GFI GUIDE

GFI LanGuard for GFI Kerio MSPs:

A Licensing & Go-to-Market Guide



GFI Software™

Where you are today

If you're an MSP running GFI KerioConnect® or GFI KerioControl for your clients, you already have a billing rhythm that works.

Most GFI Kerio MSPs sit in one of two models, often both at once:

- **Monthly, per-usage billing.** You bill each client for what they consume (mailboxes on GFI KerioConnect®, protected seats or appliances on GFI KerioControl) and reconcile monthly. Predictable for the client, low-friction for you, and it scales as their headcount moves.
- **Annual commitment with services on top.** The license is the floor; the margin is in what you wrap around it: management, monitoring, patching, helpdesk, security reviews. The product is the reason for the contract, but the service is what the client renews for.

Either way, the perimeter is covered. GFI KerioConnect® handles email; GFI KerioControl handles the firewall. What neither reaches is everything behind the firewall: the workstations, servers, and remote laptops where breaches actually start. That gap is the opening, and there's regulatory pressure behind it: compliance regimes like NIS 2 in Europe, CRF in Saudi Arabia, and Essential Eight in Australia now mandate businesses to implement vulnerability assessment and patch management.

How GFI LanGuard licensing actually works

This is the part that changes how you sell it, so it's worth being precise.

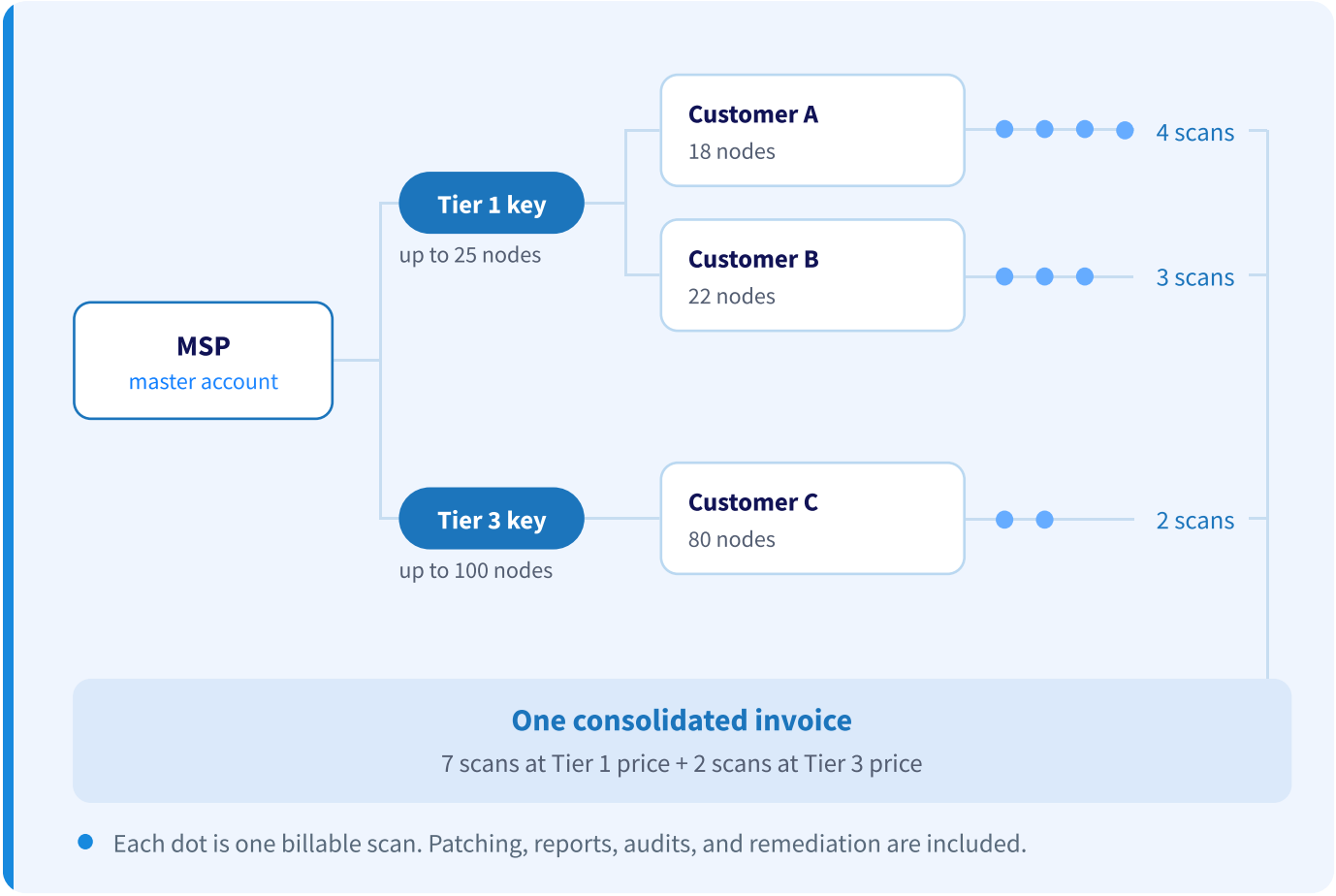
GFI LanGuard MSP uses a pay-per-scan model. Unlike traditional per-seat or per-device licensing, you're not billed for how many endpoints you manage, you're billed for how many scans you run each calendar month.

Two things determine the bill:

1. **Your node tier: how big a network you can scan.** Each license belongs to one of five tiers, and each tier caps the number of nodes (devices) a single scan can cover. Tiers allow up to 25, 50, 100, 250, or 250+ nodes, and each tier has its own per-scan price. A Tier 1 license won't allow scanning over 25 nodes, so you pick the tier that matches the size of the customer network. You can hold license keys for multiple tiers and use the right one for each network.
2. **Your scan count: what you actually pay.** At the end of each month, GFI LanGuard MSP calculates usage across all your licenses, and you're charged based on the total number of scans completed since the last billing cycle.

License tiers:

Tier	Nodes
1	Up to 25
2	Up to 50
3	Up to 100
4	Up to 250
5	Up to 2,999



Example: You hold a Tier 1 key (up to 25 nodes) and a Tier 3 key (up to 100 nodes). Customer A (18 nodes) and Customer B (22 nodes) both fit under the Tier 1 cap, so you scan both with the same key (4 scans for A and 3 for B). Customer C's 80-node network needs the Tier 3 key, where you run 2 scans. Your bill for the month is one consolidated invoice: 7 scans against the Tier 1 key at its per-scan price, plus 2 scans against the Tier 3 key at its per-scan price, regardless of how many customers each key serves.

A few rules that matter for the plays below:

- A separate license is issued for each tier; a Tier 1 license won't scan more than 25 nodes.
- But within a tier, you can reuse the same license across multiple customer deployments; billing is the total number of scans against that license for the month. One Tier 2 license can serve many sub-50-node clients.
- Because you only pay for scans, everything else, patch deployment, report generation, software/hardware audits, remediation, is included at no extra charge. That's the margin lever.
- Tier 5 also offers a flat monthly option giving unlimited scans within its node limit, instead of paying per scan.
- Housekeeping: all MSP subscriptions renew on January 31 each year; licenses created mid-cycle run to the end of the current cycle.

And it integrates where you already work: from GFI LanGuard 12.15+, you register the server to your existing GFI AppManager™ organization; scan results, severity, missing-patch status, and open ports surface in the GFI AppManager™ dashboards, and you can launch scans or push patches without opening a separate console. No extra GFI AppManager™ license; an active GFI LanGuard subscription covers it.

Play 1 — Bundle a quarterly scan into your GFI Kerio service

The pay-per-scan model is built for this. Instead of selling GFI LanGuard as a standalone line, fold a periodic scan into the GFI Kerio managed service the client already buys.

For example:

> *For every 50 devices a client manages and is billed for under GFI KerioControl, include one GFI LanGuard vulnerability scan per quarter.*

Your cost for that 50-node client is a single Tier 2 scan, four times a year. For that you deliver a report and, more importantly, a conversation: endpoints checked, critical and high vulnerabilities found, what's unpatched, which ports shouldn't be open, and what you've already remediated.

Why this works:

- **It makes invisible work visible.** "47 endpoints scanned, 12 critical vulnerabilities found and patched, here's the compliance report" is a far stronger renewal argument than "everything's fine." With only four scans a year, it's almost free to run.
- **One license covers many clients.** Since the same Tier 2 license is reusable across deployments, every sub-50-node client on a quarterly cadence bills against it per scan, your cost scales with scans run, not clients signed.
- **It's an upsell ramp.** A quarterly scan that keeps surfacing the same gaps is the natural lead-in to "let's move you to monthly patching."

Play 2 — Annual / continuous coverage as shared capacity

For clients ready to move past periodic checks into always-on coverage, the lever isn't a different license, it's cadence and reach.

Turn cadence up as the relationship deepens. Because you only pay per scan, you can scale a client from quarterly to monthly to bi-weekly scanning without ever changing their tier; you simply run more scans against the same license. That makes "continuous coverage" a service decision, not a procurement one: you tighten the cadence to match the client's risk profile and compliance calendar, and the recurring scan-plus-patch rhythm becomes the managed service they pay for monthly.

Spread one license across many clients via WAN agents. The WAN agent is a lightweight install on each remote machine that reports to your GFI LanGuard server over ports 443, 8443, and 8883, no VPN, no inbound firewall changes. You generate the installer from GFI AppManager™, deploy it, and the endpoint registers as a managed node you can scan and patch remotely. Because the agent reaches an internet-connected machine and a tier license is reusable across deployments, your tier becomes a capacity pool:

- A client offboards 20 laptops → those nodes free up; redeploy the agent to a growing client the same week.
- You win a new account mid-year → cover it under the existing tier instead of buying a new license; the cost shows up only as the scans you run.
- Seasonal surge → flex coverage in for the quarter, pull it back after.

The spread between your blended scan cost and your per-seat managed-service price is the service margin, and it fits cleanly into the "annual contract + services" model, where patch management and continuous monitoring become named recurring services on top of the GFI Kerio relationship.

A practical path: start most clients on **Play 1**. The quarterly scan costs you little, proves value visibly, and surfaces the recurring problems that justify more. When a client's scans keep flagging the same gaps, or an audit deadline looms, graduate them to **Play 2**: tighten the scan cadence to monthly and spread coverage across your base through WAN agents. The scan that started as a bundled extra becomes the reason they buy the managed service.

You already own the perimeter for your GFI Kerio clients. Covering the endpoints behind it takes no new platform or contract. Just one server in your existing GFI AppManager™ organization.

Register **GFI LanGuard** at appmanager.gfi.com.
Deploy a WAN agent to one client, run a scan. The conversation it starts will sell the rest.

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