how many devices are connecting to each appliance.

Set Technical Limits

Licenses can be configured to support less users than the default bundle of up to 10k users.

Communicate with MSPs and Customers

- **Explain the Licensing Model:** Ensure they understand how usage affects billing.

- **Set Expectations:** Discuss potential costs if device usage increases.

Best Practices

Educate Your Team and Partners:

- Make sure everyone understands how the licensing and billing work.

- Share this guide with MSPs and customers.

Use Technical Controls:

- Implement limits within the network to control device connections.

- Regularly review and adjust settings as needed.

Stay Informed:

- Regularly check usage reports.

- Communicate with the vendor for any questions or assistance.

Plan Ahead:

- Anticipate growth in device usage.

- Adjust licenses proactively to avoid surprises in case it is restricted.

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