

Top 5 Vendors, Western European Security Appliance Market Factory Revenue (\$M), 2Q08					
Vendor	2Q07 Revenue	2Q07 Market Share	2Q08 Revenue	2Q08 Market Share	Growth 2Q08/2Q07
Cisco	\$82.47	26.5%	\$108.34	29.0%	31.4%
Juniper	\$30.65	9.8%	\$29.50	7.9%	-3.7%
Fortinet	\$13.54	4.4%	\$15.37	4.1%	13.5%
Nokia	\$12.94	4.2%	\$13.73	3.7%	6.1%
IronPort Systems	\$9.52	3.1%	\$11.96	3.2%	25.7%
Others	162.21	52.0%	194.25	52.1%	19.8%
Total market	311.33	100%	376.14	100.0%	19.9%