

Top 5 Vendors, Western European Security Appliance Market Factory Revenue (\$M), 4Q09

Vendor	4Q08 Revenue	4Q08 Market Share	4Q09 Revenue	4Q09 Market Share	Growth 4Q09/4Q08
Cisco	\$119.99	26.7%	\$107.34	23.9%	-10.5%
McAfee	\$9.89	2.2%	\$51.20	11.4%	417.9%
Juniper	\$31.74	7.1%	\$34.87	7.8%	9.9%
Check Point	\$13.98	3.1%	\$23.05	5.1%	64.8%
Fortinet	\$23.16	5.1%	\$20.85	4.6%	-10.0%
Others	\$251.21	55.8%	\$212.20	47.2%	-15.5%
Total market	\$449.97	100%	\$449.51	100%	-0.1%

Source: IDC, 2010

Top 5 Vendors, Western European Security Appliance Market Factory Revenue (\$M), 2009

Vendor	2008 Revenue	2008 Market Share	2009 Revenue	2009 Market Share	Growth 2009/2008
Cisco	\$493.01	29.7%	\$358.69	22.3%	-27.2%
McAfee	\$38.81	2.3%	\$132.07	8.2%	240.3%
Check Point	\$47.70	2.9%	\$122.95	7.6%	157.8%
Juniper	\$131.51	7.9%	\$117.75	7.3%	-10.5%
Fortinet	\$69.91	4.2%	\$72.79	4.5%	4.1%
Other	\$881.33	53.0%	\$807.60	50.1%	-8.4%
Total market	\$1,662.27	100%	\$1,611.84	100%	-3.0%

Source: IDC, 2010

* Note that McAfee data did not include Secure Computing's results in 2008.