



Unified Threat Management - Market Review

Price/performance comparison: WatchGuard vs. Juniper, Fortinet, Cisco, and SonicWall

April 2010

WHAT YOU LOOK FOR IN ANY NETWORK SECURITY PURCHASE

Choosing the right network security solution is one of the most important decisions you will make for your IT infrastructure. With so many factors to consider when selecting the right product, it's easy to lose sight of one of the most important goals: getting the best performance for your security dollar.

Comparing the major brands by this all important metric – price/performance – can become a difficult chore. Though Cisco, Fortinet, Juniper, and SonicWall make it possible to derive this metric based on their own published numbers, WatchGuard has taken the next step and put them all together for you – so you can make a direct comparison among Unified Threat Management vendors.

UTM PERFORMANCE

As networks demand more and more efficiency, unified threat management (UTM) solutions have come to dominate the firewall/VPN market. Where once a network would have one firewall and a number of point solutions protecting the gateway, all the necessary security features – firewall, VPN, endpoint, web content filtering, spam blocking, virus protection, intrusion prevention, numerous networking features, and more – have become integrated into a single network security appliance. The efficiencies of a single solution securing a gateway from top to bottom are easy to imagine; it's why UTM dominates the market.

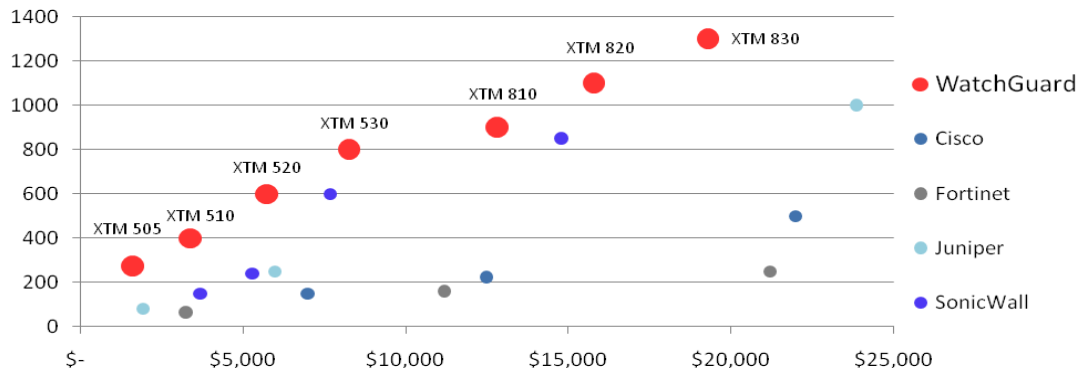
WatchGuard XTM solutions actually push beyond the UTM paradigm into what is called **extensible threat management**, offering features far beyond normal security functions, automating processes, and allowing future growth as security threats evolve.

The only potential downside of a single UTM appliance being responsible for so much of a network's security is that the processing demands placed on that appliance could result in slower performance.

Building on 14 years of experience, WatchGuard has been able to design solutions to handle threats more efficiently than our competitors and maintain strong performance no matter what you throw at it. With our latest release of WatchGuard XTM Series appliances, we have leap-frogged the competition in offering the best UTM performance per dollar spent.

Price/Performance - WatchGuard vs. the Competition

Note that the horizontal axis is a statement of price; the vertical axis is the measure of performance speed. Appliances with lower price and higher performance appear higher and further to the left in the charts.



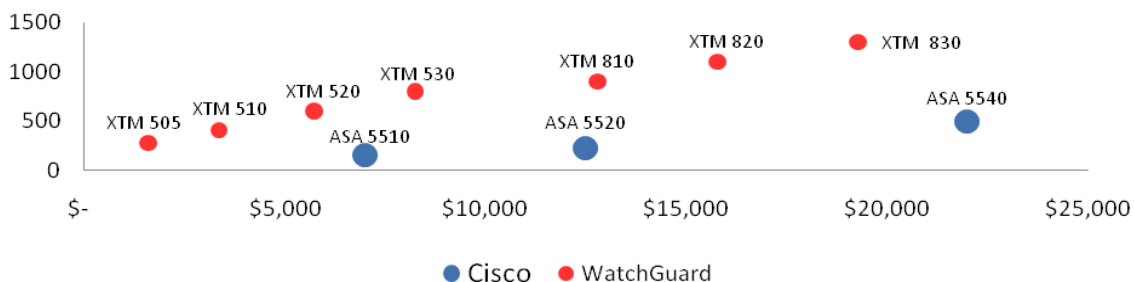
MSRP among major brands and corresponding UTM throughput performance in Mbps. Some brands do not offer full UTM functions. In these cases, performance with all available features is shown.

PUTTING THEM HEAD-TO-HEAD

Among all major brands, when you turn on every possible layer of protection at the gateway and start processing data, WatchGuard gives you the best performance per dollar spent. It is plain to see that no other brand comes close to the performance for the price.

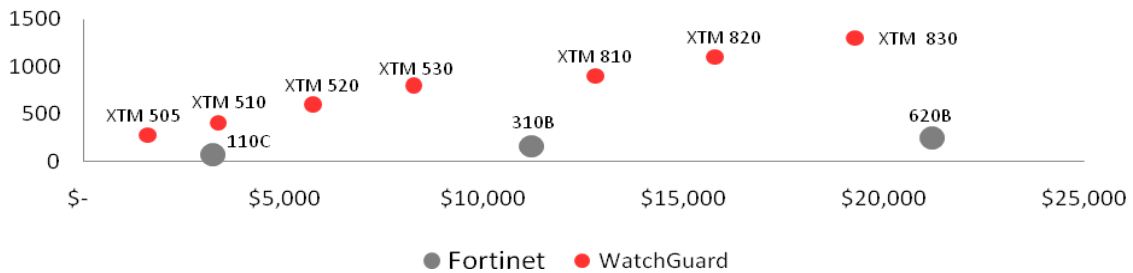
Our price/performance leadership position is even stronger when you consider that many of the competing solutions are not even true UTM devices. Many are missing crucial functions that require you to purchase additional servers and point solutions to build out your network security portfolio. WatchGuard does it all—without slowing down.

WatchGuard vs. Cisco



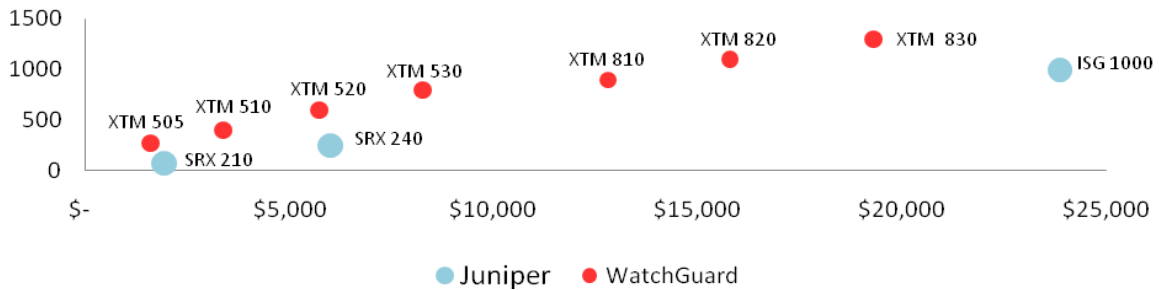
The old adage, “No one ever gets fired for buying Cisco” is showing its age. Cisco is not a true UTM: the ASA devices run either IPS or content security but not both. WatchGuard offers far more complete and in-depth security while still easily out-performing the ASA.

WatchGuard vs. Fortinet



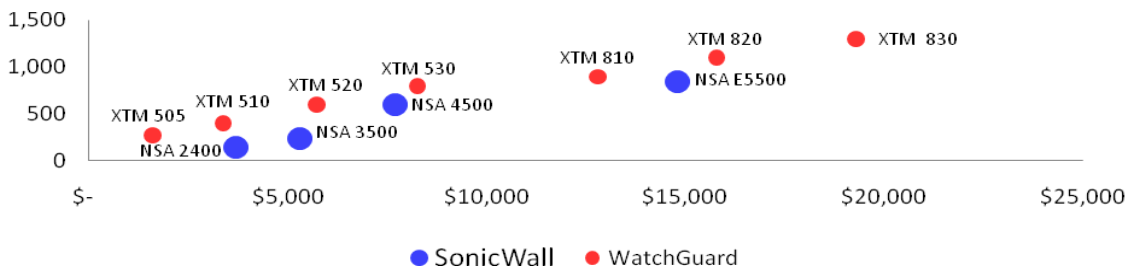
The most recent Fortigate appliances from Fortinet still suffer from the same issues their past products have. Their performance, when doing basic packet filtering, is strong. But as soon as basic functions such as AV and IPS scanning are turned on the performance takes a deep nose dive. Their technology is simply not well suited for UTM.

WatchGuard vs. Juniper



Juniper's lower end SRX devices lack some important features such as HTTPS inspection and integrated SSL VPN capabilities. The higher end ISG products are not even true UTM devices. They are limited to firewall, VPN, and intrusion detection and prevention.

WatchGuard vs. SonicWall



SonicWall touts "reassembly free inspection," which essentially does only part of the job. Without reassembling packets, common fragmented attacks pass right through their security undetected. Despite the gap in security this creates, it indeed reduces the processing needs of their boxes. However, even with this "advantage," the NSA products still can't match WatchGuard XTM, which doesn't sacrifice security for performance.

TOTAL COST OF OWNERSHIP

As anyone who has made a major IT infrastructure purchase knows, your initial outlay for a solution is not the whole story. The services and updates necessary to keep a UTM appliance at top performance add up over the life of the appliance and this must be taken into consideration before making a decision.

Typically, IT administrators pick solutions with a performance buffer so minor increases in network demands don't turn the solution into a bottleneck. Unfortunately this can exaggerate your total cost of ownership over the life of the product.

If you want to be sure your network won't push the solution's limits in the foreseeable future, you may have to pay for a solution sized for a much larger network. And you won't pay more just initially, but will continue to pay for more expensive services meant for larger networks.

Because WatchGuard solutions lead the industry in price/performance, you get the performance buffer you need without the outsized costs. The result is a solution that out performs any other and keeps you well within your budget.

WatchGuard also offers a unique model upgrade for those that grow even faster than they hope. A simple license key allows you to increase performance and capacity quickly and inexpensively, without ripping and replacing hardware.

YOUR NEXT STEPS

Even if you are not currently in the market for a security solution upgrade, the security and cost benefits offered by a WatchGuard XTM Series solution are well worth a look. (See [WatchGuard Trade Up Program](#) for more details on our attractive replacement program.) And if you are already shopping, here are resources to help you do your homework to find the right solution for you. [WatchGuard Resource Center](#)

We are confident that WatchGuard XTM solutions will more than meet your requirements but know you will want to compare products before you make a final choice. Speak with one of our [certified resellers](#) who can help you properly size a solution for your unique network environment. Then compare brands like Cisco, Fortinet, Juniper, and SonicWall to see what they have to offer. You are never going to know how a solution will perform until you have tested it under real world conditions so we also offer a [free evaluation program](#).

If you would like assistance getting started, our dedicated [WatchGuard experts](#) would be happy to help.

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ABOUT WATCHGUARD

Since 1996, WatchGuard Technologies has provided reliable, easy to manage security appliances to hundreds of thousands of businesses worldwide. WatchGuard's award-winning extensible threat management (XTM) network security solutions combine firewall, VPN, and security services. The extensible content security (XCS) appliances offer content security across email and web, as well as data loss prevention. More than 15,000 partners represent WatchGuard in 120 countries. WatchGuard is headquartered in Seattle, Washington, with offices in North America, Latin America, Europe, and Asia Pacific. For more information, please visit www.watchguard.com.

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