Vendor Landscape: Next Generation Firewalls

The perimeter firewall grows up and becomes a Swiss Army Knife of protection capabilities.
Introduction

Network security is just as important as ever; the right perimeter protection means more threats stay outside and more data stays inside.

This Research Is Designed For:

✓ Enterprises seeking to select a solution for Next Generation Firewalls (NGFW).
✓ Their NGFW use case may include:
  • Enterprises looking for a network perimeter security appliance for comprehensive protection of the network edge.
  • Enterprises that have established their network perimeter NGFW strategy independently, and need guidance in evaluating available products.

This Research Will Help You:

✓ Understand what’s new in the NGFW market.
✓ Evaluate NGFW vendors and products for your enterprise needs.
✓ Determine which products are most appropriate for particular use cases and scenarios.
Executive Summary

Info-Tech evaluated ten competitors in the NGFW market, including the following notable performers:

**Champions:**
- **Check Point.** An incredibly viable vendor with highly flexible products.
- **Sophos.** Continues to perform well in all security areas, and NGFW is no exception.
- **Barracuda.** A strong contender, Barracuda offers almost the complete advanced features list.
- **Fortinet.** With competitive advanced features such as WAN routing and optimization, Fortinet stays in the lead.
- **WatchGuard.** A solid product with great value, WatchGuard maintains their focus in the SMB space.
- **SonicWALL.** A continued champion with a solid product and price.

**Value Award:**
- **Fortinet.** A Champion in the space, with an affordable product, makes it an attractive option for SMBs.

**Trend Setter Award:**
- **Juniper.** With the only solution that includes all advanced features, from identity-based control to WAN routing and optimization. Competitors need to take note and catch up.

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**Info-Tech Insight**

1. **The only traffic that counts anymore is HTTP/S:**
   As all traffic becomes Web traffic, controlling traffic flow by protocol becomes keyed to digging into Port 80 (and 443) traffic.

2. **Inbound no longer the only direction in which threats flow:**
   As security focus has shifted from infrastructure to data, protection needs to address outbound flow as much as inbound attacks.

3. **Firewalls can’t protect traffic they can’t see:**
   Encrypted traffic obfuscates threats from Firewalls while WiFi networks allow attacks to bypass them entirely. Modern solutions must also control these traffic types.
Market Overview

How it got here

• Firewalls began as a theoretical concept developed in the late ’80s. Shortly after, they were brought into existence as traffic-controlling security tools. Firewalls quickly evolved from simple packet-filters (that only evaluated source, destination, and protocol) to stateful inspectors (that “remembered” the nature of ongoing communications, and the provenance of packets in those communications), and proxies (that evaluated packet contents, rather than just the packets themselves).

• As threats increased through the early millennium, and became complex blended threats, more feature-rich Unified Threat Management (UTM) solutions evolved to deal with them. Essentially, firewalls with integrated Anti-Malware and Intrusion Prevention capabilities. UTMs replaced multiple point solutions with a single integrated device that offered improved capability, simplified management, and economy of scale cost savings.

Where it’s going

• UTM s have morphed into NGFWs that supplement the abilities of the traditional UTM with more content-aware capabilities, such as:
  • URL/Web Content Filtering
  • Data Leakage Protection
  • Application-centric Control
  • User-centric Control

• In many ways, NGFW and UTM are simply interchangeable marketing terms as leading NGFWs have been gradually incorporating content-aware protection.

• As network traffic becomes ubiquitously Web traffic, content-level awareness becomes crucial; enterprises can continue to achieve appropriate protection through the deployment of older UTMs supplied with newer point solutions, or they can once again consolidate, streamline, and improve through current NGFW solutions.

As the market evolves, capabilities that were once cutting edge become default and new functionality becomes differentiating. Integrated IPS and Anti-Malware have become Table Stakes capabilities and should no longer be used to differentiate solutions. Instead, focus on Application and Identity-centric Control to get the best fit for your requirements.
NGFW Vendor selection / knock-out criteria: market share, mind share, and platform coverage

- Regardless of whether it’s a Firewall, UTM, or NGFW, the market is extremely stable, and represented by vendors with years of experience and significant market share. New vendors, such as Palo Alto Networks appear rarely and need to represent a phase shift to gain any traction in the space.

- For this Vendor Landscape, Info-Tech focused on those vendors that offer broad capabilities across multiple platforms and that have a strong market presence and/or reputational presence among mid and mid-large sized enterprises.

<table>
<thead>
<tr>
<th>Included in this Vendor Landscape:</th>
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</thead>
<tbody>
<tr>
<td><strong>Barracuda.</strong> Supplemented its core spam and virus gateways with an NGFW through acquisition of Phion.</td>
</tr>
<tr>
<td><strong>Check Point.</strong> One of the progenitors of the firewall space, and still one of the most recognizable names.</td>
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<tr>
<td><strong>Cisco.</strong> The most widely deployed firewall solutions as the company has leveraged its networking market share.</td>
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<tr>
<td><strong>Fortinet.</strong> The vendor that coined the UTM term, and one of the first to incorporate enhanced capabilities.</td>
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<tr>
<td><strong>Juniper.</strong> Entered the firewall market through acquisition of NetScreen and has established a solid foothold since then.</td>
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<tr>
<td><strong>McAfee.</strong> Acquisition of Secure Computing brought appliance lines, including firewall, to an established portfolio.</td>
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<tr>
<td><strong>Palo Alto.</strong> The latest entrant to the market of those reviewed, but the first to focus on application control.</td>
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<td><strong>SonicWALL.</strong> SMB-focused player now stretching its legs into the large enterprise space.</td>
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<tr>
<td><strong>Sophos.</strong> Sophos acquired Astaro in 2011 to bolster its UTM portfolio.</td>
</tr>
<tr>
<td><strong>WatchGuard.</strong> Another vendor growing into larger markets after early focus in the SMB space.</td>
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# NGFW criteria & weighting factors

## The Table Stakes

<table>
<thead>
<tr>
<th>Product Evaluation Criteria</th>
<th>Criteria Weighting:</th>
</tr>
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<tbody>
<tr>
<td>Features</td>
<td>Features: 25%</td>
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<td></td>
<td>Usability: 40%</td>
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<td></td>
<td>Affordability: 10%</td>
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<tr>
<td>Usability</td>
<td>Architecture: 25%</td>
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<td>Affordability</td>
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<tr>
<td>Architecture</td>
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The solution provides basic and advanced feature/functionality.

The solution’s dashboard and reporting tools are intuitive and easy to use.

The three year TCO of the solution is economical.

The delivery method of the solution aligns with what is expected within the space.

## Vendor Evaluation Criteria

<table>
<thead>
<tr>
<th>Vendor Evaluation Criteria</th>
<th>Product</th>
<th>Strategy</th>
<th>Vendor</th>
<th>Reach</th>
<th>Channel</th>
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<td>Viability</td>
<td>50%</td>
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<td>25%</td>
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<td>Strategy</td>
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Vendor is profitable, knowledgeable, and will be around for the long-term.

Vendor is committed to the space and has a future product and portfolio roadmap.

Vendor offers global coverage and is able to sell and provide post-sales support.

Vendor channel strategy is appropriate and the channels themselves are strong.
The Info-Tech NGFW Vendor Landscape

The Zones of the Landscape

**Champions** receive high scores for most evaluation criteria and offer excellent value. They have a strong market presence and are usually the trend setters for the industry.

**Market Pillars** are established players with very strong vendor credentials, but with more average product scores.

**Innovators** have demonstrated innovative product strengths that act as their competitive advantage in appealing to niche segments of the market.

**Emerging Players** are newer vendors who are starting to gain a foothold in the marketplace. They balance product and vendor attributes, though score lower relative to market Champions.

For an explanation of how the Info-Tech Vendor Landscape is created, see Information Presentation – Vendor Landscape in the Appendix.
Balance individual strengths to find the best fit for your enterprise

<table>
<thead>
<tr>
<th>Product</th>
<th>Overall</th>
<th>Features</th>
<th>Usability</th>
<th>Afford.</th>
<th>Arch.</th>
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<td>Barracuda</td>
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<td>Check Point</td>
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<td>Cisco*</td>
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<td>Fortinet</td>
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</table>

Legend:  =Exemplary,  =Good,  =Adequate,  =Inadequate,  =Poor

* The vendor declined to provide pricing and publically available pricing could not be found. For an explanation of how the Info-Tech Harvey Balls are calculated, see Information Presentation – Criteria Scores (Harvey Balls) in the Appendix.
The Info-Tech NGFW Value Index

What is a Value Score?
The Value Score indexes each vendor’s product offering and business strength relative to their price point. It does not indicate vendor ranking.

Vendors that score high offer more bang-for-the-buck (e.g. features, usability, stability, etc.) than the average vendor, while the inverse is true for those that score lower.

Price-conscious enterprises may wish to give the Value Score more consideration than those who are more focused on specific vendor/product attributes.

* The vendor declined to provide pricing and publically available pricing could not be found

For an explanation of how Price is determined, see Information Presentation – Price Evaluation in the Appendix.

For an explanation of how the Info-Tech Value Index is calculated, see Information Presentation – Value Index in the Appendix.
Table Stakes represent the minimum standard; without these, a product doesn’t even get reviewed

The Table Stakes

<table>
<thead>
<tr>
<th>Feature</th>
<th>What it is:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall</td>
<td>The solution includes a stateful inspection packet filter firewall.</td>
</tr>
<tr>
<td>VPN</td>
<td>Offers IPSEC (for site-to-site tunnels) and SSL VPN (for remote access) options.</td>
</tr>
<tr>
<td>Anti-Malware</td>
<td>Built-in perimeter anti-virus and anti-spyware protection.</td>
</tr>
<tr>
<td>Intrusion Prevention</td>
<td>Ability to recognize and restrict inappropriate and unauthorized access.</td>
</tr>
</tbody>
</table>

What Does This Mean?

The products assessed in this Vendor Landscape™ meet, at the very least, the requirements outlined as Table Stakes.

Many of the vendors go above and beyond the outlined Table Stakes, some even do so in multiple categories. This section aims to highlight the products’ capabilities in excess of the criteria listed here.

Info-Tech Insight

If Table Stakes are all you need from your NGFW solution, the only true differentiator for the organization is price. Otherwise, dig deeper to find the best price to value for your needs.
Advanced Features are the capabilities that allow for granular market differentiation

**Scoring Methodology**

Info-Tech scored each vendor’s features offering as a summation of their individual scores across the listed advanced features. Vendors were given 1 point for each feature the product inherently provided. Some categories were scored on a more granular scale with vendors receiving half points.

### Advanced Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>What we looked for:</th>
</tr>
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<tbody>
<tr>
<td>Identity-Based Control</td>
<td>Mapping of specific security policies to defined user groups and individuals.</td>
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<tr>
<td>Data Leakage Protection</td>
<td>Restriction on the egress of sensitive privileged or confidential data.</td>
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<tr>
<td>Network Access Control</td>
<td>Endpoint integration to ensure each connecting device has appropriate security.</td>
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<td>URL Filtering</td>
<td>Restrictive filtering of Web surfing to limit exposure to harmful and inappropriate sites.</td>
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<tr>
<td>Application Control</td>
<td>Ability to restrict, on a granular level, which Web apps are allowed to run.</td>
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<tr>
<td>WiFi Network Control</td>
<td>Ensuring WiFi networks have the same security stance and abilities as the perimeter.</td>
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<tr>
<td>WAN Routing &amp; Optimization</td>
<td>Dynamic routing of WAN traffic backed by QoS and prioritization capabilities.</td>
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<tr>
<td>Encrypted Data Control</td>
<td>Native decryption and re-encryption of SSL and SFTP traffic for thorough inspection.</td>
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</tbody>
</table>

For an explanation of how Advanced Features are determined, see [Information Presentation – Feature Ranks (Stop Lights)](#) in the Appendix.
Each vendor offers a different feature set; concentrate on what your organization needs

<table>
<thead>
<tr>
<th>Evaluated Features</th>
<th>Identity</th>
<th>DLP</th>
<th>NAC</th>
<th>Web</th>
<th>Apps</th>
<th>WiFi</th>
<th>WAN</th>
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Legend:
- = Feature fully present
- = Feature partially present/pending
- = Feature Absent

For an explanation of how Advanced Features are determined, see Information Presentation – Feature Ranks (Stop Lights) in the Appendix.
Check Point leads the way with strong solution at a decent price

**Champion**

- **Product:** UTM-1
- **Employees:** 2200
- **Headquarters:** Tel Aviv, Israel
- **Website:** CheckPoint.com
- **Founded:** 1993
- **Presence:** NASDAQ: CHKP
- **FY11 Revenue:** $1.25B

**Overview**

- One of the first firewall providers, and still a market-share leader, Check Point offers firewalls (and related security tools) of all capacities and capabilities, to clients of all sizes.

**Strengths**

- Delivers significant architectural flexibility via its *Software Blade* architecture that allows enterprises to customize protection by need and platform. The software blades also allow for many advanced features, such as full disk encryption and DLP.
- A significantly-sized support network that offers on-site support in over 250 countries and multi-region stock depots for fast delivery of spares, even into difficult locations.

**Challenges**

- Broad portfolio of deployment options includes significant amount of overlap. Determining optimal solution for every need is potentially confusing and difficult.
- Lack of WiFi Network Control leaves notable gap in Check Point’s advanced features. With increasing amounts of mobile devices in the workplace, this type of control becomes important to the security of a network.

3 year TCO for this solution falls into pricing tier 6, between $50,000 and $100,000

Pricing solicited from public sources
Check Point

**Info-Tech Recommends:**

Check Point’s unique blade architecture creates a solution with a robust portfolio of advanced features for an affordable price. An ideal solution for mid-sized organizations looking for flexible architecture.

### Vendor Landscape

<table>
<thead>
<tr>
<th>Vendor Landscape</th>
<th>Innovator</th>
<th>Champion</th>
<th>Emerging Player</th>
<th>Market Pillar</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leading Product</td>
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<td>Trailing Product</td>
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### Value Index

95
3rd out of 10

### Check Point NGFW Models

- **UTM-1 132/134/138 to UTM-1 574/578**: Works well for small to mid-sized organizations.
  - Specs: Ranging from 120 to 300Mbps VPN throughput, and 1 to 1.7Gbps IPS throughput.
  - Note: The UTM-1 132/134/138 model only operates as standalone hardware; therefore, not allowing for multi-site management.

- **UTM-1 1075/1078 to UTM-1 3075/3078**: Ideal for mid- to large-sized organizations.
  - Specs: Ranging from 350 to 1100Mbps VPN throughput, and 2.2 to 4Gbps IPS throughput.
  - Note: These all allow for multi-site management.

### Features

<table>
<thead>
<tr>
<th>Features</th>
<th>Identity</th>
<th>DLP</th>
<th>NAC</th>
<th>Web</th>
<th>Apps</th>
<th>WiFi</th>
<th>WAN</th>
<th>Encryption</th>
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### Check Point NGFW Models Evaluation

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<th>Reach</th>
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**Check Point**

Sophos recent inclusion of endpoint security in their UTM solution further strengthens the product’s offerings.

**Champion**

<table>
<thead>
<tr>
<th>Product:</th>
<th>Sophos UTM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees:</td>
<td>1700</td>
</tr>
<tr>
<td>Headquarters:</td>
<td>Abingdon, Oxfordshire, UK</td>
</tr>
<tr>
<td>Website:</td>
<td><a href="http://Sophos.com">Sophos.com</a></td>
</tr>
<tr>
<td>Founded:</td>
<td>1985</td>
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<tr>
<td>Presence:</td>
<td>Private</td>
</tr>
</tbody>
</table>

### Overview

- Sophos acquired Astaro in July 2011 to bolster their security portfolio. The company recently added endpoint security for a more complete NGFW.

### Strengths

- Well-rounded solution that offers a good blend of capability with flexible deployment options (software primarily, but hardware and virtual appliances options available).
- Sophos’ recent release of UTM 9 merges endpoint security with their UTM under a single management console – making it an ideal solution for mid-sized enterprises looking for an all-in-one, centrally managed NGFW.

### Challenges

- Appliances have attractive pricing, but TCO grows rapidly as a result of expensive subscription services; what seems a cheap solution at first really isn’t when bells and whistles are added. Sophos was the second most expensive solution evaluated.
- Sophos is lacking identify-based control, claiming it is not applicable to this product. However, the majority of its competitors feature it, making it almost a table stakes capability.

3 year TCO for this solution falls into pricing tier 7, between $100,000 and $250,000.
Sophos

**Vendor Landscape**

- **Sophos UTM 110-220**: Ideal for small organizations.
  - Specs: VPN throughput 180 to 480Mbps, antivirus throughput (proxy) 70 to 165Mbps.

- **Sophos UTM 320 to 625**: Suited for mid-sized to large organizations.
  - Specs: VPN throughput 700 to 1100Mbps, antivirus throughput (proxy) 235 to 980Mbps.

**Value Index**

11

7th out of 10

**Features**

- Identity
- DLP
- NAC
- Web
- Apps
- WiFi
- WAN
- Encryption

**Info-Tech Recommends:**

Sophos may be slightly more costly, but with products that can adapt to different sized organizations and vendor viability, it’s a great vendor to partner with long-term.
Fortinet continues to be a champion in the space with its feature-rich solution

**Champion**

- **Product:** FortiGate
- **Employees:** 1600+
- **Headquarters:** Sunnyvale, CA
- **Website:** [Fortinet.com](http://www.fortinet.com)
- **Founded:** 2000
- **Presence:** NASDAQ: FTNT
- **FY11 Revenue:** $434M

**Overview**

- Fortinet broke the firewall mold with its original FortiGate and helped define the UTM market. While its portfolio has broadened since, its FW is still their strongest product.

**Strengths**

- A strong product with most advanced features, including competitive ones, such as WiFi Network Control and WAN routing, and now optimization.
- Dedicated threat and product research teams ensure capabilities and protection always on the leading edge.
- The product’s attractive interface also gives users the ability to customize it through widgets.

**Challenges**

- The use of dedicated FortiASIC processors drives high performance today, but may limit flexibility tomorrow as it requires the company to invest in hardware R&D as well as functionality R&D.
- As markets consolidate, the question exists whether Fortinet is large enough to maintain viability and fend off acquisition advances.

3 year TCO for this solution falls into pricing tier 6, between $50,000 and $100,000

Pricing solicited from public sources
Fortinet remains a strong vendor and solution in the security space, all with an affordable price.
Barracuda offers flexible deployment options and solid support

**Champion**

- **Product:** Barracuda NG Firewall
- **Employees:** 1000
- **Headquarters:** Campbell, CA
- **Website:** [Barracuda.com](http://www.barracuda.com)
- **Founded:** 2003
- **Presence:** Private

**Overview**

- Barracuda built its business on low-cost, high function spam and malware “firewalls,” and has continued to grow its portfolio. It entered the NGFW market via its 2009 acquisition of Phion.

**Strengths**

- NGFW offers flexibility of hardware, software, and virtual appliance deployment methods, and is integrated well into the broad Barracuda product line.
- Unique 100% historical revision auditing system allows clients to easily roll back to previous configuration versions, should errors or mis-configurations be detected.

**Challenges**

- Based on the pricing acquired during this evaluation, Barracuda was one of the more expensive options.
- Barracuda is missing encrypted data control, which would further strengthen its ability to protect the network. Barracuda indicated that they are working on closing this gap in the near future.

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3 year TCO for this solution falls into pricing tier 7, between $100,000 and $250,000

Pricing provided by vendor.
Barracuda

Barracuda NGFW Models

- **F300-600**: Ideal for small to mid-sized organizations.
  - Specs: Ranging from 160 to 950Mbps for VPN throughput, and 84 to 3100Mbps IPS throughput.

- **F800-900**: Suits large enterprises.
  - Specs: Ranging from 2200 to 3780Mbps VPN throughput, and 3100 to 4650Mbps IPS throughput.

- Each Barracuda model is managed by the same console, making them not only scalable but easily integrated.

Info-Tech Recommends:

Barracuda has most advanced features and is highly comprehensive. For enterprises where cost isn’t a concern, Barracuda would be an ideal vendor as they’re also backed up by strong support offerings.
WatchGuard needs to improve advanced feature offerings to remain competitive as a NGFW

### Champion

<table>
<thead>
<tr>
<th>Product:</th>
<th>XTM Series</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees:</td>
<td>400+</td>
</tr>
<tr>
<td>Headquarters:</td>
<td>Seattle, WA</td>
</tr>
<tr>
<td>Website:</td>
<td>WatchGuard.com</td>
</tr>
<tr>
<td>Founded:</td>
<td>1996</td>
</tr>
<tr>
<td>Presence:</td>
<td>Private</td>
</tr>
</tbody>
</table>

### Overview

- WatchGuard strongly, though no longer exclusively, focuses on the firewalling needs of the SMB space. The company is strong, and the products able.

### Strengths

- XTM Series line comprised of four license key upgradeable models; when requirements outgrow capabilities, a rip-and-replace upgrade is completely avoided.
- Company earns top strategy marks by focusing exclusively on the edge protection market and primarily on the needs of small to mid-sized businesses.
- Excellent usability owing to a clean and easy-to-navigate interface.

### Challenges

- A feature set that is good, but not great (no DLP, NAC, or full WiFi network management) may limit the appeal for businesses seeking comprehensively consolidated solutions.
- On-going market consolidation may exert considerable pressure on WatchGuard as competition gets deeper pockets and leveraged sales opportunities.

3 year TCO for this solution falls into pricing tier 6, between $50,000 and $100,000

Pricing provided by vendor
WatchGuard offers a significant range of models for its NGFWs, reaching small to large businesses. However, its feature set puts it behind other vendors’ solutions.
SonicWALL offers a robust solution for a good price

**Overview**

- SonicWALL offers a broad range of network security products and services, for enterprises of all sizes (although core focus continues to be SMB).

**Strengths**

- SonicWALL’s Cavium multi-core processor architecture offers massively parallel processing allowing for proxy and reassembly-free, packet-by-packet Deep Packet inspection.
- The company is a market leader in its target SMB market (and is growing in the enterprise) and is likely to be around for the long-haul.

**Challenges**

- The use of specialized processors means no software-only products exist, and raises questions of how functional the forthcoming virtual appliances will be.
- SonicWALL writes its own signatures for its detection engines, this gives them notable control and flexibility, but may impede response rates compared to syndicated feeds.

---

**Champion**

<table>
<thead>
<tr>
<th>Product:</th>
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<tr>
<td>Employees:</td>
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<tr>
<td>Headquarters:</td>
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<tr>
<td>Website:</td>
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<td>Founded:</td>
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<td>Presence:</td>
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</tr>
</tbody>
</table>

3 year TCO for this solution falls into pricing tier 6, between $50,000 and $100,000

Pricing provided by vendor
SonicWALL has one of the best feature sets amongst the solutions evaluated; in addition to an affordable price which will be of interest to mid-market organizations.
McAfee continues to perform at a high-level with its NGFW product

**Market Pillar**

- **Product:** Firewall Enterprise
- **Employees:** 6839
- **Headquarters:** Santa Clara, CA
- **Website:** [McAfee.com](http://McAfee.com)
- **Founded:** 1987
- **Presence:** NASDAQ: INTC
- **Presence:** FY10: $2.1B

**Overview**

- Now a wholly-owned division of Intel, McAfee is the world’s largest dedicated security solutions provider. It entered the firewall market via its 2008 acquisition of Secure Computing.

**Strengths**

- Viability, reach, and channel capabilities that are second to none make this a vendor that enterprises can trust if they’re looking for a long-term relationship with a vendor.
- Management console integrates with ePolicy Orchestrator (ePO), McAfee’s holistic management platform. This allows for management of the entire McAfee stack via a single console.

**Challenges**

- Third-party integration (i.e. CrossBeam) indicate that company focus is on the large enterprise, not SMB, client.
- McAfee is missing some key advanced features, such as DLP and NAC, which smaller competitors have surpassed them on.

The vendor declined to provide pricing, and publicly available pricing could not be found.
McAfee

Vendor Landscape

- **S1104 to S3008**: Suited for small to mid-sized organizations.
  - Specs: Threat prevention ranges from 250Mbps to 2.0Gbps. IPSec VPN ranges from 60 to 350Mbps.

- **S4016 to S7032-X**: Ideal for mid-sized, primarily large enterprises.
  - Specs: Threat prevention ranges from 3.0 to 5.0Gbps. IPSec VPN ranges from 400 to 450 (7032-X) to 500Mbps (6032).

McAfee NGFW Models

Value Index

N/A

The vendor declined to provide pricing, and publicly available pricing could not be found.

Features

- **Identity**: Red
- **DLP**: Red
- **NAC**: Red
- **Web**: Green
- **Apps**: Green
- **WiFi**: Red
- **WAN**: Yellow
- **Encryption**: Green

Info-Tech Recommends:

McAfee continues to be a key vendor for mid-sized organizations looking for that all-in-one management platform capability and a stable vendor.
Juniper is the only vendor with all advanced features, serving as a warning to others to catch up

**Innovator**

- **Product:** SRX
- **Employees:** 9100+
- **Headquarters:** Sunnyvale, CA
- **Website:** Juniper.net
- **Founded:** 1996
- **Presence:** NYSE: JNPR
- **FY11:** $4.48B

3 year TCO for this solution falls into pricing tier 7, between $100,000 and $250,000

**Overview**

- Juniper is a high performance networking and security company. The acquisition of NetScreen in 2004 formed the basis of its enterprise firewall capabilities, one segment of its market-leading security portfolio.

**Strengths**

- Juniper’s built-from-the-ground-up JUNOS operating system is used across all product lines, resulting in easily integrated products, each with consistency of performance and consistency of management for Juniper shops.
- AppSecure portfolio of interlinked capabilities (AppTrack, AppQoS, AppFW, and AppDoS) is one of the strongest application control solutions currently available.
- Juniper is also the only solution with all the advanced features in this evaluation.

**Challenges**

- Deployment options effectively limited to hardware solutions; though virtual appliances exist, their functionality at this time is a subset of that offered by the dedicated hardware appliances.
Juniper

Vendor Landscape

Vendor

Product

--- | --- | --- | --- | --- | --- | --- | --- | --- | ---

Juniper NGFW Models

- **SRX 100 to 240**: Ideal for small to mid-sized enterprises.
  - Specs: IPS performance ranges from 60 to 230Mbps, AES256+SHA-1/3DES+SHA-1 VPN performance starts at 65Mbps and ranges to 300Mbps.

- **SRX 550 to 5800**: Ideal for medium to large enterprises.
  - Specs: IPS performance ranges from 800Mbps to 30Gbps, AES256+SHA-1/3DES+SHA-1 VPN performance starts at 1.0Gbps and ranges to 30Gbps.

Value Index

66
5th out of 10

Features

<table>
<thead>
<tr>
<th>Identity</th>
<th>DLP</th>
<th>NAC</th>
<th>Web</th>
<th>Apps</th>
<th>WiFi</th>
<th>WAN</th>
<th>Encryption</th>
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</tbody>
</table>

Info-Tech Recommends:

Juniper suits the SMB space well, and with the most robust feature set, it’s proving to be a strong contender against bigger names in the field.
Lack of deployment options keeps Palo Alto from seeing full NGFW potential

**Emerging Player**

- **Product:** PA Series
- **Employees:** 420
- **Headquarters:** Santa Clara, CA
- **Website:** [PaloAltoNetworks.com](http://PaloAltoNetworks.com)
- **Founded:** 2005
- **Presence:** Private

The vendor declined to provide pricing, and publicly available pricing could not be found.

---

**Overview**

- Founded by ex-Check Point and NetScreen executives and engineers, Palo Alto released its first appliances in 2007, and instantly established itself as a leader in the NGFW revolution.

---

**Strengths**

- App-ID, Content-ID, User-ID are market-leading capabilities and have forced other UTM vendors into catch-up mode on these “next generation” capabilities.
- Palo Alto scored high in terms of product usability for its clean and attractive administrator interface, a key component for users looking for an easy-to-use solution.

---

**Challenges**

- Products are extremely capable, but market penetration so far is very low with the count of deployed devices in the thousands, rather than the hundreds of thousands for competitors. Definitely the smallest player evaluated.
- Hardware-only deployment options (though model line not overly cluttered like many competitors) may limit applicability.
Palo Alto

**Vendor Landscape**

- **PA-200**: Ideal for small and branch offices.
  - Specs: Threat prevention throughput is 50Mbps, IPSec VPN throughput equals 50Mbps as well.
- **PA-500 to 2000 Series**: Suited for medium-sized enterprises, large branches.
  - Specs: 50 to 200Mbps for IPSec VPN throughput. 100 to 200Mbps threat prevention throughput.
- **PA-4000 Series to 5000 Series**: Suited for large enterprises, high performance structures.
  - Specs: 2 to 4Gbps for IPSec VPN throughput. 5 to 10Gbps (PA-5060) threat prevention throughput.

**Value Index**

N/A

The vendor declined to provide pricing, and publicly available pricing could not be found

**Palo Alto NGFW Models**

**Features**

<table>
<thead>
<tr>
<th>Identity</th>
<th>DLP</th>
<th>NAC</th>
<th>Web</th>
<th>Apps</th>
<th>WiFi</th>
<th>WAN</th>
<th>Encryption</th>
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<td><img src="#" alt="Green" /></td>
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<td><img src="#" alt="Red" /></td>
<td><img src="#" alt="Yellow" /></td>
<td><img src="#" alt="Green" /></td>
</tr>
</tbody>
</table>

**Info-Tech Recommends:**

Palo Alto’s NGFW solution features leading capabilities, but the company lacks the clout and deployment options to attract SMB attention.
Without key advanced features, Cisco’s solution loses strength

**Emerging Player**

- Product: ASA 5500 Series
- Employees: 65,223
- Headquarters: Location of HQ
- Website: [Cisco.com](https://www.cisco.com)
- Founded: 1984
- Presence: NASDAQ: CSCO
- FY11 Revenue: $43B

---

**Overview**

- By virtue of leveraging its dominant networking market share, Cisco is one of the largest firewall vendors in the world.

**Strengths**

- As the largest vendor in the space, and indeed one of the largest technology companies in the world, Cisco's viability is unparalleled.
- Partner and support networks are unmatched in terms of size and distribution.
- Strong application control capabilities. The product is able to granularly control app functions like Farmville, and behavior like allowing Facebook but not video streaming through Facebook.

**Challenges**

- Cisco’s predominant focus, so security is definitively a non-core focus.
- The solution is lacking some advanced features, such as DLP and WiFi Network Control, leaving it somewhat incomplete in terms of protection.

The vendor declined to provide pricing, and publicly available pricing could not be found.
Cisco

Vendor Landscape

Product

Vendor

Cisco NGFW Models

- **ASA 5505/Security Plus to ASA 5515-X**: Positioned well for small and branch offices.
  - Specs: Maximum concurrent threat mitigation throughput (FW + IPS services) range from 75 to 400Mbps. Maximum 3DES/AES VPN throughput ranges from 100 to 250Mbps.
- **ASA 5520 to ASA 5555-X (Internet Edge line)**: Ideal for small to large enterprises.
  - Specs: Maximum concurrent threat mitigation throughput (FW + IPS services) range from 225Mbps to 1.3Gbps. Maximum 3DES/AES VPN throughput ranges from 225 to 700Mbps.

Features

Info-Tech Recommends:

With a lack of deployment options, and key competitive features such as WiFi Network Control, Cisco remains at the back of the pack.
Identify leading candidates with the **NGFW Vendor Shortlist Tool**

The Info-Tech *Next Generation Firewall Vendor Shortlist Tool* is designed to generate a customized shortlist of vendors based on your key priorities.

**This tool offers the ability to modify:**

- Overall Vendor vs. Product Weightings
- Individual product criteria weightings:
  - Features
  - Usability
  - Affordability
  - Architecture
- Individual vendor criteria weightings:
  - Viability
  - Strategy
  - Reach
  - Channel
To protect against subversive traffic, network protection must first be able to see it.

Wireless and encrypted traffic can bypass the perimeter; protecting these entry methods is key.

**Why Scenarios?**

In reviewing the products included in each Vendor Landscape™, certain use-cases come to the forefront. Whether those use-cases are defined by applicability in certain locations, relevance for certain industries, or as strengths in delivering a specific capability, Info-Tech recognizes those use-cases as Scenarios, and calls attention to them where they exist.

**1. Protection from all inbound traffic**

- **Wifi & Encryption**
  - Juniper Networks
  - SonicWall
  - Sophos
  - WatchGuard

**2. Encryption only**

- Check Point
- Cisco
- McAfee

**3. WiFi only**

- Barracuda
- Fortinet

WatchGuard does not have full protection capabilities in WiFi and Encryption; however, it does have some abilities in terms these areas.

For an explanation of how Scenarios are determined, see Information Presentation – Scenarios in the Appendix.
Price and performance remain key factors for SMBs

Cost-concerned users still want a high-quality product. The results come from evaluating price and features together.

Why Scenarios?

In reviewing the products included in each Vendor Landscape™, certain use-cases come to the forefront. Whether those use-cases are defined by applicability in certain locations, relevance for certain industries, or as strengths in delivering a specific capability, Info-Tech recognizes those use-cases as Scenarios, and calls attention to them where they exist.

For an explanation of how Scenarios are determined, see Information Presentation – Scenarios in the Appendix.
The top of the line, sparing no expenses

Evaluating functionality and usability to find the top performing products, costs aside.

Why Scenarios?

In reviewing the products included in each Vendor Landscape™, certain use-cases come to the forefront. Whether those use-cases are defined by applicability in certain locations, relevance for certain industries, or as strengths in delivering a specific capability, Info-Tech recognizes those use-cases as Scenarios, and calls attention to them where they exist.

For an explanation of how Scenarios are determined, see Information Presentation – Scenarios in the Appendix.
Appendix

1. Vendor Landscape Methodology: Overview
2. Vendor Landscape Methodology: Product Selection & Information Gathering
3. Vendor Landscape Methodology: Scoring
4. Vendor Landscape Methodology: Information Presentation
5. Vendor Landscape Methodology: Fact Check & Publication
6. Product Pricing Scenario
Vendor Landscape Methodology: Overview

Info-Tech’s Vendor Landscapes are research materials that review a particular IT market space, evaluating the strengths and abilities of both the products available in that space, as well as the vendors of those products. These materials are created by a team of dedicated analysts operating under the direction of a senior subject matter expert over a period of six weeks.

Evaluations weigh selected vendors and their products (collectively “solutions”) on the following eight criteria to determine overall standing:

- **Features:** The presence of advanced and market-differentiating capabilities.
- **Usability:** The intuitiveness, power, and integrated nature of administrative consoles and client software components.
- **Affordability:** The three-year total cost of ownership of the solution.
- **Architecture:** The degree of integration with the vendor’s other tools, flexibility of deployment, and breadth of platform applicability.
- **Viability:** The stability of the company as measured by its history in the market, the size of its client base, and its financial performance.
- **Strategy:** The commitment to both the market-space, as well as to the various sized clients (small, mid-sized, and enterprise clients).
- **Reach:** The ability of the vendor to support its products on a global scale.
- **Channel:** The measure of the size of the vendor’s channel partner program, as well as any channel strengthening strategies.

Evaluated solutions are plotted on a standard two by two matrix:

- **Champions:** Both the product and the vendor receive scores that are above the average score for the evaluated group.
- **Innovators:** The product receives a score that is above the average score for the evaluated group, but the vendor receives a score that is below the average score for the evaluated group.
- **Market Pillars:** The product receives a score that is below the average score for the evaluated group, but the vendor receives a score that is above the average score for the evaluated group.
- **Emerging Players:** Both the product and the vendor receive scores that are below the average score for the evaluated group.

Info-Tech’s Vendor Landscapes are researched and produced according to a strictly adhered to process that includes the following steps:

- Vendor/product selection
- Information gathering
- Vendor/product scoring
- Information presentation
- Fact checking
- Publication

This document outlines how each of these steps is conducted.
Vendor Landscape Methodology: Vendor/Product Selection & Information Gathering

Info-Tech works closely with its client base to solicit guidance in terms of understanding the vendors with whom clients wish to work and the products that they wish evaluated; this demand pool forms the basis of the vendor selection process for Vendor Landscapes. Balancing this demand, Info-Tech also relies upon the deep subject matter expertise and market awareness of its Senior and Lead Research Analysts to ensure that appropriate solutions are included in the evaluation. As an aspect of that expertise and awareness, Info-Tech’s analysts may, at their discretion, determine the specific capabilities that are required of the products under evaluation, and include in the Vendor Landscape only those solutions that meet all specified requirements.

Information on vendors and products is gathered in a number of ways via a number of channels.

Initially, a request package is submitted to vendors to solicit information on a broad range of topics. The request package includes:
• A detailed survey.
• A pricing scenario (see Vendor Landscape Methodology: Price Evaluation and Pricing Scenario, below).
• A request for reference clients.
• A request for a briefing and, where applicable, guided product demonstration.

These request packages are distributed approximately twelve weeks prior to the initiation of the actual research project to allow vendors ample time to consolidate the required information and schedule appropriate resources.

During the course of the research project, briefings and demonstrations are scheduled (generally for one hour each session, though more time is scheduled as required) to allow the analyst team to discuss the information provided in the survey, validate vendor claims, and gain direct exposure to the evaluated products. Additionally, an end-user survey is circulated to Info-Tech’s client base and vendor-supplied reference accounts are interviewed to solicit their feedback on their experiences with the evaluated solutions and with the vendors of those solutions.

These materials are supplemented by a thorough review of all product briefs, technical manuals, and publicly available marketing materials about the product, as well as about the vendor itself.

Refusal by a vendor to supply completed surveys or submit to participation in briefings and demonstrations does not eliminate a vendor from inclusion in the evaluation. Where analyst and client input has determined that a vendor belongs in a particular evaluation, it will be evaluated as best as possible based on publicly available materials only. As these materials are not as comprehensive as a survey, briefing, and demonstration, the possibility exists that the evaluation may not be as thorough or accurate. Since Info-Tech includes vendors regardless of vendor participation, it is always in the vendor’s best interest to participate fully.

All information is recorded and catalogued, as required, to facilitate scoring and for future reference.
Vendor Landscape Methodology: Scoring

Once all information has been gathered and evaluated for all vendors and products, the analyst team moves to scoring. All scoring is performed at the same time so as to ensure as much consistency as possible. Each criterion is scored on a ten point scale, though the manner of scoring for criteria differs slightly:

- Features is scored via **Cumulative Scoring**
- Affordability is scored via **Scalar Scoring**
- All other criteria are scored via **Base5 Scoring**

In Cumulative Scoring, a single point is assigned to each evaluated feature that is regarded as being fully present, a half point to each feature that is partially present or pending in an upcoming release, and zero points to features that are deemed to be absent. The assigned points are summed and normalized to a value out of ten. For example, if a particular Vendor Landscape evaluates eight specific features in the Feature Criteria, the summed score out of eight for each evaluated product would be multiplied by 1.25 to yield a value out of ten.

In Scalar Scoring, a score of ten is assigned to the lowest cost solution, and a score of one is assigned to the highest cost solution. All other solutions are assigned a mathematically determined score based on their proximity to / distance from these two endpoints. For example, in an evaluation of three solutions, where the middle cost solution is closer to the low end of the pricing scale it will receive a higher score, and where it is closer to the high end of the pricing scale it will receive a lower score; depending on proximity to the high or low price it is entirely possible that it could receive either ten points (if it is very close to the lowest price) or one point (if it is very close to the highest price). Where pricing cannot be determined (vendor does not supply price and public sources do not exist), a score of 0 is automatically assigned.

In Base5 scoring a number of sub-criteria are specified for each criterion (for example, Longevity, Market Presence, and Financials are sub-criteria of the Viability criterion), and each one is scored on the following scale:

- 5 - The product/vendor is exemplary in this area (nothing could be done to improve the status).
- 4 - The product/vendor is good in this area (small changes could be made that would move things to the next level).
- 3 - The product/vendor is adequate in this area (small changes would make it good, more significant changes required to be exemplary).
- 2 - The product/vendor is poor in this area (this is a notable weakness and significant work is required).
- 1 - The product/vendor is terrible/fails in this area (this is a glaring oversight and a serious impediment to adoption).

The assigned points are summed and normalized to a value out of ten as explained in Cumulative Scoring above.

Scores out of ten, known as Raw scores, are transposed as-is into Info-Tech's Vendor Landscape Shortlist Tool, which automatically determines Vendor Landscape positioning (see Vendor Landscape Methodology: Information Presentation - Vendor Landscape, below), Criteria Score (see Vendor Landscape Methodology: Information Presentation - Criteria Score, below), and Value Index (see Vendor Landscape Methodology: Information Presentation - Value Index, below).
Vendor Landscape Methodology: Information Presentation – Vendor Landscape

Info-Tech’s Vendor Landscape is a two-by-two matrix that plots solutions based on the combination of Product score and Vendor score. Placement is not determined by absolute score, but instead by relative score. Relative scores are used to ensure a consistent view of information and to minimize dispersion in nascent markets, while enhancing dispersion in commodity markets to allow for quick visual analysis by clients.

Relative scores are calculated as follows:

1. Raw scores are transposed into the Info-Tech Vendor Landscape Shortlist Tool (for information on how Raw scores are determined, see Vendor Landscape Methodology: Scoring, above).
2. Each individual criterion Raw score is multiplied by the pre-assigned weighting factor for the Vendor Landscape in question. Weighting factors are determined prior to the evaluation process to eliminate any possibility of bias. Weighting factors are expressed as a percentage such that the sum of the weighting factors for the Vendor criteria (Viability, Strategy, Reach, Channel) is 100% and the sum of the Product criteria (Features, Usability, Affordability, Architecture) is 100%.
3. A sum-product of the weighted Vendor criteria scores and of the weighted Product criteria scores is calculated to yield an overall Vendor score and an overall Product score.
4. Overall Vendor scores are then normalized to a 20 point scale by calculating the arithmetic mean and standard deviation of the pool of Vendor scores. Vendors for whom their overall Vendor score is higher than the arithmetic mean will receive a normalized Vendor score of 11-20 (exact value determined by how much higher than the arithmetic mean their overall Vendor score is), while vendors for whom their overall Vendor score is lower than the arithmetic mean will receive a normalized Vendor score of between one and ten (exact value determined by how much lower than the arithmetic mean their overall Vendor score is).
5. Overall Product score is normalized to a 20 point scale according to the same process.
6. Normalized scores are plotted on the matrix, with Vendor score being used as the x-axis, and Product score being used as the y-axis.
Vendor Landscape Methodology: Information Presentation – Criteria Scores (Harvey Balls)

Info-Tech’s Criteria Scores are visual representations of the absolute score assigned to each individual criterion, as well as of the calculated overall Vendor and Product scores. The visual representation used is Harvey Balls.

Harvey Balls are calculated as follows:

1. Raw scores are transposed into the Info-Tech Vendor Landscape Shortlist Tool (for information on how Raw scores are determined, see Vendor Landscape Methodology: Scoring, above).
2. Each individual criterion Raw score is multiplied by a pre-assigned weighting factor for the Vendor Landscape in question. Weighting factors are determined prior to the evaluation process, based on the expertise of the Senior or Lead Research Analyst, to eliminate any possibility of bias. Weighting factors are expressed as a percentage, such that the sum of the weighting factors for the Vendor criteria (Viability, Strategy, Reach, Channel) is 100%, and the sum of the Product criteria (Features, Usability, Affordability, Architecture) is 100%.
3. A sum-product of the weighted Vendor criteria scores and of the weighted Product criteria scores is calculated to yield an overall Vendor score and an overall Product score.
4. Both overall Vendor score / overall Product score, as well as individual criterion Raw scores are converted from a scale of one to ten to Harvey Ball scores on a scale of zero to four, where exceptional performance results in a score of four and poor performance results in a score of zero.
5. Harvey Ball scores are converted to Harvey Balls as follows:
   - A score of four becomes a full Harvey Ball.
   - A score of three becomes a three-quarter full Harvey Ball.
   - A score of two becomes a half full Harvey Ball.
   - A score of one becomes a one-quarter full Harvey Ball.
   - A score of zero (zero) becomes an empty Harvey Ball.
6. Harvey Balls are plotted by solution in a chart where rows represent individual solutions and columns represent overall Vendor / overall Product, as well as individual criteria. Solutions are ordered in the chart alphabetically by vendor name.
Vendor Landscape Methodology: Information Presentation – Feature Ranks (Stop Lights)

Info-Tech’s Feature Ranks are visual representations of the presence/availability of individual features that collectively comprise the Features’ criterion. The visual representation used is Stop Lights.

Stop Lights are determined as follows:

1. A single point is assigned to each evaluated feature that is regarded as being fully present, a half point to each feature that is partially present or pending in an upcoming release, and zero points to features that are deemed to be fully absent.
   - Fully present means all aspects and capabilities of the feature as described are in evidence.
   - Fully absent means all aspects and capabilities of the feature as described are in evidence.
   - Partially present means some, but not all, aspects and capabilities of the feature as described are in evidence, OR all aspects and capabilities of the feature as described are in evidence, but only for some models in a line.
   - Pending means all aspects and capabilities of the feature, as described, are anticipated to be in evidence in a future revision of the product and that revision is to be released within the next 12 months.

2. Feature scores are converted to Stop Lights as follows:
   - Full points become a Green light.
   - Half points become a Yellow light.
   - Zero points become a Red light.

3. Stop Lights are plotted by solution in a chart where rows represent individual solutions and columns represent individual features. Solutions are ordered in the chart alphabetically by vendor name.

For example, a set of applications is being reviewed and a feature of “Integration with Mobile Devices” that is defined as “availability of dedicated mobile device applications for iOS, Android, and BlackBerry devices” is specified. Solution A provides such apps for all listed platforms and scores “Green”, solution B provides apps for iOS and Android only and scores “Yellow”, while solution C provides mobile device functionality through browser extensions, has no dedicated apps, and so scores “Red”.

<table>
<thead>
<tr>
<th>Features</th>
<th>Green means a feature is fully present; Red, fully absent.</th>
<th>Yellow shows partial availability (such as in some models in a line).</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
<td>Feature 4</td>
<td><img src="image" alt="Red Light" /></td>
<td></td>
</tr>
<tr>
<td>Feature 5</td>
<td><img src="image" alt="Red Light" /></td>
<td></td>
</tr>
<tr>
<td>Feature 6</td>
<td><img src="image" alt="Yellow Light" /></td>
<td></td>
</tr>
<tr>
<td>Feature 7</td>
<td><img src="image" alt="Red Light" /></td>
<td></td>
</tr>
<tr>
<td>Feature 8</td>
<td><img src="image" alt="Yellow Light" /></td>
<td></td>
</tr>
</tbody>
</table>
Vendor Landscape Methodology: Information Presentation – Value Index

Info-Tech’s Value Index is an indexed ranking of solution value per dollar as determined by the Raw scores assigned to each criteria (for information on how Raw scores are determined, see Vendor Landscape Methodology: Scoring, above).

Value scores are calculated as follows:

1. The Affordability criterion is removed from the overall Product score and the remaining Product score criteria (Features, Usability, Architecture) are reweighted so as to retain the same weightings relative to one another, while still summing to 100%. For example, if all four Product criteria were assigned base weightings of 25%, for the determination of the Value score, Features, Usability, and Architecture would be reweighted to 33.3% each to retain the same relative weightings while still summing to 100%.

2. A sum-product of the weighted Vendor criteria scores and of the reweighted Product criteria scores is calculated to yield an overall Vendor score and a reweighted overall Product score.

3. The overall Vendor score and the reweighted overall Product score are then summed, and this sum is multiplied by the Affordability Raw score to yield an interim Value score for each solution.

4. All interim Value scores are then indexed to the highest performing solution by dividing each interim Value score by the highest interim Value score. This results in a Value score of 100 for the top solution and an indexed Value score relative to the 100 for each alternate solution.

5. Solutions are plotted according to Value score, with the highest score plotted first, and all remaining scores plotted in descending numerical order.

Where pricing is not provided by the vendor and public sources of information cannot be found, an Affordability Raw score of zero is assigned. Since multiplication by zero results in a product of zero, those solutions for which pricing cannot be determined receive a Value score of zero. Since Info-Tech assigns a score of zero where pricing is not available, it is always in the vendor’s best interest to provide accurate and up to date pricing.

Vendors are arranged in order of Value Score. The Value Score each solution achieved is displayed, and so is the average score.
Vendor Landscape Methodology: Information Presentation – Price Evaluation

Info-Tech’s Price Evaluation is a tiered representation of the three year Total Cost of Ownership (TCO) of a proposed solution. Info-Tech uses this method of communicating pricing information to provide high-level budgetary guidance to its end-user clients while respecting the privacy of the vendors with whom it works. The solution TCO is calculated and then represented as belonging to one of ten pricing tiers.

Pricing tiers are as follows:
1. Between $1 and $2,500
2. Between $2,500 and $5,000
3. Between $5,000 and $10,000
4. Between $10,000 and $25,000
5. Between $25,000 and $50,000
6. Between $50,000 and $100,000
7. Between $100,000 and $250,000
8. Between $250,000 and $500,000
9. Between $500,000 and $1,000,000
10. Greater than $1,000,000

Where pricing is not provided, Info-Tech makes use of publicly available sources of information to determine a price. As these sources are not official price lists, the possibility exists that they may be inaccurate or outdated, and so the source of the pricing information is provided. Since Info-Tech publishes pricing information regardless of vendor participation, it is always in the vendor’s best interest to supply accurate and up to date information.

Info-Tech’s Price Evaluations are based on pre-defined pricing scenarios (see Product Pricing Scenario, below) to ensure a comparison that is as close as possible between evaluated solutions. Pricing scenarios describe a sample business and solicit guidance as to the appropriate product/service mix required to deliver the specified functionality, the list price for those tools/services, as well as three full years of maintenance and support.
Vendor Landscape Methodology: Information Presentation – Scenarios

Info-Tech’s Scenarios highlight specific use cases for the evaluated solution to provide as complete (when taken in conjunction with the individual written review, Vendor Landscape, Criteria Scores, Feature Ranks, and Value Index) a basis for comparison by end-user clients as possible.

Scenarios are designed to reflect tiered capability in a particular set of circumstances. Determination of the Scenarios in question is at the discretion of the analyst team assigned to the research project. Where possible, Scenarios are designed to be mutually exclusive and collectively exhaustive, or at the very least, hierarchical such that the tiers within the Scenario represent a progressively greater or broader capability.

Scenario ranking is determined as follows:

1. The analyst team determines an appropriate use case.
   For example:
   • Clients that have multinational presence and require vendors to provide four hour onsite support.

2. The analyst team establishes the various tiers of capability.
   For example:
   • Presence in Americas
   • Presence in EMEA
   • Presence in APAC

3. The analyst team reviews all evaluated solutions and determines which ones meet which tiers of capability.
   For example:
   • Presence in Americas – Vendor A, Vendor C, Vendor E
   • Presence in EMEA – Vendor A, Vendor B, Vendor C
   • Presence in APAC – Vendor B, Vendor D, Vendor E

4. Solutions are plotted on a grid alphabetically by vendor by tier. Where one vendor is deemed to be stronger in a tier than other vendors in the same tier, they may be plotted non-alphabetically.
   For example:
   • Vendor C is able to provide four hour onsite support to 12 countries in EMEA while Vendors A and B are only able to provide four hour onsite support to eight countries in EMEA; Vendor C would be plotted first, followed by Vendor A, then Vendor B.
Vendor Landscape Methodology: Information Presentation – Vendor Awards

At the conclusion of all analyses, Info-Tech presents awards to exceptional solutions in three distinct categories. Award presentation is discretionary; not all awards are extended subsequent to each Vendor landscape and it is entirely possible, though unlikely, that no awards may be presented.

Awards categories are as follows:

- **Champion Awards** are presented to those solutions, and only those solutions, that land in the Champion zone of the Info-Tech Vendor Landscape (see Vendor Landscape Methodology: Information Presentation - Vendor Landscape, above). If no solutions land in the Champion zone, no Champion Awards are presented. Similarly, if multiple solutions land in the Champion zone, multiple Champion Awards are presented.

- **Trend Setter Awards** are presented to those solutions, and only those solutions, that are deemed to include the most original/inventive product/service, or the most original/inventive feature/capability of a product/service. If no solution is deemed to be markedly or sufficiently original/inventive, either as a product/service on the whole or by feature/capability specifically, no Trend Setter Award is presented. Only one Trend Setter Award is available for each Vendor Landscape.

- **Best Overall Value Awards** are presented to those solutions, and only those solutions, that are ranked highest on the Info-Tech Value Index (see Vendor Landscape Methodology: Information Presentation – Value Index, above). If insufficient pricing information is made available for the evaluated solutions, such that a Value Index cannot be calculated, no Best Overall Value Award will be presented. Only one Best Overall Value Award is available for each Vendor Landscape.
Vendor Landscape Methodology: Fact Check & Publication

Info-Tech takes the factual accuracy of its Vendor Landscapes, and indeed of all of its published content, very seriously. To ensure the utmost accuracy in its Vendor Landscapes, we invite all vendors of evaluated solutions (whether the vendor elected to provide a survey and/or participate in a briefing or not) to participate in a process of Fact Check.

Once the research project is complete and the materials are deemed to be in a publication ready state, excerpts of the material specific to each vendor’s solution are provided to the vendor. Info-Tech only provides material specific to the individual vendor’s solution for review encompassing the following:

- All written review materials of the vendor and the vendor’s product that comprise the evaluated solution.
- Info-Tech’s Criteria Scores / Harvey Balls detailing the individual and overall Vendor / Product scores assigned.
- Info-Tech’s Feature Rank / Stop Lights detailing the individual feature scores of the evaluated product.
- Info-Tech’s Value Index ranking for the evaluated solution.
- Info-Tech’s Scenario ranking for all considered scenarios for the evaluated solution.

Info-Tech does not provide the following:

- Info-Tech’s Vendor Landscape placement of the evaluated solution.
- Info-Tech’s Value Score for the evaluated solution.
- End-user feedback gathered during the research project.
- Info-Tech’s overall recommendation in regard to the evaluated solution.

Info-Tech provides a one-week window for each vendor to provide written feedback. Feedback must be corroborated (be provided with supporting evidence), and where it does, feedback that addresses factual errors or omissions is adopted fully, while feedback that addresses opinions is taken under consideration. The assigned analyst team makes all appropriate edits and supplies an edited copy of the materials to the vendor within one week for final review.

Should a vendor still have concerns or objections at that time, they are invited to a conversation, initially via email, but as required and deemed appropriate by Info-Tech, subsequently via telephone, to ensure common understanding of the concerns. Where concerns relate to ongoing factual errors or omissions they are corrected under the supervision of Info-Tech’s Vendor Relations personnel. Where concerns relate to ongoing differences of opinion they are again taken under consideration with neither explicit nor implicit indication of adoption.

Publication of materials is scheduled to occur within the six weeks immediately following the completion of the research project, but does not occur until the Fact Check process has come to conclusion, and under no circumstances are “pre-publication” copies of any materials made available to any client.
Product Pricing Scenario

A mid-level clothing manufacturer/retailer with corporate offices on the US west coast, east coast, and Ireland and 2200 global employees is looking to implement a centrally managed endpoint encryption solution. The firm is interested in providing complete and comprehensive coverage for all types of mobile devices, as well as coverage for select non-mobile endpoints.

The corporate office breakdown is as follows:

US West Coast (Head Office)
Employing 1600 people (70% of total staff), the west coast office holds Sales, Finance, Strategy, Marketing, Buyers, and the majority of IT. The IT staff here consists of 45 employees, three of which are dedicated security professionals consisting of one Security Manager and two Security Analysts.

US East Coast (Satellite)
Employing 200 people (10% of total staff), the east coast office holds solely a Marketing department.

Ireland (Satellite)
Employing 400 people (20% of total staff), the Ireland office employs Buyers and Manufacturing and also a DR facility. Manufacturing consists of 300 employees. The company’s remaining five IT staff are located here, though none have dedicated security responsibilities.

The expected solution capabilities are as follows:

• The organization described is interested in minimizing its security footprint through consolidation of solutions and reduction of the number of security partners with which it works. It has recently consolidated endpoint protection via a comprehensive endpoint protection solution and wishes to consolidate network perimeter protection as much as possible.

• The deployed UTM/NGFW solutions will ideally be managed fully centrally by 1 of the IT Security staff at the head office with the ability to transfer management to the Ireland facility in the event of a severe outage.
Product Pricing Scenario, continued

In terms of the IT infrastructure of the organization, consider the following:

General Infrastructure

- Primarily Microsoft Server infrastructure – file, print, and application servers (other than those listed below) fully virtualized
  - 4 Domain servers (2 at Head Office, 1 at each of the other offices)
  - HA production virtual server cluster at Head Office (4 servers) + separate dev and QA virtual server cluster in Ireland (2 servers - also used for DR purposes).
    - 24 production virtual servers (west coast)
- Exchange 2010 (2 servers)
- SharePoint 2010 (single server)
- Oracle DB on Linux (2 servers at the US West Coast office, and a single server in Ireland)
- Apache web site and store front on Linux (4 server farm)
- 700 Windows 7 laptops; 1100 Windows 7 desktops; 100 Mac OS X desktops
- Blackberry is the standard corporate device (with a single BES server), but iPhone and Android phones are allowed to connect to the network also.
- Gigabit LAN in all three locations
  - West coast office has dual 100Mbps Internet connection
  - East coast office has a single 10Mbps Internet connection
  - Ireland has a single 100Mbps Internet connection and a single 45 Mbps Internet connection.
  - Head office and east coast office connected via site-to-site IPSEC VPN tunnel
  - Head office and Ireland office connected via 45Mbps MPLS WAN link
- Telephony is provided by a virtualized VOIP system hosted in the west coast office.
Product Pricing Scenario, continued

**VL Specific Infrastructure**

- **Security Infrastructure**
- Spam protection is handled by a cloud-based service
- Endpoint anti-malware (anti-virus, anti-spyware, etc.), encryption, and DLP via a consolidated anti-malware suite
- Perimeter protection provided by single function firewalls, to be replaced
- VPN capabilities provided by single function VPN appliances, to be replaced
- No IPS, Content Filtering, Network Access Control, or network Data Leakage Protection in place, but all are desired.

**Breadth of coverage / duration of deployment**

- The organization is interested in providing comprehensive and fully redundant protection (redundant devices) for its west coast office and Ireland office, and semi-redundant protection (redundant components) for its east coast office. Please specify appropriate number and type of devices and software license (including management consoles) that would offer this breadth of coverage or, where products are not available to address specific protection capabilities, indicate which protection capabilities are available and which are not.
- Functionality above and beyond the baseline established above (firewall with application control capabilities, IPS, IPSEC and SSL VPN, NAC, DLP, gateway Anti-Malware) should be separately specified and priced.
- The organization wishes to enter into an agreement that provides for three full years of protection, including licensing, support, and maintenance and pricing should reflect that term.
- Because the organization operates on a 7/24 hour day (due to a self-hosted website and webstore) it requires support availability over extended hours; any quoted support must be sufficient and appropriate to reflect those operational hours.