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# TheInfoPro - TIPNet Check Information Security Sector

March, 2003

Number 2

## Information Security Study, Wave 1 – Winter, 2003

**DESCRIPTION:** *The findings detailed below were generated from interviews with 25 senior information security professionals about their plans for using an integrated appliance that combines multiple information security functions in a single device. The interviewees were from Fortune 1000 companies, primarily financial services firms because they tend to be early adopters of new technology. The industry distribution of interviewees was: financial services – 10, manufacturing – 5, technology and telecom – 3, media – 3, healthcare – 2, retail – 1, transportation – 1.*

### TIPNet Check – Demand for Integrated Security Appliances

- Eleven of the interviewees said they were actively looking for an integrated appliance this year or in 2004. The combined functionality they were looking for most often included intrusion detection, firewalls, vulnerability assessment and VPN. Authentication, host prevention, network discovery and URL filters were mentioned also. Vendors mentioned were Cisco Systems, Crossbeam Systems, Internet Security Systems (ISS), iPolicy Networks, IntruVert Networks, Nortel Networks, NetScreen, Symantec, NetContinuum, nCircle, Check Point Software Technologies and Neoteris. None of the interviewees were using them yet.
- Of those actively looking for integrated appliances, two said they would use them for internal divisions only, not for external security. Two other interviewees said they would supply customers or business partners with such devices.
- Seven interviewees said they were interested or in such a device but not actively looking at this time. Some wanted to wait until the devices included all best-of-breed functionality for all components. Others said they had just invested in separate devices for each component and could not justify replacing them yet, unless the price was right.
- Seven interviewees said they would not use integrated appliances. The most frequent reason was the risk of putting too many eggs in one basket – when the device fails, all the security components are lost. Another concern was that integrated appliances would not have best-of-breed functionality that separate devices would have. One company with an unusually high exposure to hackers developed its own integrated solution.

### TIPNetwork – Commentary from Fortune 1000 Information Security Professionals

#### From A Fortune 500 Financial Services Firm:

*“We’re looking at it now. A lot of other banks are also, and they’ve been asking us what we’re doing and who we are looking at. We are considering iPolicy, IntruVert and Crossbeam.”*

#### From A Fortune 100 Financial Services Firm:

*“Yes, we’re looking at it now, mostly for the perimeter. We want IDS, firewall, vulnerability assessment, network discovery, maybe forensic. We’re looking at NetScreen, Crossbeam, Check Point and Symantec.”*

#### From A Fortune 100 Retailer:

*“We would use it for external security, in DMZ areas. We are trying to make IDS less cumbersome. We’re looking at Cisco, you can put an IDS blade in their router. The number one issue is data management, aggregating data from multiple vendors.”*

#### From A Fortune 1000 Healthcare Company:

*“Not looking for one right now. There are benefits to integrated appliances, but you have to watch out for the down side – the more complex, the harder they are to manage. If the market brings one that costs half of two separate products, they might be able to sell it to us, especially if it’s made by Cisco.”*



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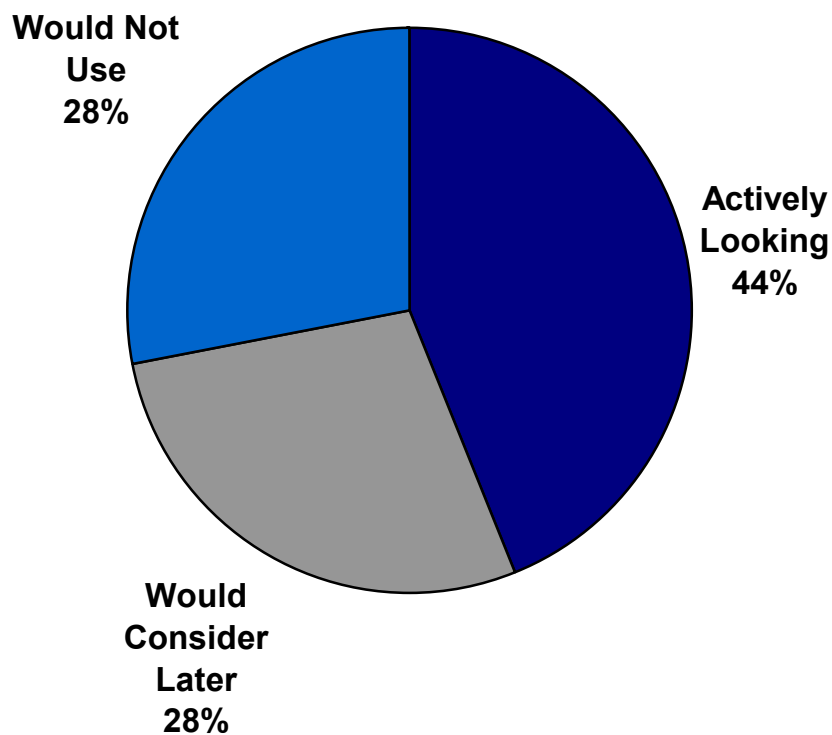
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Integrated Appliance Demand (n=25)



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TIP is an independent research network and leading supplier of market intelligence for the IT industry. Created by alumni of Gartner, IBM, Giga and Bell Labs, TIP produces fundamental, analyst-free research on: markets, vendors, issues, user trends and investor confidence. Transparency is the core of TIP's research process with intelligence delivered without any spin, bias or intermediation.

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