Gauntlet Acquisition Completed
February 26, 2002
Technology merger in progress
What We Bought

- Approximately 4,000 new customer relationships
- Most are Solaris users
- 30%+ of the total are e-appliance 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-appliance 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
Gauntlet Customer Support

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
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 …
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)
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*
According to our survey...

- HTTP Proxy – important and growing
  - 64% said important or very important today
  - 74% said important in the future
According to our survey…

Secure UNIX – very important

- 82% said important or very important

…we wouldn’t think of doing it any other way.
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
Q & A