

Features	Benefits	Description	Competitive Landscape	Competitive Differentiation
<ul style="list-style-type: none"> <li>Excellent mid range enterprise system for firewall and VPN with 2.4Gbps firewall &amp; 750Mbps VPN performance</li> </ul>	<ul style="list-style-type: none"> <li>Fulfills traffic throughput requirements of large enterprises and service providers with large enterprise customers</li> </ul>	<ul style="list-style-type: none"> <li>Nokia IP Security Platform running Check Point NGR55+ with SecureXL 2.1 or Nokia Secure Access System at a mid-price point with good performance.</li> <li>Very cost effective solution.</li> </ul>	<ul style="list-style-type: none"> <li>NetScreen NS5200 &amp; NS500</li> <li>Crossbeam X40 &amp; C30</li> <li>Cisco Catalyst 6503 and PIX 535</li> </ul>	<ul style="list-style-type: none"> <li>Better dollar to megabit performance for firewall</li> <li>Equal or better \$/Mbps for VPN</li> <li>Check Point is accepted as best firewall solution</li> <li>IPSO is hardened OS with solid history</li> </ul>
<ul style="list-style-type: none"> <li>High Ethernet port density</li> </ul>	<ul style="list-style-type: none"> <li>Connects to an array of networks with up to 36 10/100 &amp; 8 GigE ports in various combinations</li> </ul>	<ul style="list-style-type: none"> <li>Allows multiple connections to multiple networks via either 10/100 or GigE Ethernet</li> </ul>	<ul style="list-style-type: none"> <li>Same as above. NS scales up to 24 10/100 and 8 GigE</li> <li>Cisco up to 48 10/100 and 12 GigE</li> <li>Crossbeam is dependent on using their NPM blades (costly per interface)</li> </ul>	<ul style="list-style-type: none"> <li>Nokia IP Security Platforms provide more flexibility for different connection types and a customer does not pay for more then they can use</li> </ul>
<ul style="list-style-type: none"> <li>Exceptional Connections Per Second performance (20,000 CPS for mid range system))</li> </ul>	<ul style="list-style-type: none"> <li>Best choice for deployment in front of web farms (high volumes of short lived connections)</li> </ul>	<ul style="list-style-type: none"> <li>Allows for very scalable number of connections to be made through a firewall for external requests to a website</li> </ul>	<ul style="list-style-type: none"> <li>Best case for NetScreen is 25,000 Sessions (actually less then CPS)</li> <li>Cisco is higher but more expensive for combined firewall &amp; VPN system</li> <li>Crossbeam slower and more per \$/CPS</li> </ul>	<ul style="list-style-type: none"> <li>Scalable system supports mid to large enterprise sites or service providers with mid to large enterprise customers</li> </ul>
<ul style="list-style-type: none"> <li>Very serviceable - hardware and software are supported by a single vendor</li> </ul>	<ul style="list-style-type: none"> <li>Easily upgraded and only takes one phone call for hardware and/or software support</li> </ul>	<ul style="list-style-type: none"> <li>Slide-out tray allows for easy servicing</li> <li>Single phone call to Nokia for hardware, OS and Check Point software support</li> </ul>	<ul style="list-style-type: none"> <li>NetScreen and Cisco provide single support as well. Their systems are not as easily serviceable. NetScreen can't be opened without breaking warranty</li> <li>Crossbeam does not provide single support for entire solution</li> </ul>	<ul style="list-style-type: none"> <li>Nokia provides superior support and very serviceable systems by design</li> </ul>
<ul style="list-style-type: none"> <li>System has hot swap and redundant options: dual power, fans, HDD , VPN and acceleration card</li> </ul>	<ul style="list-style-type: none"> <li>Flexible system that can be easily upgraded for full redundancy</li> </ul>	<ul style="list-style-type: none"> <li>System has capabilities most competitors don't offer in a mid level enterprise system</li> <li>Competitive hardware and combined hardware/software solution price</li> </ul>	<ul style="list-style-type: none"> <li>NetScreen - base system requires company to order power supplies and does not hot swap.</li> <li>Cisco – must select chassis *selection is limited) and upgrade it to get both firewall &amp; VPN on same system.</li> <li>Crossbeam - have to buy multiple blades; APM, NPM &amp; CPM – expensive and confusing</li> </ul>	<ul style="list-style-type: none"> <li>The only item(s) to order are interface and/or VPN card and CheckPoint licese, making the ordering and deployment process much simpler.</li> </ul>
<ul style="list-style-type: none"> <li>Redundant capabilities</li> </ul>	<ul style="list-style-type: none"> <li>Reliability</li> </ul>	<ul style="list-style-type: none"> <li>Can be deployed as a fully redundant hot swappable system at a mid enterprise price point</li> </ul>	<ul style="list-style-type: none"> <li>Much more expensive to achieve this level of redundancy – and still don't have hot swap capability</li> </ul>	<ul style="list-style-type: none"> <li>High reliability and performance at mid to large enterprise performance</li> </ul>