

# Important updates – effective Jan 1<sup>st</sup> 2022

As you are probably aware, the world is dealing with a growing shortage of electronic components that is affecting all industries (from entertainment to automotive). In the cyber security sphere, failing to receive security products on time directly impacts an organization's readiness to face cyber-attacks.

We take pride in the fact that throughout this time, Check Point has succeeded in keeping our mutual customers secure by providing products on time, with no additional price or lead-time impact.

In the past months, our cost rose by ~15%. Check Point will absorb the majority of the increase but in order to ensure that our customers continue to receive the highest levels of security despite the shortage, we will therefore apply a 7% price increase on all our Products and Services as of January 1st, 2022. **That said, together we have an excellent opportunity to finish 2021 strong by supplying existing and new customers with available Check Point security solutions.**

As our partners and customers cannot compromise on preventing cyber threats, Check Point will continue to ensure our products' delivery lead times remain unchanged. Please contact your Check Point Channel Account Manager for more information.

## FAQ

**Q: Is the price uplift regarding services only related to security GW services?**

**A: No, all Check point services will have price uplift**

**Q: Is it also related to software products like NGSM5 or open server licenses (2-Core, 4-Core, ...)**

**A: All products and services will have the uplift, including PAYG.**

**Q: Are security services/subscriptions like CloudGuard or Harmony also affected, meaning we'll have very odd harmony pricing like \$4,28/month respectively \$51,36/year instead of the \$2/\$3/\$4 logic.**

**A: Yes, all.**

**Q: Will this also affect renewals?**

**A: Yes, renewals as well.**

**Q: What about the 3% price uplift on legacy products usually coming with Jan 1st of every year?**

**A: It will be increased to 7%.**

**Q: What about already approved quotes/NSPs that are valid until Q1 or Q2 2022?**

A: Quotes are valid only up to 30 days from the creation date, even if they are linked to NSP that is approved till 2023 (NSP discounts will remain as is but the price list will be new).

**Q: How will this affect Infinity deals?**

As far as existing deals go, the Infinity agreement clearly defines the list price as follows:

“The list price is defined as the price of the applicable SNBT/NGTX bundle in Check Point’s product and service catalog at the time the product or service is ordered”

As for Q4 2021 deals, we’re actively working to address the upcoming increase, providing additional buffer for relevant allowances.

For further questions please contact [cppa@checkpoint.com](mailto:cppa@checkpoint.com)