

SONICWALL TZ570/670 SERIES LAUNCH FAQs



Announcement

SonicWall is introducing two new firewall series, TZ570 and TZ670. The new generation TZ (TZ570/670) series, are the first desktop form factor to bring multi-gigabit (5/10G) interfaces, Secure SD-WAN, built-in and expandable storage, TLS 1.3 support and 5G readiness while delivering ground-breaking performance. Designed for mid-sized organizations and distributed enterprise with SD-Branch locations, the new generation TZ series firewalls deliver industry-validated security effectiveness with best-in-class price-performance. The following FAQ addresses sales questions related to these products.

Q: What models are included in the new series? When will it be publicly announced and begin shipping?

A: TZ670 series include TZ670 (wired version), while TZ570 series includes TZ570 (wired version), TZ570W (wireless version) and TZ570P (PoE version). The current tentative availability and shipping of the products is Q3FY'21.

Q: What customer problems do the new TZ models solve?

A: The new TZ series firewalls help customers solve a wide range of problems including:

- Improve branch office security and connectivity
- Use of point products
- Deployment that can scale
- Need to keep up with emerging technologies
- Rise in IoT and mobile devices
- Need to keep up with the growth of encrypted web connections
- Shortage of cybersecurity experts

Q: Which use cases do the TZ models target?

A: The TZ670/570 series are targeted at the following customers:

- Small and Home offices (single site)
- Small and mid-sized businesses (SMBs)
- Distributed enterprise organizations with Secure SD-Branch locations (e.g. retail and restaurants)

Q: How many number of users can the new firewalls support?

A: Typically TZ670 can support about 200 users and TZ570 about 150 users.

Q: How do I position Gen7 TZs against the low-end NSa?

A: High-end TZs and low-end NSa are developed for different use cases. TZs are desktop-form factor appliances focused mainly at SMB and distributed enterprises. Whereas NSa's are rackmount-form factor appliances that fit well in distributed and enterprise plays. Here are some points of difference between the two solutions.

- NSa are enterprise grade firewalls in rack-mount form factor. Enterprises typically prefer rackmount firewalls vs. having firewall inside a rack mount kit.
- NSa's offer high port density - NSa 2650 and above include 20+ ports over vs. Gen7 TZ at 10 ports
- NSa's offer high VPN numbers. Site-to-Site Tunnels are in thousands vs. hundreds in TZ. There is increased SSL VPN and IPSec VPN connectivity vs. Gen7 TZ

- Enterprise related SonicOS features such as advanced switching (LAG, LACP, VLAN Trunking), advanced High Availability modes (Active/Active Clustering), increased number of SSO users, increased number of access points supported and increased number of VLAN's are available only on low end NSa devices and not part of the TZ series.

Q: What OS does the Gen7 TZs run?

A: It will run the new SonicOS 7.0 operating system and onwards. Downgrade to 6.X firmware is not supported.

Q: What is the benefit of TLS1.3 support?

A: TZ Series supports TLS 1.3, which has several advantages over the older protocols such as TLS 1.2, TLS 1.0 and SSL. It offers many changes that improves performance and security, while eliminating complexities. It is faster, simpler and more secure than the older protocols.

Q: What does 5G readiness imply?

A: TZ570/670 firewalls are 5G ready with a USB 3.0 port that could be used to plug in a 5G dongle for 5G connectivity. It is also backward compatible with 4G/3G technologies with the use of corresponding dongles

Q: What is the use for internal and expandable storages?

A: Internal storage is mainly used to store logs and diagnostics. Additional features such as reporting will require use of external add-on storage module. The expandable storage supports up to 256GB that enables various features including logging, reporting, caching, firmware backup and more.

Q: Is SFP port 10/5/2.5G compatible with 1G SFP transceiver?

A: Yes, it is.

Q: Does TZ570 and TZ670 support dual power supplies?

A: Yes, dual power supplies are supported (AC) but only one is shipped with the appliance. An optional Secondary power supply is available for purchase.

Q: What does the Firewall System Check Tool do?

A: The Firewall System Check Tool will generate a report based on SonicWall best practices. This report is similar to the existing SonicWall CTA report.

Q: What is Advanced DNS Security feature?

A: We have always had DNS, but we are introducing Advanced DNS Security service (in addition to what we have been doing with our firewall).

Feature set for Advanced DNS Security include:

1. Ability to inspect and deny domains associated with malicious activity

2. Firewall acts as proxy for all DNS queries from hosts
3. Management can provide policy and ability to display logs etc.
4. By default all products will be shipped with DNS pointing to Neustar, which customers can later customize

Q: Will Gen 7 TZ support Unified Policy?

A: No. TZ570/670 supports SonicOS 7.0. Unified Policy is available as part of SonicOSX.

Q: What are the Gen7 security bundles and when are they available?

A: There are three new bundles for the new TZs.

1. The 1st bundle is the **Essential Protection Services Suite**. This bundle includes just the essential security services needed to ensure that the network is protected from known and unknown threats. It features Capture Advanced Threat Protection with RTDMI Technology, Gateway Anti-Virus, Intrusion Prevention and Application Control, Content Filtering Service, Comprehensive Anti-Spam Service, Network Visibility and 24x7 Support.
2. The 2nd bundle is the **Advanced Protection Services Suite** which extends the security from essential suite to provide advanced security for the network. This bundle includes essential bundle services along with cloud management and cloud-based reporting for 7 days. Optional Premier support add-on is available for purchase.
3. The 3rd bundle is the **Premier Protection Services Suite** that provides ultimate security with advanced cloud and endpoint services. This ultimate, top-of-the-line bundle includes advanced bundle services along with Firewall System Check Tool, DNS Security, advanced analytics with 365 days reporting, Cloud App Security (CAS) and Capture Client (CC) licenses. On TZ670/570 models the CAS and CC licenses are available for up to 5 users. Optional Premier support add-on is available for purchase.

At launch, Essential and Advanced bundles will be available. Premier bundle will be available at a later timeframe (Q4FY'21).

Q: Will the new security services bundles work for the older generation of firewalls?

A: No, the security bundles – essential, advanced and premier, are available only for the new Gen7 TZs.

Q: Will AGSS and CGSS be available for TZ 570 and TZ 670?

A: There will be no AGSS and CGSS support for Gen7 TZs; only Essential, Advanced and Premier bundles will be supported.

Q: Is this bundle going to be included in the 3 & free promo?

A: No. TZ570 and TZ670 series are available at discounted pricing for SonicWall customers through the Customer Loyalty Program (Secure Upgrade Plus and Competitive Trade-in).

Q: Will TZ670 and TZ570 apply to FlexSpend?

A: Yes, they will be available.

Q: Will there be different type of yearly payment SKUs, such as 1 year, 2 years and so on?

A: TotalSecure bundles are available for 1 year and 3 years. Secure Upgrade Plus bundles are available for 2 years and 3 years. A la carte services will be available for 1-5 years. The price list will include 1/3/5 years and other years can be found in hidden price list.

Q: Can I upgrade from gen 6/6.5 to Gen 7 firewalls?

A: Yes, upgrade from gen6/6.5 to Gen7 is supported via Secure Upgrade Plus.

Q: Will Secure Upgrade Plus license be transferable from Gen 6 TZ to Gen 7 TZ?

A: Yes, relevant services will transfer based to new bundle offerings. There will be no additional credit for newer services included with the Gen7 bundles as part of the license transfer. For example, AGSS will transfer over all of Capture ATP, CFS, Gateway AV/IPS/App Control and 24x7 services over to Gen7 TZ.

Q: Can you export configuration from Gen 6/6.5 and import to Gen7?

A: Yes. Please check the published upgrade matrix guide for model specific details on upgrades.

Q: Will TZ570/670 be added to Security-as-a-Service (SECaaS) V1 and V2?

A: Yes, SECaaS SKUs will be available after product launch.

Q: Will the new TZ models be available on Live Demo?

A: Yes, the new TZs will be available on livedemo.sonicwall.com after product launch.

Q: What resources are available to support sales of the TZ models?

A: SonicWall has created a series of tools to help you sell the new series models. Many will be available at the time of the public launch while others will follow in the weeks after. Sales tools include: data sheet, FAQ, competitive documents, sales aid, customer presentation, product hot sheets, install base upgrades, competitive upgrades and more.

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