

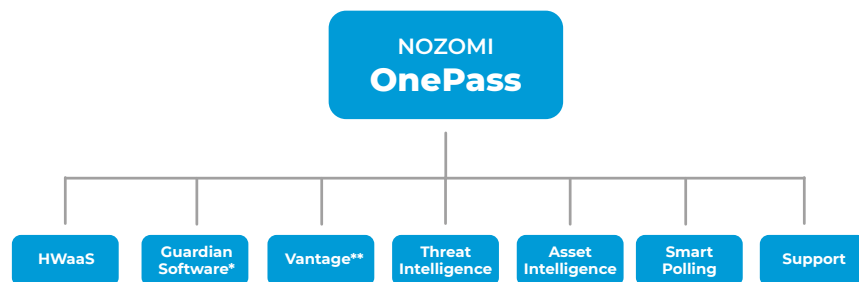
Nozomi OnePass

Flexible, industry-first subscription pricing for hardware and more

The Nozomi OnePass subscription model is a revolutionary approach to licensing and pricing for the OT/IoT security industry. OnePass is a single subscription to all Nozomi Networks solutions, both hardware and software. It allows customers to build more flexible solutions to always meet their ever-changing needs, that they will never outgrow and that will never become obsolete.

Scalable enterprise-wide cybersecurity deployments for critical OT and ICS environments have always relied on a combination of sophisticated software and virtual appliances, as well as specialized high performance or ruggedized hardware components that address requirements that frequently change over time. Getting the exact hardware in place on Day 1 has always been a challenge.

Nozomi OnePass takes the risk completely out of the hardware design. During the planning and deployment stages of a given site, the actual hardware needs will be defined. What used to be a headache, a change order, and an unplanned expense, now becomes a simple hardware order to which items can be added as needed. OnePass also eliminates the need for a lengthy CAPEX approval process, high up-front costs, and financial commitments into future years, as customers are always on a pay-as-you-grow model.



*Pricing is based on number of assets protected; more Guardian software nodes come at no incremental cost.

** The Vantage SaaS platform comes at no charge and is used to license hardware and Guardian nodes, strongly encouraged for Nozomi OnePass subscribers.



Simple

Necessary hardware and support are bundled together, so you can pay as you grow



Cost-effective

Eliminate high up-front costs



Accelerates deployments

A hardware allotment favors speed and eliminates capacity planning a priori



Reduces project risk

No more risk of CAPEX investments going obsolete or outgrowing devices

OnePass Delivers Flexibility, Reduces Project Risk

Innovating with Hardware-as-a-Service

A key component of Nozomi OnePass is what the industry calls “Hardware as a Service” (HWaaS), which now complements our existing Software as a Service (SaaS) model for on-premises and cloud-based solutions. OnePass is the first hardware subscription model in the OT and ICS security industry, and it will give customers an easier way to license and deploy any Nozomi Networks solution. Notably, other IT hardware manufacturers in other solution segments have made inroads in this area and are finding for many customers it can remove a lot of project risk and cost uncertainty in future years.

HWaaS is rapidly becoming the platform consumption model of the future for many industries. It’s allowing customers to adopt a solution without the need to make a large capital expense on the purchase of the required hardware as part of the on-premises deployment, and without the need to define many of the hardware specifications or requirements during the early phases of the project.

Even though OnePass is designed so that customers can license the hardware, they don’t need to worry about maintenance, asset management, or replacement expenses. From the customer’s perspective, it will feel like a leasing model. There’s no need to worry about expensive hardware appliances going obsolete, being outgrown, going end-of-life, or not supporting new required software features. Just dispose of them in the way that best aligns with your company policies and Nozomi Networks will replace them with the same or a better solution.

OnePass for the Entire Platform

The Nozomi OnePass model is the result of complementing our existing Vantage™ subscription model for cloud-hosted security infrastructure—which can be bundled with optional subscriptions for asset and threat intelligence—with Hardware as a Service for Guardian hardware appliances. Nozomi OnePass now provides full platform access to all Nozomi solutions.

Customers are encouraged to adopt Vantage to track Guardian appliance licensing as part of the Nozomi OnePass subscription. At the time of quote, customers will be provided with a hardware allocation to cover the scale and complexity of their environment, which can later be used to order specific hardware appliances as deployment requirements are better understood. Customers will have a great deal more flexibility to make decisions once the project starts.

Let's get started

For more information, or to get a quote for your environment, contact us or reach out to your local Nozomi Networks representative.

Contact Us

nozominetworks.com/contact

Nozomi Networks accelerates digital transformation by protecting the world's critical infrastructure, industrial and government organizations from cyber threats. Our solution delivers exceptional network and asset visibility, threat detection, and insights for OT and IoT environments. Customers rely on us to minimize risk and complexity while maximizing operational resilience.

