Dell SonicWALL SuperMassive Series Next-Generation Firewalls (NGFWs)

Dell Software

Opportunity

- Enterprise networks, service providers and data centers requiring multi-gigabit security with intrusion prevention (IPS), anti-malware and app control
- Additional Deep Packet Inspection (DPI) protection for existing network security infrastructures through Layer-2 Bridge Mode deployment
- Replacement for obsolete Stateful Packet Inspection (SPI) firewalls that are inadequate against today's threats

Customer challenges/pain points

- Common SPI firewalls provide minimal protection against sophisticated modern threats such as malware and exploits
- The growth of web-based applications makes it difficult to visualize and control productive and unproductive applications
- There are few affordable multi-gigabit IPS and anti-malware gateways in today's network security market

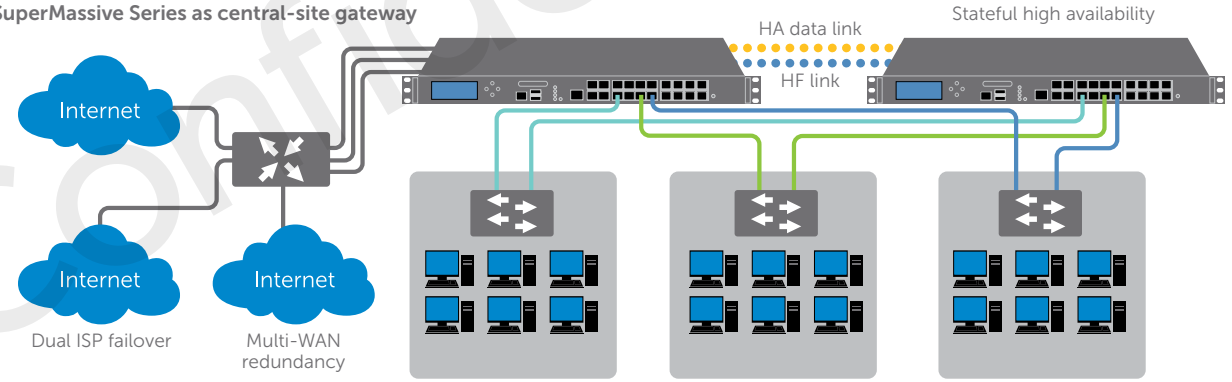
Relevant audiences include

- IT administrators who are replacing obsolete network infrastructures and/or are consolidating many point solutions into a single platform that combines security with networking features
- CIOs/CTOs looking for a solution that integrates enterprise-class security, uncompromising performance and state-of-the-art application awareness and visualization at an affordable TCO

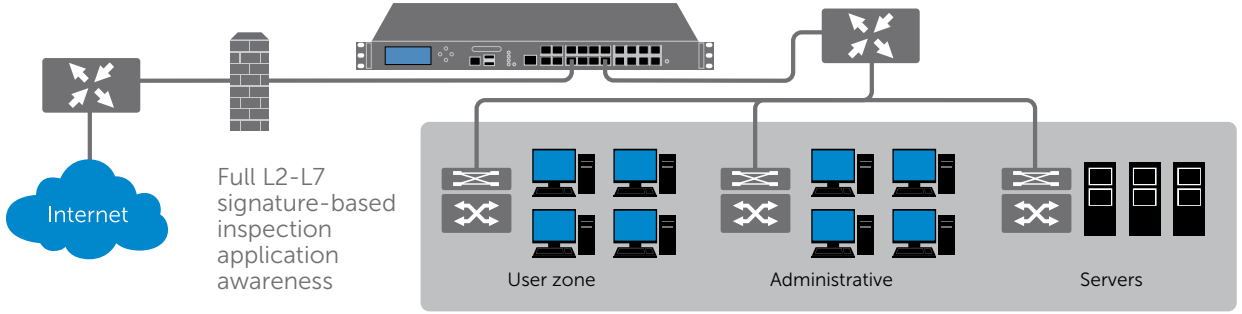
Dell SonicWALL advantage – Why Dell SonicWALL?

- **High-performing DPI architecture:** Get the benefits of IPS, anti-malware and app control without slowing your network
- **Comprehensive DPI network security:** SCAN EVERYTHING – no file size limits, no latency, no buffering/proxying – all across any port instead of just a select few
- **Application traffic visualization and control:** Analyze and identify bandwidth hogs and control traffic through powerful app signatures by user/group/schedule
- **Secure wireless controller:** Add secure 802.11 a/b/g/n connectivity with Dell™ SonicWALL™ access points that are fully controlled and managed by the firewall
- **Eliminate unnecessary equipment and costs:** Consolidate firewall, IPS, gateway anti-malware, SSL VPN, web filtering, application traffic flow analytics and more
- **SSL VPN client cross-platform support**: Support Windows, Mac OS, iOS, Android™ and Linux®

SuperMassive Series as central-site gateway



SuperMassive Series as in-line NGFW solution



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Qualifying questions

1. Are you currently using stateful packet inspection technology that only scans packet headers and misses threats within the packet payload?

2. Do you know which applications are used on your network, so that you can prioritize business applications and throttle down or block unproductive apps?

3. Would you like to prevent attacks that target web browsers, Java, and Flash, and protect yourself against malicious documents used to land malware on your network?

4. Do you need to manage multiple firewalls from a single location, and create consistent policies for wired and wireless networks across your entire organization?

Competition/differentiators*

Cisco®

- Cisco still sells the ASA firewall line, which relies on SPI, leaving holes in protection against modern threats
- Cisco relies on its brand name to sell expensive support and service contracts

Response

- Emphasize that Cisco ASAs cannot do intrusion prevention and anti-malware simultaneously
- Cisco ASAs have a much higher TCO and provide significantly less functionality at price points similar to those of Dell SonicWALL
- High-end Cisco ASAs have no ability to do intrusion prevention

Fortinet®

- Fortinet competes with Dell SonicWALL in replacing Cisco, but severely lacks in DPI performance
- Fortinet's focus is on SPI which is inadequate against today's threats

Response

- If the customer wants intrusion prevention or anti-malware, Fortinet performance suffers tremendously
- Fortinet is incapable of application visualization and has virtually no application control features

Juniper Networks®

- Juniper Networks' SRX line of firewalls is based on a router OS with security added on top, which creates the potential for bottlenecks and increases management complexity

Response

- Juniper Networks' JUNOS is extremely complex to set up, configure and maintain
- Juniper Networks' SRX Series relies on proxies and performs poorly when DPI services are enabled
- Juniper Networks' higher-end SRX firewalls cannot do IPS and anti-malware simultaneously

*As of 01/13

Capability	9200	9400	9600	E10200	E10400	E10800
Processing cores	24	32	32	24	48	96
Firewall throughput	10 Gbps	20 Gbps	20 Gbps	10 Gbps	20 Gbps	40 Gbps
Application intelligence throughput	7.5 Gbps	10 Gbps	12 Gbps	7.5 Gbps	15 Gbps	30 Gbps
IPS throughput	7.5 Gbps	10 Gbps	12 Gbps	7.5 Gbps	15 Gbps	30 Gbps
Anti-malware throughput	3.5 Gbps	4.5 Gbps	5.0 Gbps	3.0 Gbps	6.0 Gbps	12 Gbps
Maximum connections	1.25 M	1.25 M	1.5 M	3.0 M	6.0 M	12.0 M