



Check Point

SOFTWARE TECHNOLOGIES LTD.

We Secure the Internet.

Check Point Positions

- *Gartner Magic Quadrants*
- *IDC Market Share Research*

2012

Dean J. Whitehair

Analyst Relations

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1 Gartner Magic Quadrants

2 IDC Market Share Research

3 Analyst Relationships

Current Gartner MQs* (2011-2012)

Magic Quadrant	Date	Rank	Comments
Enterprise Network Firewalls	December-11	LEADER	2011 saw Pan Alto move from Visionary to Leader
Mobile Data Protection	September-12	LEADER	All of 2011 leaders moved down in 2012
Unified Threat Management (UTM)	March-12	LEADER	CP went from NICHE in 2009 to LEADER in 2010
Endpoint Protection Platforms	January-12	VISIONARY	Survey for 2013 submitted
SSL VPN (NAM)	December-11	VISIONARY	
Network Access Control (NAC)	December-11	NOT INCLUDED	2010 NICHE position. Gartner does not consider integrated NAC
Network Intrusion Protection Systems	Due June 2012	DECLINED	2010 NICHE position
Content-Aware DLP	Due August 2012	DECLINED	Also Declined 2011

*The Magic Quadrant is based on two axes:

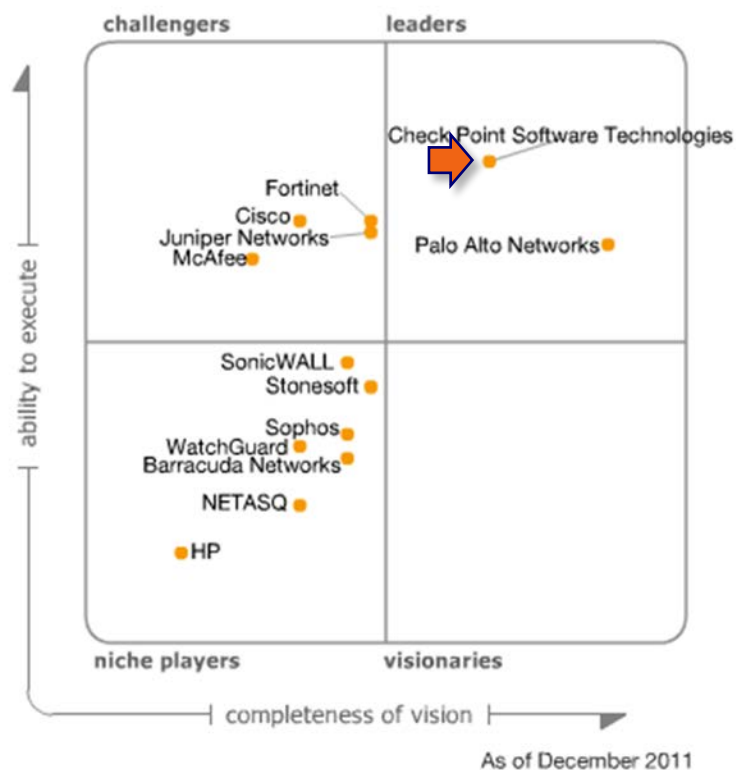
Ability to Execute: Summarizes factors such as the vendor's financial viability, market responsiveness, product development, sales channels and customer base.

Completeness of Vision: Reflects the vendor's innovation, whether the vendor drives or follows the market, and if the vendor's view of how the market will develop matches Gartner's perspective.

Magic Quadrant for Enterprise Network Firewalls, 2011

LEADER

According to Gartner...



- Check Point scored high as a significant enterprise competitive threat by all vendors Gartner surveyed.
- Check Point firewall management capabilities are valued highly by customers with a large number of firewalls with differing configurations.
- Check Point firewalls are most often seen in large and complex networks because of the capabilities of the SmartCenter management platform.
- Check Point usually scores the highest in console quality for selections that Gartner observes.
- Check Point has invested and continues to invest considerable intellectual property into the management console, in recognition of the importance configuration has to Administrators in enterprise deployments.
- Provider-1 users we surveyed generally report a high level of satisfaction.
- Check Point has a strong field of product options, such as VSX for virtualized firewalling, VE for running in virtualized environments, and its Eventia correlation product.
- Check Point has raised the quality of the IPS in the product significantly over that of SmartDefense and IPS-1, and performed favorably on third-party IPS testing by NSS Labs.
- Check Point has the strongest third-party ecosystem of security products that integrate easily with Check Point's management platform.

Magic Quadrant for Mobile Data Protection, 2012

LEADER



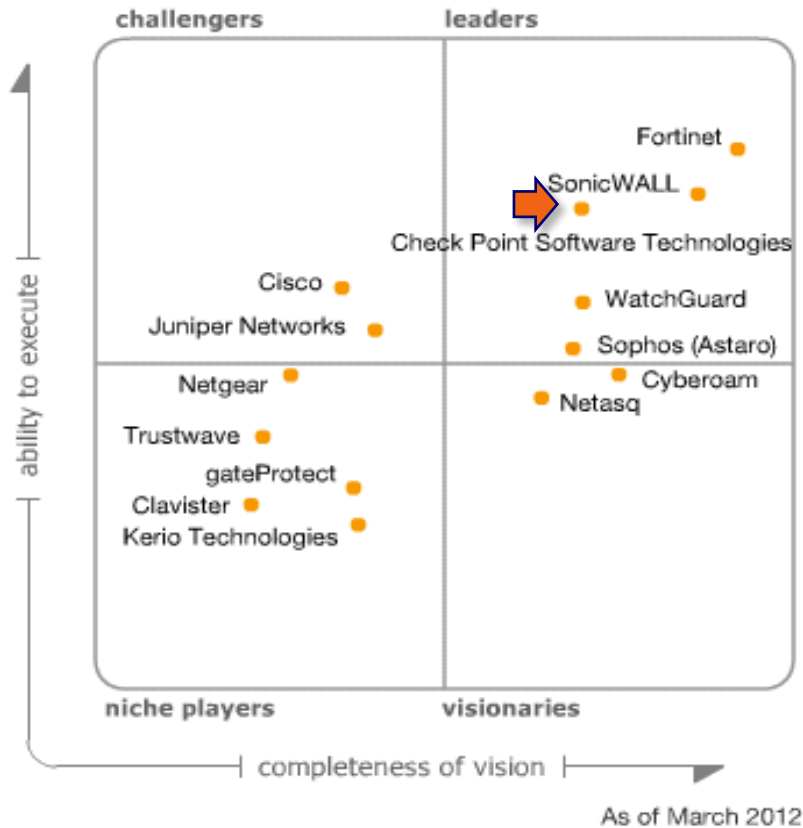
Source: Gartner (September 2012)

According to Gartner...

- Gartner inquiries with Check Point customers reveal they are increasingly reporting positive experience with Check Point's products. Feedback indicates that Check Point has invested more effort into advising clients and resellers on installation and maintenance best practices.
- Check Point has a strong position in remote access for workstations and smaller devices providing a customer base that potentially would be interested in other security technologies for those same platforms. This includes an early release of smartphone data loss prevention (DLP) agents.
- Gartner has some good comments about UserCheck, crediting Check Point for adding client-side, event-driven training prompts to better guide users regarding data movement policies onto removable media.
- Gartner credits Check Point with improving our products over the years and encourages buyers to not miss opportunities to review Check Point's newest generations of products.
- Check Point's dedicated secure hardware device called Check Point Go supports specialized high-security use cases and portable Windows applications.

Magic Quadrant for Unified Threat Management (UTM), 2012

LEADER



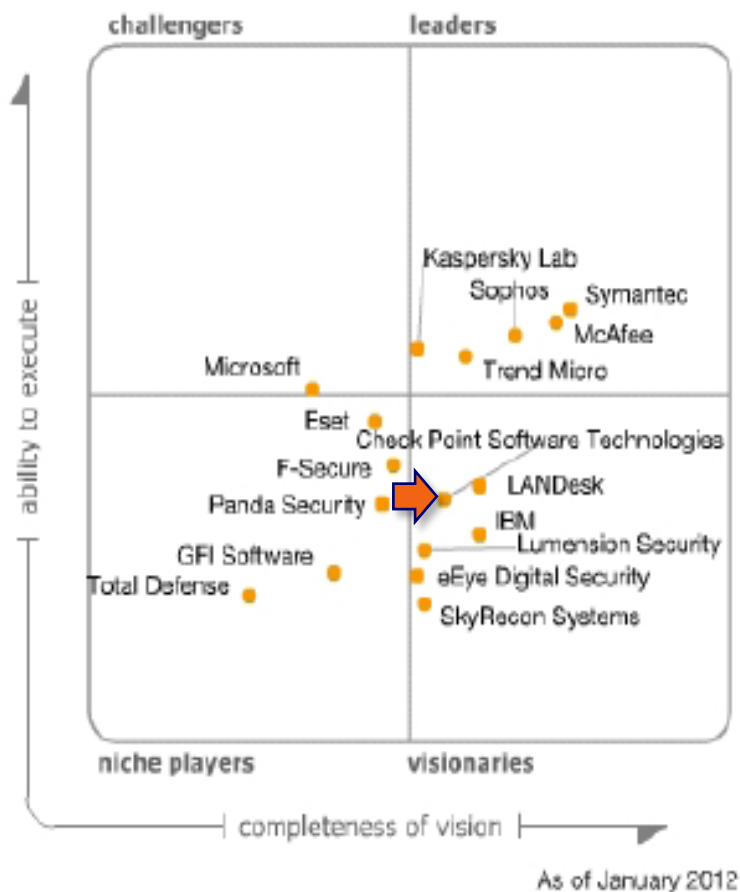
According to Gartner...

- ❑ Check Point Software Technologies is a well-known pure-play security company that has been shipping UTM products since 2004.
- ❑ Trained personnel and external support are easy to find for Check Point products.
- ❑ Check Point offers a managed service starting at less than \$20 per device per month, an aggressive price point compared with other managed service offerings.
- ❑ For the high end of the UTM market, Check Point management console is highly rated.

Magic Quadrant for Endpoint Protection Platforms, 2012

VISIONARY

According to Gartner...

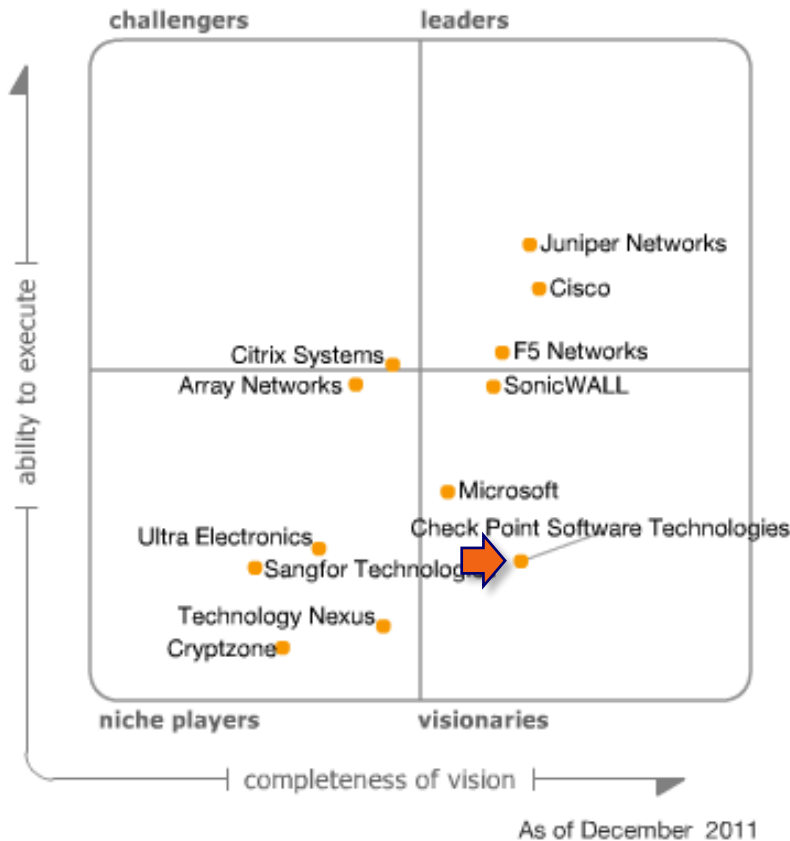


- Like its network offerings, Check Point Endpoint Security uses a "software blade" architecture where clients pay for only the capabilities they need from a comprehensive suite of capabilities.
- Check Point's management console integrates malware protection and data encryption suite offerings. It offers a clean interface with easy navigation and quick access to summary data (overview/dashboard, organization, policies, reports and deployment) that is very similar to a network firewall interface. Reporting is significantly improved. The dashboard can be customized for each administrator. It provides good hierarchical and object-oriented policy, and can exploit network firewall policy objects, such as network zones, in a client firewall policy and can leverage installed gateway appliances as relays for client updates. The personal firewall is comprehensive and includes extensive prepopulated program profiles, excellent location-based policies and very good VPN client integration.
- Check Point offers application control capabilities (which it calls program control) augmented with Check Point's Program Advisor service..
- Check Point has very strong full-disk and file/media encryption, as well as extensive port control, including very granular device and file identification.
- Check Point added browser protection technology from ZoneAlarm, which helps clients avoid malicious Web-based malware.
- Check Point added support for Mac clients in 2011.

Magic Quadrant for SSL VPN, North America, 2011

VISIONARY

According to Gartner...



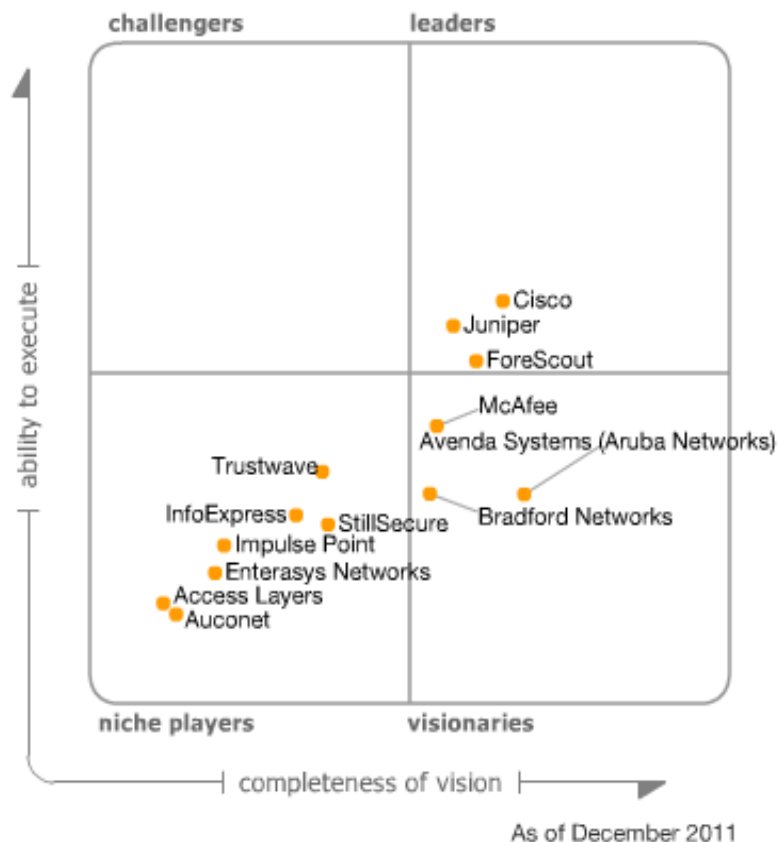
- Check Point offers wide support for all platforms, desktop, laptop and smartphone for SSL and IPsec VPNs. All its gateway products provide consistent and equivalent support for SSL VPN.
- A new Mobile Access software blade has been released to compete with Junos Pulse and Cisco Secure Mobility and features easy VPN remote access from popular smartphones and tablets.
- Mobile Access provides user-specific/task specific portals optimized for smartphones and fully supports Check Point's secure email synchronization.
- Abra (now GO) is a trusted portable personality device (TPPD) that integrates the features of a Check Point VPN client and Check Point-managed on-demand security checks directly into dedicated, encrypted USB storage devices
- Native support for Exchange is present in the VPN gateway so that users do not need a direct connection to an internal Exchange server to synchronize. This could be a distinct advantage for firewalling email traffic, but seems to be largely undiscovered by Gartner clients.

Magic Quadrant for Network Access Control, 2011

NICHE 2010
(N/A 2011)

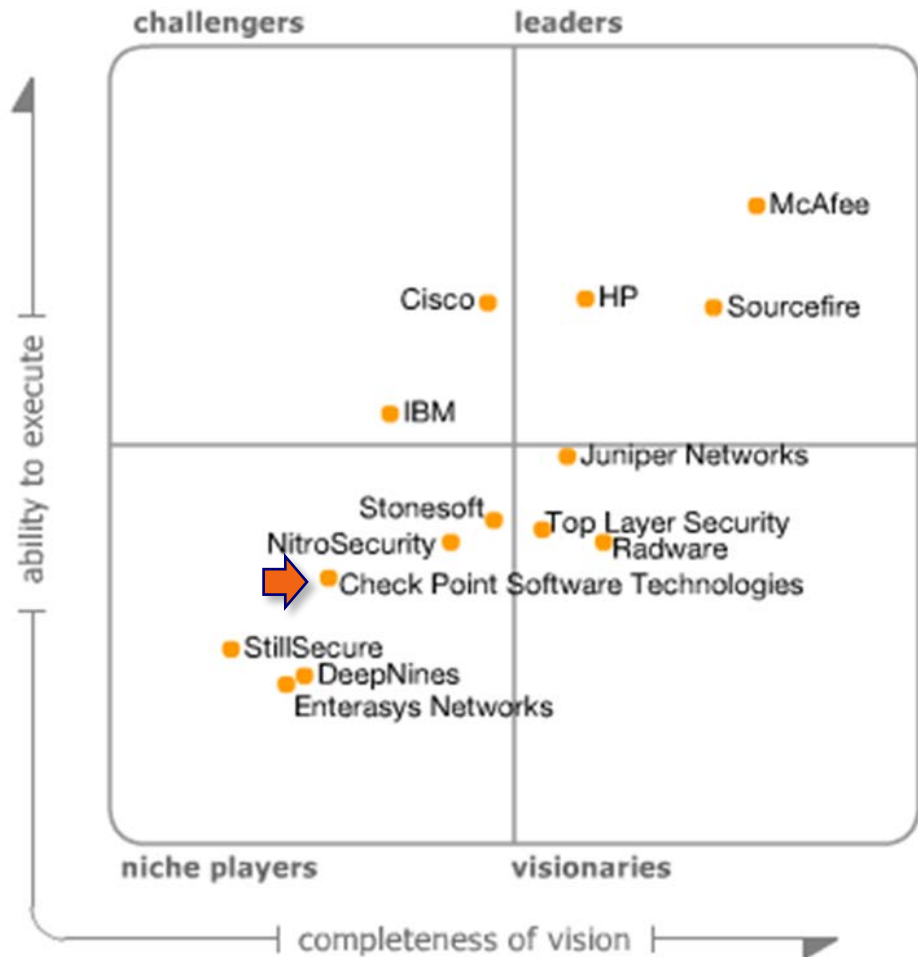
According to Gartner...

- Based on Check Point's response to the 2011 NAC MQ survey, Gartner analysts and MQ author Lawrence Orans decided not to include Check Point in the 2011 MQ.



Magic Quadrant for Network Intrusion Protection Systems, 2010

NICHE



According to Gartner...

- IPS-1 can be managed under the Check Point SmartCenter console.
- Gartner believes that the Nokia security appliance acquisition provides a good future path for potential purpose-built IPS appliances, although no road map announcements have been made.

As of December 2010

1 Gartner Magic Quadrants

2 **IDC Market Share Research**

3 Analyst Relationships

Worldwide Security Appliance by Vendor 2012 (Q2)*

CHECK POINT RISES TO THE TOP POSITION IN WORLDWIDE COMBINED FIREWALL AND UTM APPLIANCE MARKET ACCORDING TO IDC

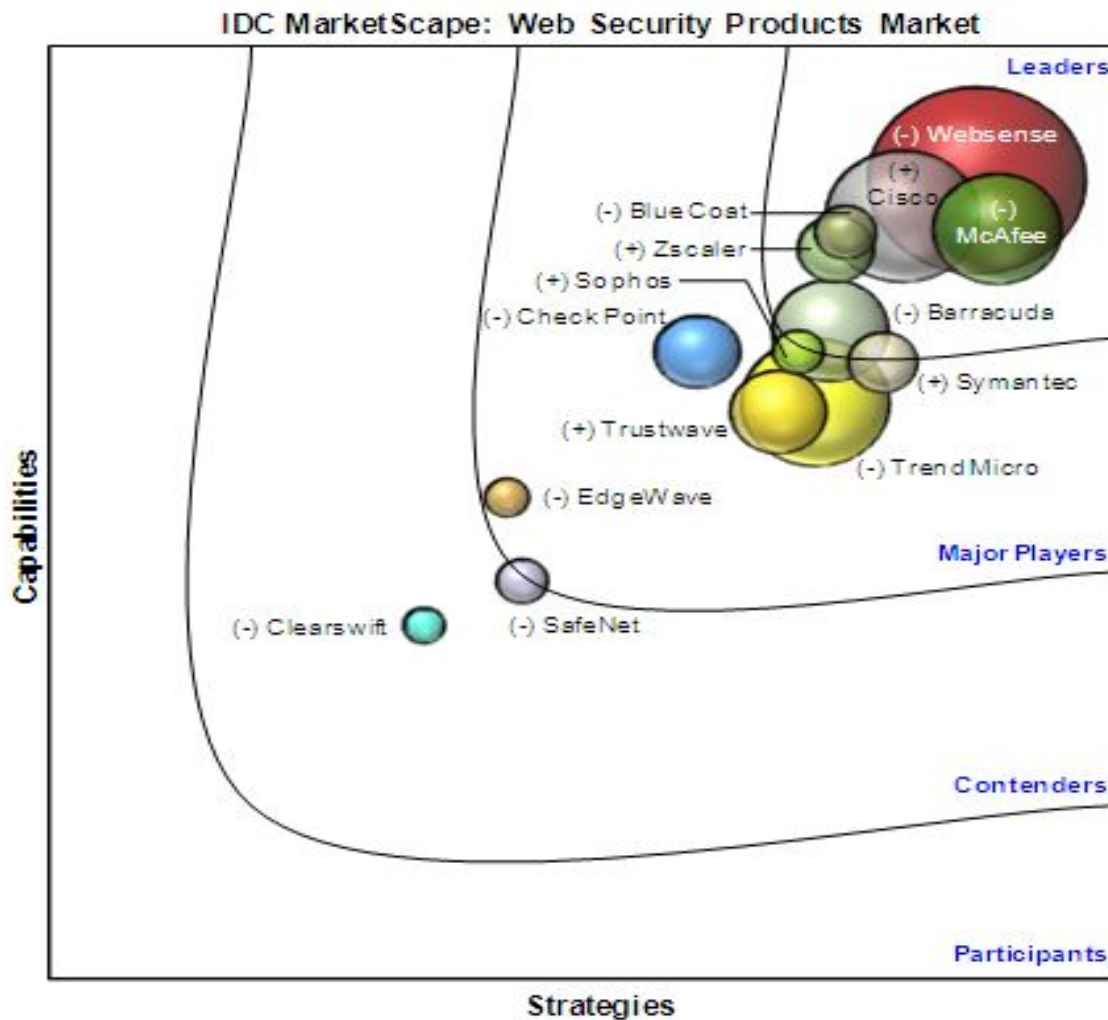


Vendor	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	% of Total
Check Point	\$168.35	\$195.15	\$202.35	\$237.08	\$214.79	\$243.33	19%
Cisco	\$189.41	\$202.17	\$210.31	\$248.01	\$234.05	\$233.87	18%
Juniper	\$145.31	\$141.35	\$168.16	\$164.59	\$150.03	\$141.44	11%
Fortinet	\$81.89	\$88.96	\$99.46	\$103.55	\$101.30	\$112.89	9%
SonicWALL	\$44.38	\$42.63	\$50.01	\$51.85	\$55.05	\$50.20	4%
Watchguard	\$23.89	\$26.74	\$26.26	\$29.69	\$27.81	\$32.40	3%
f5 Networks	\$13.69	\$12.61	\$14.25	\$13.86	\$21.03	\$25.08	2%
McAfee	\$23.55	\$20.99	\$21.46	\$25.28	\$22.67	\$22.61	2%
TopSec	\$8.21	\$13.29	\$17.23	\$19.71	\$8.91	\$15.03	1%
Lenovo	\$4.35	\$7.40	\$8.17	\$10.76	\$6.41	\$13.42	1%

*Numbers don't include dedicated IPS and content management

Worldwide Web Security Vendor Assessment 2012

IDC MarketScape: Worldwide Web Security Products Vendor Assessment



Source: IDC, October 2012





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Thank You

Analyst reports (for internal use only) can be found at:

<http://wiktionary.checkpoint.com/confluence/display/PRODUCTINFO/Analysts+Reports>

For additional information please contact: Dean Whitehair, 650.628.2545

dwhiteha@checkpoint.com

