

Internet Security Strategic Market Options and Forecasts to 2001

Internet market explosive growth is stimulating the need for data security. Now is the time to achieve a presence in Internet security markets, before the market leaders become entrenched, while the rapid growth phase is still occurring.

\$500 million markets in 1996 are expected to exceed \$5 billion by 2001 as Internet home pages begin to be used for commerce. The study documents shifts occurring in Internet security markets. It provides insight about strategic market options in the context of the following:

- Security as migration to distributed computing systems occurs
- Security as data is transferred from the client directly into mission critical central computing systems
- Impact of Internet security on development of Internet commercial markets
- Rate of use of Internet by consumers increases
- Speed of adoption of Internet by enterprise increases
- Impact on security architecture as Internet servers are located close to content developers
- Support of Internet in driving development of new applications
- Impact of hybrid fiber optic / coax communications transport lines
- Impact of implementation of broadband communications infrastructure
- Impact of implementation of ATM switching systems

THE STUDY ADDRESSES:

- **Market strategies for participating in high growth Internet security market segments**
- **Strategic positioning of Internet security product providers**
- **Market directions and strategic market alliances**
- **Risk/reward scenarios -- access to existing customer bases**
- **Strategies for success**

You NEED This Study

COMPANIES PROFILED

ANS	HEWLETT-PACKARD	RAPTOR
AXENT	IBM	SANTIX
BLUESTONE	TIVOLI SYSTEMS	SECURITY DYNAMICS
CANDLE	MCAFFEE ASSOCIATES	RSA DATA SECURITY
CHECKPOINT	MEMCO SOFTWARE	SHIVA
CHEYENNE	MERGENT	SOFTBANK CORP
CKS SOFTWARE	MICROCOM	TREND MICRO
CYBERSAFE	MICROSOFT	SOS CORPORATION
CYGNUS SUPPORT	MILKYWAY NETWORKS	SPIDER
DIGEX	NETSCAPE	SUN MICROSYSTEM
DYNASOFT	ORACLE	SYMANTEC
FISCHER	PACIFIC BELL	UTIMACO SAFEWARE
FRONTIER	PRETTY GOOD	VERITY
GANDALF	PRICE WATERHOUSE	WIND RIVER SYSTEMS
GRADIENT	PROCESS SOFTWARE	XYLOGICS
HAYSTACK LAB	PSINET	3COM

REPORT OUTLINE

EXECUTIVE SUMMARY	Middleware messaging	Tivoli
1. MARKET DEFINITION	Market growth factors	Digital signatures
Internet commerce	Antivirus products	Utimaco Safeware
Telecommuting	Digital signatures	PBX security
Types of networks	PBX security	Ottawa Telephony Group
Security solutions	3. PRODUCTS	4. ARCHITECTURE
Firewalls	Firewalls	INFRASTRUCTURE
User authentication	Interlocks	Internet architectures
Tokens	Firewall functions	Security architecture
Audit trails	Firewall limitations	Rule based models
Uses of Internet security	Basic types of firewalls	Intranet benefits
Internet and Intranet	Checkpoint Software	Intranet risks
Encryption	Raptor	Security auditing
Graphical management	Gradient technologies	Internet
Software distribution	Token-based security	Browser security
2 MARKET FORECASTS	Security Dynamics ID	Sophisticated mail
Market driving forces	Secure Computing	Web security tools
Summary forecasts	Digital Pathways	Web wireless software
Internet market profile	Encryption	Virtual private networks
Users/access/servers	RSA encryption	Applications (APIS)
Penetration analysis	capability	5. COMPANY PROFILES
Internet and Intranets	Internet servers	6. INTERNET SECURITY
Navigation	Secure browsers	APPLICATIONS
Virtual private networks	Cybersafe corporation	Mobile and telecommuting
Firewalls	Virus protection	Intranet
Token authentication	Mcafee Associates	Store-and-forward mail
Server authentication	Symantec/Norton	Online information
Anti virus protection	Softbank/Trend Micro	Sales applications
Encryption	Messaging middleware	
Central audit	System management	
	Hewlett-Packard	

Human resources	AT&T securebuy	Tasks/Administration
Internet banking	services	
Technical support/help	Pacific Bell network	
Network security services	ANS	
IBM MQSeries Internet	System administration	

LIST OF TABLES AND FIGURES**FORECASTS 1996-2001**

Market Shares for 1996
U.S. Markets
Shipments in Millions of Dollars

FORECASTS

Internet summary market forecast
Internet users. number
Internet access market forecast, dollars
Software server shipments
Firewall, user authentication, and central audit
LAN installed base, market penetration
LAN ports, installed base, market forecast
Firewall market shares
Firewall market forecast
Token authentication market shares
Token authentication market forecast
Server authentication market shares
Server authentication market forecast
Virus protection market shares
Virus protection market forecast
Encryption market shares
Encryption market forecast
Central audit market shares
Central audit market forecast
Messaging middleware market shares
Messaging middleware market forecast
Digital signature market forecast
PBX security market forecast

PRODUCTS

Telecommuting access needing Internet
Networks requiring security
Domains of network security
Aspects of tokens
Network security issues
Security system aspects
Use of Internet security
Industries using Internet security
Organizational challenges of security
Internet security market driving forces
Internet security market drivers
Functions of the firewall
Checkpoint firewall software features
Gradient webcrusader features

Gradient DCE features
Security Dynamics server features
Security Dynamics token server location
Security Dynamics token product forms
Messaging middleware distributed computing
Components for digital signatures

ARCHITECTURES

Security system architecture
Model for security system rule definition
Security system access controls
Rule constraints
Time based authentication
Authentication history
Corporate Intranet definition and segments
Benefits of Intranet and Internet
Risks of interconnected computing networks
Compromised integrity of security systems
Different Internet and Intranet servers
Aspects of Intranet implementation

STRATEGIC POSITIONING

Cybersafe strategic partnerships
Raptor systems industry segments targeted
Raptor resellers, integrators, and ISPs
Security Dynamics strategic partners
Security Dynamics remote access partners
Security Dynamics Internet strategic partners
Security Dynamics network partners
Spider scalable Internet products
Spider strategic alliances/corporate customers
Acquisitions by Symantec
Types of paper-based information moving to on-line distribution
Intranet browser access /employee information
AT&T network-based hosting services
Multiple ANS interlock protections
System administration tasks
Levels of administration control

REPORT METHODOLOGY

This is the twenty-first in a series of market forecasts of Internet data communications, telecommunications, and information services. The project leaders have significant experience preparing industry

WINTERGREEN RESEARCH, INC.

studies. Forecasts are based on primary research and proprietary data bases. In-depth interviews are conducted with a broad range of key participants in the market.

REPORT NO. A791597264 450+ PAGES 105 TABLES AND FIGURES 1997 \$2,800

www.wintergreenresearch.com