

The Next Generation Firewall

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S E C U R E

C O M P U T I N G

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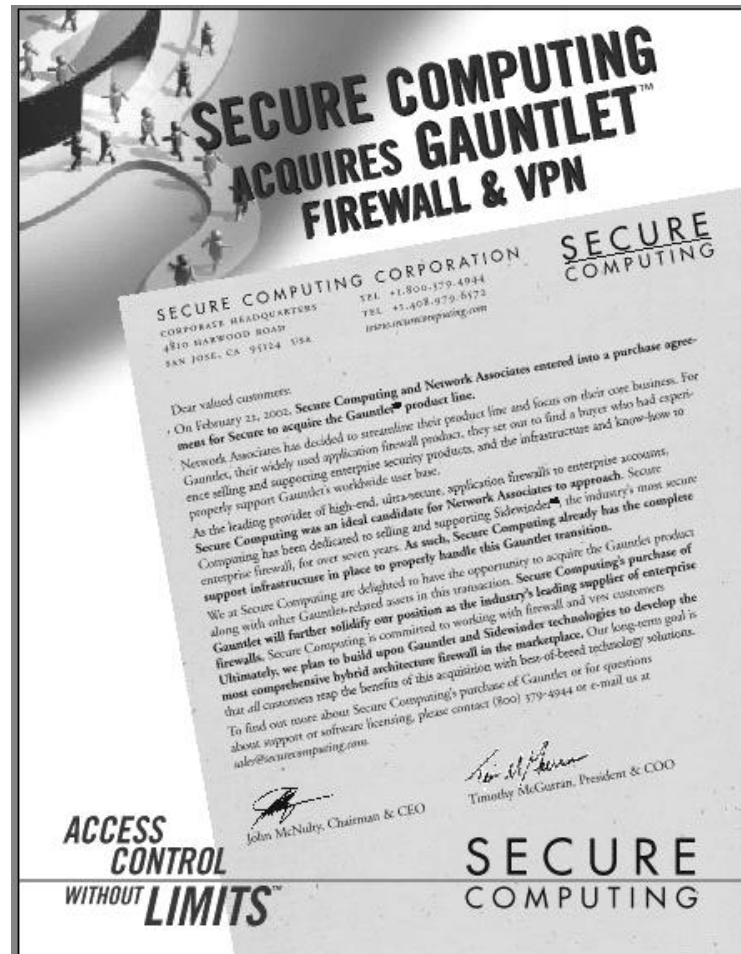
- ◆ Gauntlet Acquisition Completed
February 26, 2002
- ◆ Technology merger in progress



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What We Bought

- Approximately 4,000 new customer relationships
- Most are Solaris users 30%+ of the total are e-ppliance users
- A mix of license types perpetual, subscription, enterprise (TNS), source code, etc.
- 26 Gauntlet engineers hired (development and back-end support)



What We Didn't

- The e-ppliance 100 and under family
- The PGP VPN client
- NAI Labs
- The NAI reseller contracts
- No competition (of course)

Analysts Comments

“The Gauntlet acquisition presents Secure Computing with an opportunity to demonstrate the superior application protection offered by proxy firewalls.”

**Richard Steinnon
Research Director Security
Gartner**

“Secure Computing is the natural choice for Gauntlet customers. Sidewinder and Gauntlet are true peers in the enterprise firewall market ...this acquisition enhances Secure Computing's security offerings, increases its market share, and provides it with a robust new partnership.”

**Charles Kolodgy
Research Manager
Internet Security Software
IDC**

● Knowledge Base

- The Gauntlet customer “knowledge base” is available on our web site.

● Patch Services

- Secure Computing has released twenty Gauntlet patches since February 25th.
- Both old and new Gauntlet patches & upgrades are available on SCC web site.

Developing a plan

In-Depth Consultations with Outside Experts

- **Industry analysts**
 - Aberdeen Group, Gartner, Giga Information Group, IDC, META Group
- **Financial analysts**
- **Sun Microsystems**
 - Solaris OS & Sun hardware & processors
- **Dell-Intel**
 - Hardware & processors
- **Wind River**
 - BSD OS and hardware
 - Driver support
 - Processor chip support (Intel, SPARC, PowerPC, etc.)

Developing a plan

- **Customer Meetings**
 - Hundreds of face-face meetings all over the world
- **Channel Partner Meetings**
 - Fifty or more NAI channel partner discussions
- **Market Research**
 - Our combined marketing teams - present SCC product marketing staff + former NAI staff ...
 - Jointly updated our research on the firewall market
 - *A new look* at where we are, and where we want to be

Firewall Forum

- Secure Computing contracted with specialty firm CompanyWay.com to host and moderate the event, and to summarize the results
- April 24 – May 8, 2002 (two weeks - 24 X 7)
- We invited over 400 of the largest Sidewinder & Gauntlet customers
- Following is a sample of the data ...

Firewall Forum

Organizational Roles

- 53% Technical leads/senior engineers
- 33% Security administrators in IT
- 5% Corporate officers
- 9% Other

Products Used

54% Gauntlet users

- 43% Gauntlet software
- 11% E-ppliance users

46% Sidewinder users

- 43% Sidewinder software
- 3% Sidewinder Appliance (just released)

Firewall Forum

According to our survey...

- Application Proxies - very important
 - 99% said *important* or *very important*
- Stateful Packet Filters – very important
 - 79% said *important* or *very important*

Firewall Forum

According to our survey...

- HTTP Proxy – important and growing
 - 64% said *important* or *very important* today
 - 74% said *important* in the future

Firewall Forum

According to our survey...

Secure UNIX – very important

- 82% said *important* or *very important*

*...we wouldn't think of
doing it any other way.*

Firewall Forum

According to our survey...

Firewall Anti-virus Scanning

- *38% said important or very important today*
- *35% said not Important today*
- *52% said important in the future*

A lot of Forum discussion on this topic

“The firewall should be a firewall and that’s all.”

But others say

“Virus scanning on the firewall is essential.”

Forum Summary

- Want both a powerful GUI *and* a powerful command line interface
- Want a single view for all firewall rules - packet to application proxy
- Want enterprise-class central management
- Overwhelming want a UNIX-based firewall
- Want help in securing and hardening the UNIX OS
- Want the best price/performance

Engineering Analysis

- Our combined engineering teams
 - Sidewinder engineers
 - Gauntlet engineers ...
 - Advanced Technology Division engineers
- Tested & debated many ideas and approaches
- Thoroughly reviewed all options

The solution

- ◆ Base the firewall on SecureOS™
- ◆ Incorporates type enforcement and Standard OS hardening techniques
- ◆ Start with Sidewinder proxies adding Gauntlet Proxies and features
- ◆ Use Gauntlet Enterprise Management concepts (GEM)
- ◆ Gauntlet Virus filtering (coming soon)

Next Generation Firewall

- ◆ A hybrid between an application proxy and a packet filter
- ◆ SecureOS™ Based on BSD Unix 4.3
- ◆ Enterprise management for multiple firewalls
- ◆ GUI and command line interface

Retained GEM concepts

- Location
- Site
- Firewall
- Rules
- Substitution
- Local administrators
- Partitioning of administration space

Summary

- The two-phase NGF plan will include the best features of both Sidewinder, Gauntlet *and* many new features Q1 2003
- Many migration aids, both planning & technical, will be available to help.
- NGF will be hosted on Secure OS™
- The NGF will be a bundled hardware/software "appliance" on leading-edge high-performance platforms
- Hybrid *packet-to-application* security, manageability, and performance

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Q & A

