

NEWS RELEASE



The Networking Information Source

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FOR IMMEDIATE RELEASE

Dedicated VPN Hardware Market Hits \$281 Million in 1999

SAN JOSE, CA, February 23, 2000—Infonetics Research today announced the latest findings from its *VPN Hardware and Software Quarterly Worldwide Market Share and Forecasts* service. Dedicated VPN hardware revenues alone totaled \$281 million in 1999 and are forecasted to grow to \$831 million in 2000. Infonetics Research's VPN market share service also forecasts the market for VPN-enabled routers, VPN-enabled hardware firewalls, and VPN-enabled software firewalls.

"1999 was the first year of substantial enterprise VPN product sales—2000 will be phenomenal," said Jeff Wilson, Director of Corporate Access. "With Cisco's recent acquisitions of Altiga and Compatible, and the Windows 2000 IPsec client release, the last major barriers to VPN deployment have been removed and all major product manufacturers finally have their product strategies in line."

Infonetics Research's 4Q99 delivery of this service includes data from 3Com, Alcatel, Cabletron/FlowPoint, Check Point Software Technologies/Nokia, Cisco, IBM, Intel, IRE, Lucent, Netscreen, Network Alchemy, Nortel Networks, SonicWALL, Watchguard, and others.

The *VPN Hardware and Software Quarterly Worldwide Market Share and Forecasts* service helps companies interested in the VPN hardware market understand the size of the market, how it is growing, and who's leading in the various segments of the market. The quarterly service, delivered electronically, provides worldwide market share data and shipment and forecast data divided by North America, Europe, and the rest of the world.

For press inquiries, please contact analyst **Jeff Wilson** at **(408) 298-7999 x226** or **jeff@infonetics.com**.

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About Infonetics Research

Infonetics Research ([http:// www.infonetics.com](http://www.infonetics.com)) is a market research and consulting firm that provides worldwide market share services and US and European demand-side research to network equipment and software manufacturers, service providers, the investment community, and chip and component manufacturers worldwide.

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