



November 17, 2006

*Quarterly Update*

*Geographic Market Shares*

**Network  
Security**

**Q3 2006 Network Security Geographic Market Shares**

- In the Third Quarter of 2006, the market for Hybrid Security Solutions in North America (NAM) increased six percent; EMEA increased eight percent while Asia/Pacific (APAC) and Latin America (LAM) grew 4 and 85 percent, respectively. Cisco experienced the most notable market share gains for the quarter by growing its share in all regions except APAC.
- Overall this market continues to be characterized by the continued movement away from single-purpose devices, toward multi-function solutions, and the increasing need to secure networks of all sizes from malicious attacks.
- Sales of IDS/IPS products increased eight percent in NAM while sales in EMEA and APAC each grew by 12 percent; sales in LAM jumped 53 percent. 3Com, Cisco, and Juniper all experienced significant market share gains in the quarter.
- The IDS/IDP market continues to be driven by the propagation of increasingly sophisticated threats, which generally are not detected by traditional perimeter solutions. Furthermore, sales of IPS solutions continue to grow as a percentage of the total market, which is also helping to drive growth in this segment.
- SSL VPN sales grew across all regions in a range from five to 62 percent. For the quarter, Aventail, Cisco, F5, Juniper, and Nortel all experienced notable market share gains.
- Growth in the SSL VPN segment continues to be driven by next generation remote access deployments and IPSec replacement/upgrades worldwide.

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# Network Security Solutions Geographic Market Shares

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**Table 1 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	7,875	8,070	9,543	12,087	7,834	12,051	12,044	0	37,575	31,929
% change:							2%	18%	27%	-35%	54%	-0%		0%	
<b>Array</b>	0	0	0	0	0	2,549	2,277	2,025	2,814	2,178	2,700	2,704	0	9,665	7,582
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	2,445	1,988	2,316	2,659	2,752	2,677	2,855	3,426	3,948	4,651	4,282	4,229	9,714	12,905	13,161
% change:		-19%	16%	15%	4%	-3%	7%	20%	15%	18%	-8%	-1%	297%	33%	
<b>CheckPoint</b>	44,310	32,106	47,798	47,196	53,468	47,120	46,851	54,185	61,848	51,633	53,699	53,021	180,568	210,004	158,353
% change:		-28%	49%	-1%	13%	-12%	-1%	16%	14%	-17%	4%	-1%	308%	16%	
<b>Cisco</b>	85,144	165,473	159,800	176,785	146,879	171,621	196,141	213,316	196,319	215,647	214,707	247,561	648,938	777,397	677,915
% change:		94%	-3%	11%	-17%	17%	14%	9%	-8%	10%	-0%	15%	662%	20%	
<b>Citrix</b>	0	0	0	0	0	419	1,812	3,289	4,222	4,167	4,743	4,760	0	9,742	13,670
% change:							332%	81%	28%	-1%	14%	0%		0%	
<b>Computer Associates</b>	20,050	20,812	27,110	25,530	40,862	31,471	18,871	24,776	19,792	14,534	10,991	11,217	114,313	94,910	36,742
% change:		4%	30%	-6%	60%	-23%	-40%	31%	-20%	-27%	-24%	2%	470%	-17%	
<b>F5</b>	975	1,471	2,419	2,730	2,479	3,411	4,453	3,505	3,440	4,967	4,114	4,860	9,098	14,808	13,941
% change:		51%	64%	13%	-9%	38%	31%	-21%	-2%	44%	-17%	18%	833%	63%	
<b>Fortinet</b>	0	0	0	0	0	7,364	7,534	9,859	8,515	10,193	11,394	12,080	0	33,271	33,668
% change:							2%	31%	-14%	20%	12%	6%		0%	
<b>Intrusion</b>	597	422	381	575	684	411	572	636	494	381	539	667	2,062	2,112	1,586
% change:		-29%	-10%	51%	19%	-40%	39%	11%	-22%	-23%	41%	24%	245%	2%	
<b>ISS</b>	15,090	13,817	14,065	14,996	16,756	15,006	15,882	18,117	21,109	15,446	15,051	15,218	59,633	70,114	45,714
% change:		-8%	2%	7%	12%	-10%	6%	14%	17%	-27%	-3%	1%	295%	18%	
<b>Juniper</b>	30,711	32,252	40,724	40,646	30,495	37,022	39,716	39,949	45,371	44,154	47,723	48,034	144,116	162,058	139,911
% change:		5%	26%	-0%	-25%	21%	7%	1%	14%	-3%	8%	1%	369%	12%	



**(Cont.) Table 1 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>McAfee</b>	12,479	11,424	9,699	12,880	12,638	15,206	14,188	15,389	14,730	15,579	16,751	16,931	46,642	59,513	49,262
% change:		-8%	-15%	33%	-2%	20%	-7%	8%	-4%	6%	8%	1%	274%	28%	
<b>NFR</b>	4,068	3,795	3,646	4,162	4,485	4,206	4,267	4,381	4,592	4,198	4,354	4,562	16,088	17,445	13,114
% change:		-7%	-4%	14%	8%	-6%	1%	3%	5%	-9%	4%	5%	295%	8%	
<b>Nokia</b>	11,234	11,240	15,217	21,516	23,824	26,502	25,853	23,590	9,028	11,727	12,597	11,379	71,796	84,973	35,702
% change:		0%	35%	41%	11%	11%	-2%	-9%	-62%	30%	7%	-10%	539%	18%	
<b>Nortel</b>	1,768	2,426	3,069	2,800	4,327	6,570	7,054	8,428	8,682	10,163	10,322	10,437	12,623	30,735	30,922
% change:		37%	27%	-9%	55%	52%	7%	19%	3%	17%	2%	1%	614%	143%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	6,831	10,871	7,549	8,639	0	6,831	27,059
% change:										59%	-31%	14%		0%	
<b>SonicWall</b>	13,451	15,221	15,600	12,700	13,276	12,374	13,132	12,401	14,170	14,661	20,758	23,364	56,798	52,077	58,783
% change:		13%	2%	-19%	5%	-7%	6%	-6%	14%	3%	42%	13%	322%	-8%	
<b>Symantec</b>	23,858	27,581	28,237	29,319	30,141	35,233	36,641	36,361	36,165	38,855	39,552	39,212	115,278	144,400	117,619
% change:		16%	2%	4%	3%	17%	4%	-1%	-1%	7%	2%	-1%	383%	25%	
<b>Top Layer</b>	0	0	0	0	0	0	0	1,680	1,988	1,766	1,876	2,082	0	3,668	5,724
% change:									18%	-11%	6%	11%		0%	
<b>WatchGuard</b>	6,648	7,497	7,715	6,932	7,366	4,120	5,795	5,579	4,962	5,219	4,447	4,588	29,510	20,456	14,254
% change:		13%	3%	-10%	6%	-44%	41%	-4%	-11%	5%	-15%	3%	344%	-31%	
<b>ZyXEL</b>	695	557	784	131	1,707	1,016	3,417	3,427	2,613	549	1,425	1,327	3,179	10,474	3,302
% change:		-20%	41%	-83%	1208%	-41%	236%	0%	-24%	-79%	159%	-7%	357%	229%	
<b>OTHERs</b>	76,299	82,200	85,110	87,673	91,269	97,259	97,888	100,367	91,483	91,917	98,374	99,245	346,253	386,997	289,536
% change:		8%	4%	3%	4%	7%	1%	3%	-9%	0%	7%	1%	354%	12%	
<b>Total:</b>	349,822	430,281	463,690	489,230	483,408	529,432	553,268	594,227	575,203	581,287	600,000	638,161	1,866,609	2,252,130	1,819,447
% change:		23%	8%	6%	-1%	10%	5%	7%	-3%	1%	3%	6%		21%	



**Table 2 Security Revenue Amount  
Quarterly Company Market Share Report  
North America**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
3Com	0.0%	0.0%	0.0%	0.0%	0.0%	1.5%	1.5%	1.6%	2.1%	1.3%	2.0%	1.9%	0.0%	1.7%	1.8%
Array	0.0%	0.0%	0.0%	0.0%	0.0%	0.5%	0.4%	0.3%	0.5%	0.4%	0.5%	0.4%	0.0%	0.4%	0.4%
Aventail	0.7%	0.5%	0.5%	0.5%	0.6%	0.5%	0.5%	0.6%	0.7%	0.8%	0.7%	0.7%	0.5%	0.6%	0.7%
CheckPoint	12.7%	7.5%	10.3%	9.6%	11.1%	8.9%	8.5%	9.1%	10.8%	8.9%	8.9%	8.3%	9.7%	9.3%	8.7%
Cisco	24.3%	38.5%	34.5%	36.1%	30.4%	32.4%	35.5%	35.9%	34.1%	37.1%	35.8%	38.8%	34.8%	34.5%	37.3%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.3%	0.6%	0.7%	0.7%	0.8%	0.7%	0.0%	0.4%	0.8%
Computer Associates	5.7%	4.8%	5.8%	5.2%	8.5%	5.9%	3.4%	4.2%	3.4%	2.5%	1.8%	1.8%	6.1%	4.2%	2.0%
F5	0.3%	0.3%	0.5%	0.6%	0.5%	0.6%	0.8%	0.6%	0.6%	0.9%	0.7%	0.8%	0.5%	0.7%	0.8%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	1.4%	1.4%	1.7%	1.5%	1.8%	1.9%	1.9%	0.0%	1.5%	1.9%
Intrusion	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
ISS	4.3%	3.2%	3.0%	3.1%	3.5%	2.8%	2.9%	3.0%	3.7%	2.7%	2.5%	2.4%	3.2%	3.1%	2.5%
Juniper	8.8%	7.5%	8.8%	8.3%	6.3%	7.0%	7.2%	6.7%	7.9%	7.6%	8.0%	7.5%	7.7%	7.2%	7.7%
McAfee	3.6%	2.7%	2.1%	2.6%	2.6%	2.9%	2.6%	2.6%	2.6%	2.7%	2.8%	2.7%	2.5%	2.6%	2.7%
NFR	1.2%	0.9%	0.8%	0.9%	0.9%	0.8%	0.8%	0.7%	0.8%	0.7%	0.7%	0.7%	0.9%	0.8%	0.7%
Nokia	3.2%	2.6%	3.3%	4.4%	4.9%	5.0%	4.7%	4.0%	1.6%	2.0%	2.1%	1.8%	3.8%	3.8%	2.0%
Nortel	0.5%	0.6%	0.7%	0.6%	0.9%	1.2%	1.3%	1.4%	1.5%	1.7%	1.7%	1.6%	0.7%	1.4%	1.7%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	1.9%	1.3%	1.4%	0.0%	0.3%	1.5%
SonicWall	3.8%	3.5%	3.4%	2.6%	2.7%	2.3%	2.4%	2.1%	2.5%	2.5%	3.5%	3.7%	3.0%	2.3%	3.2%
Symantec	6.8%	6.4%	6.1%	6.0%	6.2%	6.7%	6.6%	6.1%	6.3%	6.7%	6.6%	6.1%	6.2%	6.4%	6.5%
Top Layer	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.3%	0.3%	0.0%	0.2%	0.3%
WatchGuard	1.9%	1.7%	1.7%	1.4%	1.5%	0.8%	1.0%	0.9%	0.9%	0.9%	0.7%	0.7%	1.6%	0.9%	0.8%
ZyXEL	0.2%	0.1%	0.2%	0.0%	0.4%	0.2%	0.6%	0.6%	0.5%	0.1%	0.2%	0.2%	0.2%	0.5%	0.2%
OTHERs	21.8%	19.1%	18.4%	17.9%	18.9%	18.4%	17.7%	16.9%	15.9%	15.8%	16.4%	15.6%	18.5%	17.2%	15.9%
<b>% Change:</b>		23.0%	7.8%	5.5%	-1.2%	9.5%	4.5%	7.4%	-3.2%	1.1%	3.2%	6.4%		20.7%	



**Table 3 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**EMEA**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	2006
															Partial
<b>3Com</b>	0	0	0	0	0	2,582	2,646	3,129	4,029	4,087	3,578	3,691	0	12,386	11,356
% change:							2%	18%	29%	1%	-12%	3%		0%	
<b>Array</b>	0	0	0	0	0	647	578	514	714	553	685	686	0	2,452	1,924
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	192	602	702	806	903	803	1,231	1,477	1,702	1,431	1,784	1,480	3,013	5,212	4,695
% change:		213%	16%	15%	12%	-11%	53%	20%	15%	-16%	25%	-17%	1469%	73%	
<b>CheckPoint</b>	35,870	54,580	47,798	47,196	49,556	60,760	63,769	50,404	57,631	48,113	48,817	50,555	199,130	232,565	147,485
% change:		52%	-12%	-1%	5%	23%	5%	-21%	14%	-17%	1%	4%	455%	17%	
<b>Cisco</b>	83,164	101,555	100,615	97,537	120,768	113,462	115,377	123,067	118,609	124,412	109,306	133,302	420,474	470,516	367,019
% change:		22%	-1%	-3%	24%	-6%	2%	7%	-4%	5%	-12%	22%	406%	12%	
<b>Citrix</b>	0	0	0	0	0	374	1,615	2,931	3,763	2,917	3,794	3,808	0	8,683	10,519
% change:							332%	81%	28%	-22%	30%	0%		0%	
<b>Computer Associates</b>	8,169	8,479	10,166	9,574	16,647	12,822	7,548	10,752	7,292	5,355	3,790	3,868	44,866	38,414	13,013
% change:		4%	20%	-6%	74%	-23%	-41%	42%	-32%	-27%	-29%	2%	449%	-14%	
<b>F5</b>	236	481	653	833	756	992	1,202	1,188	991	1,375	1,444	1,475	2,723	4,373	4,294
% change:		104%	36%	28%	-9%	31%	21%	-1%	-17%	39%	5%	2%	1054%	61%	
<b>Fortinet</b>	0	0	0	0	0	8,257	8,447	11,054	9,548	11,429	12,775	13,545	0	37,304	37,749
% change:							2%	31%	-14%	20%	12%	6%		0%	
<b>Intrusion</b>	102	80	79	131	171	103	167	202	157	121	171	212	462	628	504
% change:		-22%	-1%	66%	30%	-40%	63%	21%	-22%	-23%	41%	24%	353%	36%	
<b>ISS</b>	5,340	4,750	4,760	4,920	6,982	5,083	5,546	5,575	6,495	5,149	5,770	5,833	21,412	22,698	16,752
% change:		-11%	0%	3%	42%	-27%	9%	1%	17%	-21%	12%	1%	301%	6%	
<b>Juniper</b>	16,379	18,634	22,907	21,949	24,877	22,918	24,712	22,297	28,960	35,323	35,273	38,885	88,368	98,888	109,481
% change:		14%	23%	-4%	13%	-8%	8%	-10%	30%	22%	-0%	10%	440%	12%	



**(Cont.) Table 3 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**EMEA**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>McAfee</b>	4,026	3,392	5,344	7,840	8,330	6,843	6,849	7,695	7,909	8,944	8,974	9,070	24,906	29,296	26,988
% change:		-16%	58%	47%	6%	-18%	0%	12%	3%	13%	0%	1%	519%	18%	
<b>NFR</b>	574	599	641	809	961	770	866	981	1,028	940	975	1,021	3,010	3,645	2,936
% change:		4%	7%	26%	19%	-20%	12%	13%	5%	-9%	4%	5%	424%	21%	
<b>Nokia</b>	29,958	30,347	29,869	30,575	31,567	28,011	28,860	29,488	24,376	31,662	34,012	30,722	122,359	110,735	96,396
% change:		1%	-2%	2%	3%	-11%	3%	2%	-17%	30%	7%	-10%	308%	-9%	
<b>Nortel</b>	2,894	3,228	3,168	4,242	3,486	5,288	4,970	4,720	6,117	3,329	3,381	4,422	14,124	21,095	11,133
% change:		12%	-2%	34%	-18%	52%	-6%	-5%	30%	-46%	2%	31%	388%	49%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	1,980	3,151	3,576	4,092	0	1,980	10,819
% change:										59%	13%	14%		0%	
<b>SonicWall</b>	4,280	4,771	4,748	2,540	3,710	3,457	3,616	2,735	3,441	3,770	5,415	6,342	15,768	13,250	15,527
% change:		11%	-0%	-47%	46%	-7%	5%	-24%	26%	10%	44%	17%	268%	-16%	
<b>Symantec</b>	16,439	17,250	15,483	18,971	21,530	20,879	21,035	19,833	21,835	23,460	23,880	22,935	73,234	83,582	70,275
% change:		5%	-10%	23%	13%	-3%	1%	-6%	10%	7%	2%	-4%	345%	14%	
<b>Top Layer</b>	0	0	0	0	0	0	0	413	489	435	658	773	0	903	1,865
% change:									18%	-11%	51%	17%		0%	
<b>WatchGuard</b>	4,654	5,398	5,787	5,234	5,304	3,754	5,022	4,184	3,722	3,914	2,685	2,770	21,722	16,682	9,369
% change:		16%	7%	-10%	1%	-29%	34%	-17%	-11%	5%	-31%	3%	367%	-23%	
<b>ZyXEL</b>	12,364	9,909	6,666	4,831	4,024	6,009	4,995	2,755	5,227	4,450	5,402	5,029	25,430	18,986	14,881
% change:		-20%	-33%	-28%	-17%	49%	-17%	-45%	90%	-15%	21%	-7%	106%	-25%	
<b>OTHERs</b>	12,805	16,382	13,918	16,331	19,036	17,658	19,315	20,000	20,792	20,890	20,253	20,433	65,666	77,765	61,576
% change:		28%	-15%	17%	17%	-7%	9%	4%	4%	0%	-3%	1%	413%	18%	
<b>Total:</b>	237,444	280,437	273,305	274,319	318,605	321,471	328,365	325,393	336,807	345,207	336,398	364,950	1,146,666	1,312,036	1,046,556
% change:		18%	-3%	0%	16%	1%	2%	-1%	4%	2%	-3%	8%		14%	





**Table 4 Security Revenue Amount  
Quarterly Company Market Share Report  
EMEA**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
3Com	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.8%	1.0%	1.2%	1.2%	1.1%	1.0%	0.0%	0.9%	1.1%
Array	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.0%	0.2%	0.2%
Aventail	0.1%	0.2%	0.3%	0.3%	0.3%	0.2%	0.4%	0.5%	0.5%	0.4%	0.5%	0.4%	0.3%	0.4%	0.4%
CheckPoint	15.1%	19.5%	17.5%	17.2%	15.6%	18.9%	19.4%	15.5%	17.1%	13.9%	14.5%	13.9%	17.4%	17.7%	14.1%
Cisco	35.0%	36.2%	36.8%	35.6%	37.9%	35.3%	35.1%	37.8%	35.2%	36.0%	32.5%	36.5%	36.7%	35.9%	35.1%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.5%	0.9%	1.1%	0.8%	1.1%	1.0%	0.0%	0.7%	1.0%
Computer Associates	3.4%	3.0%	3.7%	3.5%	5.2%	4.0%	2.3%	3.3%	2.2%	1.6%	1.1%	1.1%	3.9%	2.9%	1.2%
F5	0.1%	0.2%	0.2%	0.3%	0.2%	0.3%	0.4%	0.4%	0.3%	0.4%	0.4%	0.4%	0.2%	0.3%	0.4%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	2.6%	2.6%	3.4%	2.8%	3.3%	3.8%	3.7%	0.0%	2.8%	3.6%
Intrusion	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%
ISS	2.2%	1.7%	1.7%	1.8%	2.2%	1.6%	1.7%	1.7%	1.9%	1.5%	1.7%	1.6%	1.9%	1.7%	1.6%
Juniper	6.9%	6.6%	8.4%	8.0%	7.8%	7.1%	7.5%	6.9%	8.6%	10.2%	10.5%	10.7%	7.7%	7.5%	10.5%
McAfee	1.7%	1.2%	2.0%	2.9%	2.6%	2.1%	2.1%	2.4%	2.3%	2.6%	2.7%	2.5%	2.2%	2.2%	2.6%
NFR	0.2%	0.2%	0.2%	0.3%	0.3%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%
Nokia	12.6%	10.8%	10.9%	11.1%	9.9%	8.7%	8.8%	9.1%	7.2%	9.2%	10.1%	8.4%	10.7%	8.4%	9.2%
Nortel	1.2%	1.2%	1.2%	1.5%	1.1%	1.6%	1.5%	1.5%	1.8%	1.0%	1.0%	1.2%	1.2%	1.6%	1.1%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%	0.9%	1.1%	1.1%	0.0%	0.2%	1.0%
SonicWall	1.8%	1.7%	1.7%	0.9%	1.2%	1.1%	1.1%	0.8%	1.0%	1.1%	1.6%	1.7%	1.4%	1.0%	1.5%
Symantec	6.9%	6.2%	5.7%	6.9%	6.8%	6.5%	6.4%	6.1%	6.5%	6.8%	7.1%	6.3%	6.4%	6.4%	6.7%
Top Layer	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	0.2%	0.2%	0.0%	0.1%	0.2%
WatchGuard	2.0%	1.9%	2.1%	1.9%	1.7%	1.2%	1.5%	1.3%	1.1%	1.1%	0.8%	0.8%	1.9%	1.3%	0.9%
ZyXEL	5.2%	3.5%	2.4%	1.8%	1.3%	1.9%	1.5%	0.8%	1.6%	1.3%	1.6%	1.4%	2.2%	1.4%	1.4%
OTHERs	5.4%	5.8%	5.1%	6.0%	6.0%	5.5%	5.9%	6.1%	6.2%	6.1%	6.0%	5.6%	5.7%	5.9%	5.9%
<b>% Change:</b>		18.1%	-2.5%	0.4%	16.1%	0.9%	2.1%	-0.9%	3.5%	2.5%	-2.6%	8.5%		14.4%	



**Table 5 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	1,936	1,984	2,347	2,878	3,406	1,318	2,331	0	9,145	7,055
% change:							2%	18%	23%	18%	-61%	77%		0%	
<b>Array</b>	0	0	0	0	0	571	510	453	630	488	605	605	0	2,164	1,697
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	110	361	421	483	559	892	738	886	1,021	930	928	1,198	1,825	3,538	3,056
% change:		229%	16%	15%	16%	60%	-17%	20%	15%	-9%	-0%	29%	1559%	94%	
<b>CheckPoint</b>	20,045	17,123	16,321	18,878	22,170	12,400	14,315	16,381	16,868	14,082	15,866	16,030	74,493	59,965	45,977
% change:		-15%	-5%	16%	17%	-44%	15%	14%	3%	-17%	13%	1%	272%	-20%	
<b>Cisco</b>	27,721	43,685	32,552	27,432	55,488	56,725	57,688	57,431	69,530	58,059	50,749	52,369	159,156	241,375	161,176
% change:		58%	-25%	-16%	102%	2%	2%	-0%	21%	-16%	-13%	3%	474%	52%	
<b>Citrix</b>	0	0	0	0	0	109	473	858	1,101	1,167	854	857	0	2,541	2,877
% change:							332%	81%	28%	6%	-27%	0%		0%	
<b>Computer Associates</b>	7,055	7,323	8,714	8,206	14,377	11,073	6,176	8,882	5,903	4,335	3,222	3,288	38,620	32,034	10,844
% change:		4%	19%	-6%	75%	-23%	-44%	44%	-34%	-27%	-26%	2%	447%	-17%	
<b>F5</b>	251	695	729	1,018	924	1,737	1,343	1,188	1,341	1,223	1,588	2,256	3,367	5,608	5,067
% change:		177%	5%	40%	-9%	88%	-23%	-12%	13%	-9%	30%	42%	1241%	67%	
<b>Fortinet</b>	0	0	0	0	0	6,694	6,849	8,962	7,741	9,267	10,358	10,982	0	30,247	30,607
% change:							2%	31%	-14%	20%	12%	6%		0%	
<b>Intrusion</b>	79	63	64	107	141	85	132	161	126	97	137	169	374	503	403
% change:		-20%	1%	68%	32%	-40%	56%	22%	-22%	-23%	41%	24%	373%	34%	
<b>ISS</b>	2,786	3,022	2,813	3,515	4,189	4,114	3,781	4,181	4,871	3,923	4,264	4,312	13,539	16,948	12,499
% change:		8%	-7%	25%	19%	-2%	-8%	11%	17%	-19%	9%	1%	386%	25%	
<b>Juniper</b>	20,474	20,068	20,362	17,884	24,075	27,326	22,947	29,730	21,237	17,662	19,711	26,304	82,389	101,240	63,677
% change:		-2%	1%	-12%	35%	14%	-16%	30%	-29%	-17%	12%	33%	302%	23%	



**(Cont.) Table 5 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>McAfee</b>	3,422	2,856	4,552	7,000	7,468	2,788	2,935	2,919	3,293	3,751	3,590	3,628	21,877	11,935	10,968
% change:		-17%	59%	54%	7%	-63%	5%	-1%	13%	14%	-4%	1%	539%	-45%	
<b>NFR</b>	522	549	591	752	897	889	989	1,112	1,165	1,065	1,105	1,157	2,789	4,155	3,327
% change:		5%	8%	27%	19%	-1%	11%	12%	5%	-9%	4%	5%	434%	49%	
<b>Nokia</b>	11,769	14,050	10,144	3,397	2,978	4,193	4,209	5,308	8,125	10,554	11,337	10,241	30,569	21,835	32,132
% change:		19%	-28%	-67%	-12%	41%	0%	26%	53%	30%	7%	-10%	160%	-29%	
<b>Nortel</b>	3,296	3,583	3,532	2,917	4,087	4,006	3,848	3,540	4,736	3,855	3,915	2,653	14,119	16,130	10,424
% change:		9%	-1%	-17%	40%	-2%	-4%	-8%	34%	-19%	2%	-32%	328%	14%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	990	1,575	1,987	2,273	0	990	5,836
% change:										59%	26%	14%		0%	
<b>SonicWall</b>	2,446	2,499	2,035	2,721	2,343	2,184	2,094	2,553	2,227	2,304	3,309	3,004	9,598	9,057	8,617
% change:		2%	-19%	34%	-14%	-7%	-4%	22%	-13%	3%	44%	-9%	292%	-6%	
<b>Symantec</b>	6,179	6,874	7,295	8,048	8,612	7,830	8,821	8,594	8,871	9,530	9,701	10,358	30,829	34,116	29,590
% change:		11%	6%	10%	7%	-9%	13%	-3%	3%	7%	2%	7%	399%	11%	
<b>Top Layer</b>	0	0	0	0	0	0	0	465	551	489	724	470	0	1,016	1,683
% change:									18%	-11%	48%	-35%		0%	
<b>WatchGuard</b>	1,861	1,949	2,411	1,839	1,915	1,190	1,932	1,743	1,551	1,631	1,175	1,212	8,115	6,416	4,018
% change:		5%	24%	-24%	4%	-38%	62%	-10%	-11%	5%	-28%	3%	336%	-21%	
<b>ZyXEL</b>	834	668	314	1,501	305	1,354	263	470	506	440	600	559	2,788	2,593	1,598
% change:		-20%	-53%	379%	-80%	344%	-81%	79%	8%	-13%	37%	-7%	234%	-7%	
<b>OTHERs</b>	9,018	11,227	12,266	14,010	16,275	18,640	20,503	22,286	24,950	25,068	24,594	24,811	53,778	86,379	74,473
% change:		24%	9%	14%	16%	15%	10%	9%	12%	0%	-2%	1%	496%	61%	
<b>Total:</b>	117,866	136,596	125,117	119,710	166,802	166,736	162,531	180,451	190,210	174,898	171,636	181,069	548,224	699,928	527,602
% change:		16%	-8%	-4%	39%	-0%	-3%	11%	5%	-8%	-2%	5%		28%	



**Table 6 Security Revenue Amount  
Quarterly Company Market Share Report  
Asia/Pacific**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
3Com	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	1.2%	1.3%	1.5%	1.9%	0.8%	1.3%	0.0%	1.3%	1.3%
Array	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.3%	0.3%	0.4%	0.3%	0.0%	0.3%	0.3%
Aventail	0.1%	0.3%	0.3%	0.4%	0.3%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.7%	0.3%	0.5%	0.6%
CheckPoint	17.0%	12.5%	13.0%	15.8%	13.3%	7.4%	8.8%	9.1%	8.9%	8.1%	9.2%	8.9%	13.6%	8.6%	8.7%
Cisco	23.5%	32.0%	26.0%	22.9%	33.3%	34.0%	35.5%	31.8%	36.6%	33.2%	29.6%	28.9%	29.0%	34.5%	30.5%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.3%	0.5%	0.6%	0.7%	0.5%	0.5%	0.0%	0.4%	0.5%
Computer Associates	6.0%	5.4%	7.0%	6.9%	8.6%	6.6%	3.8%	4.9%	3.1%	2.5%	1.9%	1.8%	7.0%	4.6%	2.1%
F5	0.2%	0.5%	0.6%	0.9%	0.6%	1.0%	0.8%	0.7%	0.7%	0.7%	0.9%	1.2%	0.6%	0.8%	1.0%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	4.0%	4.2%	5.0%	4.1%	5.3%	6.0%	6.1%	0.0%	4.3%	5.8%
Intrusion	0.1%	0.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
ISS	2.4%	2.2%	2.2%	2.9%	2.5%	2.5%	2.3%	2.3%	2.6%	2.2%	2.5%	2.4%	2.5%	2.4%	2.4%
Juniper	17.4%	14.7%	16.3%	14.9%	14.4%	16.4%	14.1%	16.5%	11.2%	10.1%	11.5%	14.5%	15.0%	14.5%	12.1%
McAfee	2.9%	2.1%	3.6%	5.8%	4.5%	1.7%	1.8%	1.6%	1.7%	2.1%	2.1%	2.0%	4.0%	1.7%	2.1%
NFR	0.4%	0.4%	0.5%	0.6%	0.5%	0.5%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.5%	0.6%	0.6%
Nokia	10.0%	10.3%	8.1%	2.8%	1.8%	2.5%	2.6%	2.9%	4.3%	6.0%	6.6%	5.7%	5.6%	3.1%	6.1%
Nortel	2.8%	2.6%	2.8%	2.4%	2.5%	2.4%	2.4%	2.0%	2.5%	2.2%	2.3%	1.5%	2.6%	2.3%	2.0%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.5%	0.9%	1.2%	1.3%	0.0%	0.1%	1.1%
SonicWall	2.1%	1.8%	1.6%	2.3%	1.4%	1.3%	1.3%	1.4%	1.2%	1.3%	1.9%	1.7%	1.8%	1.3%	1.6%
Symantec	5.2%	5.0%	5.8%	6.7%	5.2%	4.7%	5.4%	4.8%	4.7%	5.4%	5.7%	5.7%	5.6%	4.9%	5.6%
Top Layer	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.3%	0.4%	0.3%	0.0%	0.1%	0.3%
WatchGuard	1.6%	1.4%	1.9%	1.5%	1.1%	0.7%	1.2%	1.0%	0.8%	0.9%	0.7%	0.7%	1.5%	0.9%	0.8%
ZyXEL	0.7%	0.5%	0.3%	1.3%	0.2%	0.8%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%	0.5%	0.4%	0.3%
OTHERs	7.7%	8.2%	9.8%	11.7%	9.8%	11.2%	12.6%	12.4%	13.1%	14.3%	14.3%	13.7%	9.8%	12.3%	14.1%
<b>% Change:</b>		15.9%	-8.4%	-4.3%	39.3%	-0.0%	-2.5%	11.0%	5.4%	-8.1%	-1.9%	5.5%		27.7%	



**Table 7 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**Latin America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	516	529	626	192	1,703	1,883	1,360	0	1,863	4,946
% change:							2%	18%	-69%	788%	11%	-28%		0%	
<b>Array</b>	0	0	0	0	0	38	34	30	42	33	40	40	0	144	113
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	0	60	70	81	86	89	98	118	136	143	143	141	297	442	427
% change:			16%	15%	7%	4%	10%	20%	15%	5%	-0%	-1%		49%	
<b>CheckPoint</b>	5,275	3,211	4,663	4,720	5,216	3,720	5,206	5,040	4,217	3,520	3,661	3,699	17,810	18,183	10,881
% change:		-39%	45%	1%	11%	-29%	40%	-3%	-16%	-17%	4%	1%	238%	2%	
<b>Cisco</b>	1,980	1,472	2,959	3,048	3,264	12,781	15,384	16,409	24,540	16,588	15,615	42,847	10,744	69,113	75,050
% change:		-26%	101%	3%	7%	292%	20%	7%	50%	-32%	-6%	174%	443%	543%	
<b>Citrix</b>	0	0	0	0	0	9	39	71	92	83	95	95	0	212	273
% change:							332%	81%	28%	-9%	14%	0%		0%	
<b>Computer Associates</b>	1,857	1,927	2,421	2,280	3,783	2,914	1,716	2,337	1,736	1,275	948	967	10,410	8,703	3,189
% change:		4%	26%	-6%	66%	-23%	-41%	36%	-26%	-27%	-26%	2%	461%	-16%	
<b>F5</b>	15	27	38	46	42	62	71	59	58	76	72	87	153	250	235
% change:		81%	44%	21%	-9%	48%	14%	-16%	-2%	31%	-6%	20%	920%	63%	
<b>Fortinet</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% change:									0%					0%	
<b>Intrusion</b>	8	6	5	8	10	6	9	10	8	6	9	11	29	33	25
% change:		-27%	-7%	55%	22%	-40%	45%	15%	-22%	-23%	41%	24%	263%	14%	
<b>ISS</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% change:														0%	
<b>Juniper</b>	682	717	848	813	802	881	883	929	965	981	1,037	1,144	3,181	3,658	3,162
% change:		5%	18%	-4%	-1%	10%	0%	5%	4%	2%	6%	10%	366%	15%	



**(Cont.) Table 7 Security Revenue Amount (\$)**  
**Quarterly Company Report**  
**Latin America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial		
													2004	2005	2006
<b>McAfee</b>	201	179	198	280	287	507	489	531	529	577	598	605	944	2,056	1,780
% change:		-11%	11%	41%	3%	76%	-3%	8%	-0%	9%	4%	1%	370%	118%	
<b>NFR</b>	52	50	49	58	64	59	62	65	69	63	65	68	221	255	196
% change:		-4%	-1%	17%	11%	-8%	4%	6%	5%	-9%	4%	5%	325%	15%	
<b>Nokia</b>	535	562	1,127	1,132	1,191	1,198	1,202	590	3,611	4,691	5,039	4,551	4,013	6,602	14,281
% change:		5%	101%	0%	5%	1%	0%	-51%	512%	30%	7%	-10%	650%	65%	
<b>Nortel</b>	80	93	99	101	120	160	160	169	197	175	178	177	413	686	530
% change:		16%	6%	2%	19%	33%	0%	5%	17%	-11%	2%	-1%	416%	66%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	99	158	132	152	0	99	442
% change:									59%	-16%	14%			0%	
<b>SonicWall</b>	204	227	226	181	195	182	190	547	405	209	602	668	830	1,324	1,479
% change:		11%	-0%	-20%	8%	-7%	5%	187%	-26%	-48%	187%	11%	307%	60%	
<b>Symantec</b>	941	1,047	1,033	1,150	1,230	1,305	1,357	1,322	1,365	1,466	1,493	1,480	4,460	5,349	4,438
% change:		11%	-1%	11%	7%	6%	4%	-3%	3%	7%	2%	-1%	374%	20%	
<b>Top Layer</b>	0	0	0	0	0	0	0	26	31	27	33	34	0	56	94
% change:								18%	-11%	21%	2%			0%	
<b>WatchGuard</b>	133	150	161	141	147	92	129	116	103	109	84	87	599	440	279
% change:		13%	7%	-12%	4%	-38%	41%	-10%	-11%	5%	-23%	3%	350%	-27%	
<b>ZyXEL</b>	0	0	78	65	61	85	88	67	84	55	75	70	205	324	200
% change:			-17%	-7%	39%	4%	-23%	25%	-35%	37%	-7%			58%	
<b>OTHERs</b>	1,069	1,175	1,183	1,225	1,370	1,447	1,470	1,530	1,386	1,393	1,447	1,459	4,954	5,833	4,299
% change:		10%	1%	4%	12%	6%	2%	4%	-9%	0%	4%	1%	363%	18%	
<b>Total:</b>	13,033	10,902	15,160	15,329	17,871	26,051	29,115	30,594	39,865	33,331	33,248	59,740	59,262	125,626	126,319
% change:		-16%	39%	1%	17%	46%	12%	5%	30%	-16%	-0%	80%		112%	



**Table 8 Security Revenue Amount**  
**Quarterly Company Market Share Report**  
**Latin America**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
3Com	0.0%	0.0%	0.0%	0.0%	0.0%	2.0%	1.8%	2.0%	0.5%	5.1%	5.7%	2.3%	0.0%	1.5%	3.9%
Array	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	0.1%	0.1%
Aventail	0.0%	0.6%	0.5%	0.5%	0.5%	0.3%	0.3%	0.4%	0.3%	0.4%	0.4%	0.2%	0.5%	0.4%	0.3%
CheckPoint	40.5%	29.4%	30.8%	30.8%	29.2%	14.3%	17.9%	16.5%	10.6%	10.6%	11.0%	6.2%	30.1%	14.5%	8.6%
Cisco	15.2%	13.5%	19.5%	19.9%	18.3%	49.1%	52.8%	53.6%	61.6%	49.8%	47.0%	71.7%	18.1%	55.0%	59.4%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%	0.2%	0.3%	0.3%	0.2%	0.0%	0.2%	0.2%
Computer Associates	14.2%	17.7%	16.0%	14.9%	21.2%	11.2%	5.9%	7.6%	4.4%	3.8%	2.8%	1.6%	17.6%	6.9%	2.5%
F5	0.1%	0.2%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%	0.1%	0.2%	0.2%	0.1%	0.3%	0.2%	0.2%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	-0.0%	0.0%	-0.0%	-0.0%	0.0%	0.0%	0.0%	0.0%	-0.0%	0.0%
Intrusion	0.1%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ISS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Juniper	5.2%	6.6%	5.6%	5.3%	4.5%	3.4%	3.0%	3.0%	2.4%	2.9%	3.1%	1.9%	5.4%	2.9%	2.5%
McAfee	1.5%	1.6%	1.3%	1.8%	1.6%	1.9%	1.7%	1.7%	1.3%	1.7%	1.8%	1.0%	1.6%	1.6%	1.4%
NFR	0.4%	0.5%	0.3%	0.4%	0.4%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.1%	0.4%	0.2%	0.2%
Nokia	4.1%	5.2%	7.4%	7.4%	6.7%	4.6%	4.1%	1.9%	9.1%	14.1%	15.2%	7.6%	6.8%	5.3%	11.3%
Nortel	0.6%	0.9%	0.7%	0.7%	0.7%	0.6%	0.6%	0.6%	0.5%	0.5%	0.5%	0.3%	0.7%	0.5%	0.4%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.5%	0.4%	0.3%	0.0%	0.1%	0.3%
SonicWall	1.6%	2.1%	1.5%	1.2%	1.1%	0.7%	0.7%	1.8%	1.0%	0.6%	1.8%	1.1%	1.4%	1.1%	1.2%
Symantec	7.2%	9.6%	6.8%	7.5%	6.9%	5.0%	4.7%	4.3%	3.4%	4.4%	4.5%	2.5%	7.5%	4.3%	3.5%
Top Layer	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	0.1%
WatchGuard	1.0%	1.4%	1.1%	0.9%	0.8%	0.4%	0.4%	0.4%	0.3%	0.3%	0.3%	0.1%	1.0%	0.4%	0.2%
ZyXEL	0.0%	0.0%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%	0.1%	0.3%	0.3%	0.2%
OTHERs	8.2%	10.8%	7.8%	8.0%	7.7%	5.6%	5.0%	5.0%	3.5%	4.2%	4.4%	2.4%	8.4%	4.6%	3.4%
<b>% Change:</b>		-16.3%	39.1%	1.1%	16.6%	45.8%	11.8%	5.1%	30.3%	-16.4%	-0.2%	79.7%		112.0%	



**Table 9 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>CheckPoint</b>	44,310	32,106	47,798	47,196	53,468	47,120	46,851	54,185	61,848	51,633	53,699	53,021	180,568	210,004	158,353
% change:		-28%	49%	-1%	13%	-12%	-1%	16%	14%	-17%	4%	-1%	308%	16%	
<b>Cisco</b>	75,213	145,805	143,800	159,717	133,457	158,769	182,336	198,045	180,698	199,232	195,186	219,374	582,779	719,848	613,792
% change:		94%	-1%	11%	-16%	19%	15%	9%	-9%	10%	-2%	12%	675%	24%	
<b>Computer Associates</b>	17,917	18,598	24,226	22,814	36,515	28,123	16,863	22,140	17,687	12,988	9,822	10,024	102,152	84,813	32,833
% change:		4%	30%	-6%	60%	-23%	-40%	31%	-20%	-27%	-24%	2%	470%	-17%	
<b>Fortinet</b>	0	0	0	0	0	7,364	7,534	9,859	8,515	10,193	11,394	12,080	0	33,271	33,668
% change:						2%	31%	-14%	20%	12%	6%		0%		
<b>Juniper</b>	27,757	27,264	32,950	32,517	24,396	28,419	29,625	30,045	32,289	30,963	33,191	34,256	117,126	120,378	98,409
% change:		-2%	21%	-1%	-25%	16%	4%	1%	7%	-4%	7%	3%	322%	3%	
<b>McAfee</b>	7,955	8,041	5,707	8,262	8,106	8,448	7,882	8,549	8,379	8,655	9,306	9,406	30,115	33,259	27,368
% change:		1%	-29%	45%	-2%	4%	-7%	8%	-2%	3%	8%	1%	279%	10%	
<b>Nokia</b>	11,234	11,240	15,217	21,516	23,824	26,502	25,853	23,590	9,028	11,727	12,597	11,379	71,796	84,973	35,702
% change:		0%	35%	41%	11%	11%	-2%	-9%	-62%	30%	7%	-10%	539%	18%	
<b>Nortel</b>	1,768	2,060	2,323	2,350	3,337	5,237	4,860	5,659	5,402	6,605	6,712	6,901	10,070	21,158	20,219
% change:		16%	13%	1%	42%	57%	-7%	16%	-5%	22%	2%	3%	470%	110%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	6,831	10,871	7,549	8,639	0	6,831	27,059
% change:									59%	-31%	14%		0%		
<b>SonicWall</b>	13,451	15,221	15,600	12,700	13,276	12,374	13,132	12,401	13,754	13,835	19,565	22,353	56,798	51,661	55,753
% change:		13%	2%	-19%	5%	-7%	6%	-6%	11%	1%	41%	14%	322%	-9%	
<b>Symantec</b>	15,867	18,360	18,810	19,546	20,094	23,489	24,427	24,241	24,110	25,903	26,368	26,141	76,811	96,266	78,412
% change:		16%	2%	4%	3%	17%	4%	-1%	-1%	7%	2%	-1%	384%	25%	
<b>WatchGuard</b>	6,648	7,497	7,715	6,932	7,366	4,120	5,795	5,579	4,962	5,219	4,447	4,588	29,510	20,456	14,254
% change:		13%	3%	-10%	6%	-44%	41%	-4%	-11%	5%	-15%	3%	344%	-31%	





**(Cont.) Table 9 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial		
													2004	2005	2006
<b>OTHERs</b>	55,612	59,210	60,989	62,683	66,588	70,529	72,777	73,925	65,813	65,254	70,756	70,698	249,470	283,044	206,708
% change:		6%	3%	3%	6%	6%	3%	2%	-11%	-1%	8%	-0%	349%	13%	
<b>Total:</b>	277,733	345,401	375,134	396,234	390,428	420,493	437,935	468,218	439,316	453,078	460,592	488,861	1,507,196	1,765,962	1,402,531
% change:		24%	9%	6%	-1%	8%	4%	7%	-6%	3%	2%	6%		17%	

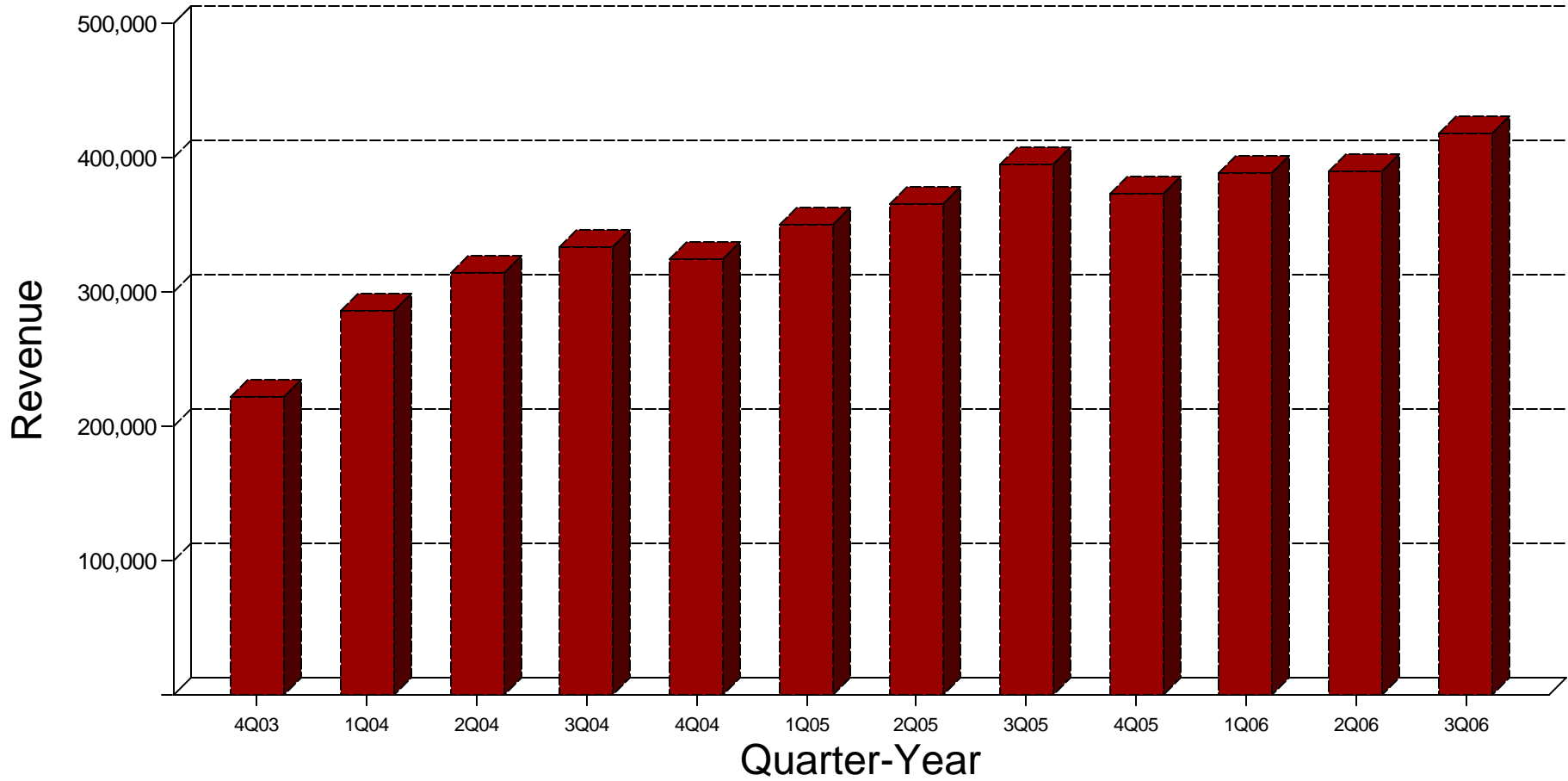


**Table 10 Hybrid Solutions Revenue Amount  
Quarterly Company Market Share Report  
North America**














Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
CheckPoint	16.0%	9.3%	12.7%	11.9%	13.7%	11.2%	10.7%	11.6%	14.1%	11.4%	11.7%	10.8%	12.0%	11.9%	11.3%
Cisco	27.1%	42.2%	38.3%	40.3%	34.2%	37.8%	41.6%	42.3%	41.1%	44.0%	42.4%	44.9%	38.7%	40.8%	43.8%
Computer Associates	6.5%	5.4%	6.5%	5.8%	9.4%	6.7%	3.9%	4.7%	4.0%	2.9%	2.1%	2.1%	6.8%	4.8%	2.3%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	1.7%	2.1%	1.9%	2.2%	2.5%	2.5%	0.0%	1.9%	2.4%
Juniper	10.0%	7.9%	8.8%	8.2%	6.2%	6.8%	6.8%	6.4%	7.3%	6.8%	7.2%	7.0%	7.8%	6.8%	7.0%
McAfee	2.9%	2.3%	1.5%	2.1%	2.1%	2.0%	1.8%	1.8%	1.9%	1.9%	2.0%	1.9%	2.0%	1.9%	2.0%
Nokia	4.0%	3.3%	4.1%	5.4%	6.1%	6.3%	5.9%	5.0%	2.1%	2.6%	2.7%	2.3%	4.8%	4.8%	2.5%
Nortel	0.6%	0.6%	0.6%	0.6%	0.9%	1.2%	1.1%	1.2%	1.2%	1.5%	1.5%	1.4%	0.7%	1.2%	1.4%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.6%	2.4%	1.6%	1.8%	0.0%	0.4%	1.9%
SonicWall	4.8%	4.4%	4.2%	3.2%	3.4%	2.9%	3.0%	2.6%	3.1%	3.1%	4.2%	4.6%	3.8%	2.9%	4.0%
Symantec	5.7%	5.3%	5.0%	4.9%	5.1%	5.6%	5.6%	5.2%	5.5%	5.7%	5.7%	5.3%	5.1%	5.5%	5.6%
WatchGuard	2.4%	2.2%	2.1%	1.7%	1.9%	1.0%	1.3%	1.2%	1.1%	1.2%	1.0%	0.9%	2.0%	1.2%	1.0%
OTHERs	20.0%	17.1%	16.3%	15.8%	17.1%	16.8%	16.6%	15.8%	15.0%	14.4%	15.4%	14.5%	16.6%	16.0%	14.7%
<b>% Change:</b>		24.4%	8.6%	5.6%	-1.5%	7.7%	4.1%	6.9%	-6.2%	3.1%	1.7%	6.1%		17.2%	

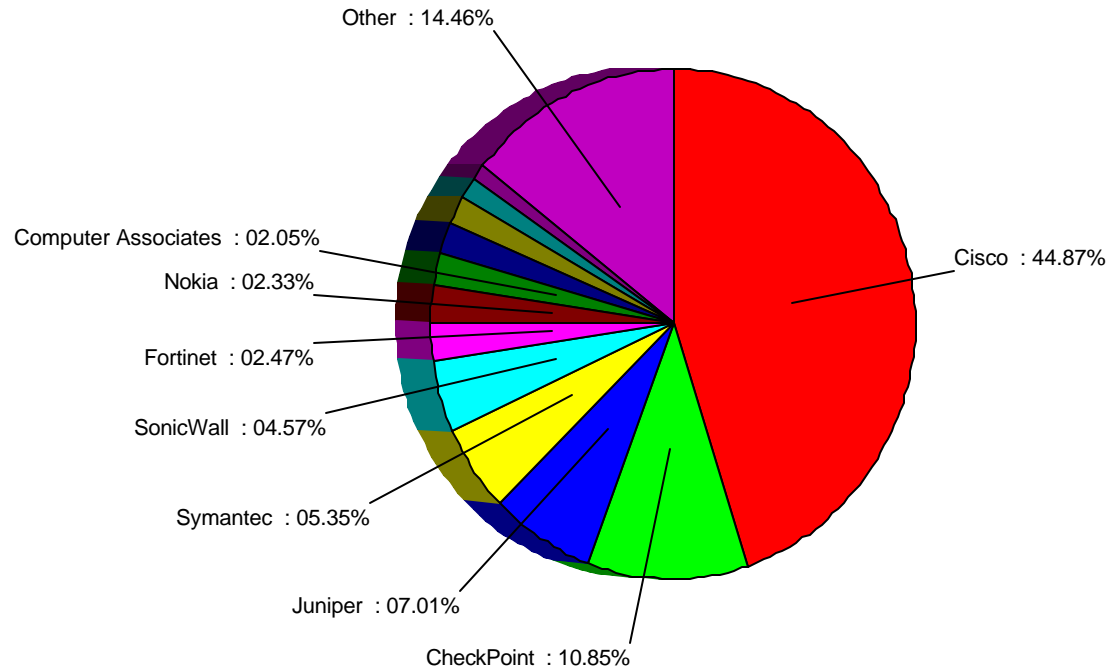
**Table 10a Hybrid Solutions  
Quarterly Market Measurement - Graph  
North America**

Revenue Divided by: 1,000



**Table 10b Hybrid Solutions Revenue  
Market Share Pie Chart  
North America  
for : Q3 2006**

	44.87% -Cisco
	10.85% -CheckPoint
	07.01% -Juniper
	05.35% -Symantec
	04.57% -SonicWall
	02.47% -Fortinet
	02.33% -Nokia
	02.05% -Computer Associates
	01.92% -McAfee
	01.77% -Secure Computing
	01.41% -Nortel
	00.94% -WatchGuard
	14.46% -Other





**Table 11 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**EMEA**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>CheckPoint</b>	35,870	54,580	47,798	47,196	49,556	60,760	63,769	50,404	57,631	48,113	48,817	50,555	199,130	232,565	147,485
% change:		52%	-12%	-1%	5%	23%	5%	-21%	14%	-17%	1%	4%	455%	17%	
<b>Cisco</b>	73,464	89,483	90,540	88,120	109,732	104,962	107,257	114,257	109,172	114,941	99,368	118,125	377,875	435,647	332,434
% change:		22%	1%	-3%	25%	-4%	2%	7%	-4%	5%	-14%	19%	414%	15%	
<b>Computer Associates</b>	7,300	7,577	9,085	8,555	14,876	11,458	6,745	9,608	6,516	4,785	3,387	3,456	40,093	34,327	11,628
% change:		4%	20%	-6%	74%	-23%	-41%	42%	-32%	-27%	-29%	2%	449%	-14%	
<b>Fortinet</b>	0	0	0	0	0	8,257	8,447	11,054	9,548	11,429	12,775	13,545	0	37,304	37,749
% change:							2%	31%	-14%	20%	12%	6%		0%	
<b>Juniper</b>	14,804	15,752	18,534	17,559	19,902	17,593	18,433	16,770	20,610	24,770	24,532	27,731	71,748	73,405	77,033
% change:		6%	18%	-5%	13%	-12%	5%	-9%	23%	20%	-1%	13%	385%	2%	
<b>McAfee</b>	2,566	2,387	3,144	5,029	5,343	3,802	3,805	4,275	4,263	4,969	4,986	5,039	15,903	16,145	14,993
% change:		-7%	32%	60%	6%	-29%	0%	12%	-0%	17%	0%	1%	520%	2%	
<b>Nokia</b>	29,958	30,347	29,869	30,575	31,567	28,011	28,860	29,488	24,376	31,662	34,012	30,722	122,359	110,735	96,396
% change:		1%	-2%	2%	3%	-11%	3%	2%	-17%	30%	7%	-10%	308%	-9%	
<b>Nortel</b>	2,894	3,004	2,839	3,526	2,688	4,215	3,424	3,169	3,806	2,164	2,199	2,924	12,057	14,614	7,287
% change:		4%	-6%	24%	-24%	57%	-19%	-7%	20%	-43%	2%	33%	317%	21%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	1,980	3,151	3,576	4,092	0	1,980	10,819
% change:										59%	13%	14%		0%	
<b>SonicWall</b>	4,280	4,771	4,748	2,540	3,710	3,457	3,616	2,735	3,340	3,558	5,104	6,067	15,768	13,149	14,729
% change:		11%	-0%	-47%	46%	-7%	5%	-24%	22%	7%	43%	19%	268%	-17%	
<b>Symantec</b>	11,107	11,652	10,450	12,647	14,353	13,919	14,023	13,222	14,557	15,640	15,920	15,290	49,102	55,721	46,850
% change:		5%	-10%	21%	13%	-3%	1%	-6%	10%	7%	2%	-4%	342%	13%	
<b>WatchGuard</b>	4,654	5,398	5,787	5,234	5,304	3,754	5,022	4,184	3,722	3,914	2,685	2,770	21,722	16,682	9,369
% change:		16%	7%	-10%	1%	-29%	34%	-17%	-11%	5%	-31%	3%	367%	-23%	



(Cont.) Table 11 Hybrid Solutions Revenue Amount (\$)

Quarterly Company Report

EMEA

Rounding

Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial			
													2004	2005	2006	
OTHERs	22,106	22,566	16,458	16,553	17,420	18,430	18,391	16,547	19,590	19,156	19,675	19,311		72,996	72,959	58,142
% change:		2%	-27%	1%	5%	6%	-0%	-10%	18%	-2%	3%	-2%		230%	-0%	
<b>Total:</b>	209,001	247,517	239,253	237,535	274,449	278,617	281,792	275,713	279,111	288,251	277,036	299,628		998,754	1,115,233	864,915
% change:		18%	-3%	-1%	16%	2%	1%	-2%	1%	3%	-4%	8%			12%	

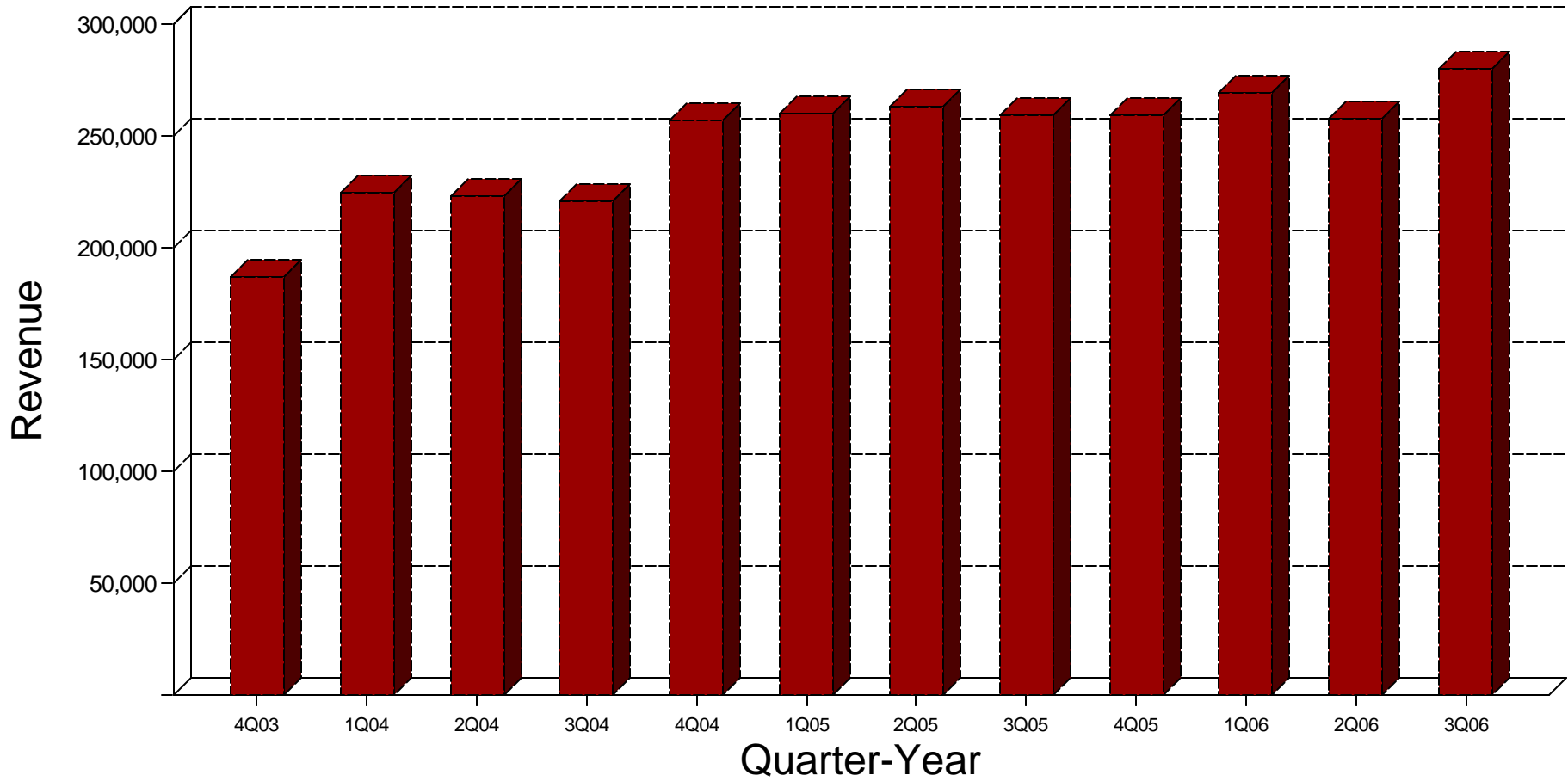


**Table 12 Hybrid Solutions Revenue Amount  
Quarterly Company Market Share Report  
EMEA**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
CheckPoint	17.2%	22.1%	20.0%	19.9%	18.1%	21.8%	22.6%	18.3%	20.6%	16.7%	17.6%	16.9%	19.9%	20.9%	17.1%
Cisco	35.2%	36.2%	37.8%	37.1%	40.0%	37.7%	38.1%	41.4%	39.1%	39.9%	35.9%	39.4%	37.8%	39.1%	38.4%
Computer Associates	3.5%	3.1%	3.8%	3.6%	5.4%	4.1%	2.4%	3.5%	2.3%	1.7%	1.2%	1.2%	4.0%	3.1%	1.3%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	3.0%	3.0%	4.0%	3.4%	4.0%	4.6%	4.5%	0.0%	3.3%	4.4%
Juniper	7.1%	6.4%	7.7%	7.4%	7.3%	6.3%	6.5%	6.1%	7.4%	8.6%	8.9%	9.3%	7.2%	6.6%	8.9%
McAfee	1.2%	1.0%	1.3%	2.1%	1.9%	1.4%	1.4%	1.6%	1.5%	1.7%	1.8%	1.7%	1.6%	1.4%	1.7%
Nokia	14.3%	12.3%	12.5%	12.9%	11.5%	10.1%	10.2%	10.7%	8.7%	11.0%	12.3%	10.3%	12.3%	9.9%	11.1%
Nortel	1.4%	1.2%	1.2%	1.5%	1.0%	1.5%	1.2%	1.1%	1.4%	0.8%	0.8%	1.0%	1.2%	1.3%	0.8%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%	1.1%	1.3%	1.4%	0.0%	0.2%	1.3%
SonicWall	2.0%	1.9%	2.0%	1.1%	1.4%	1.2%	1.3%	1.0%	1.2%	1.2%	1.8%	2.0%	1.6%	1.2%	1.7%
Symantec	5.3%	4.7%	4.4%	5.3%	5.2%	5.0%	5.0%	4.8%	5.2%	5.4%	5.7%	5.1%	4.9%	5.0%	5.4%
WatchGuard	2.2%	2.2%	2.4%	2.2%	1.9%	1.3%	1.8%	1.5%	1.3%	1.4%	1.0%	0.9%	2.2%	1.5%	1.1%
OTHERs	10.6%	9.1%	6.9%	7.0%	6.3%	6.6%	6.5%	6.0%	7.0%	6.6%	7.1%	6.4%	7.3%	6.5%	6.7%
<b>% Change:</b>		18.4%	-3.3%	-0.7%	15.5%	1.5%	1.1%	-2.2%	1.2%	3.3%	-3.9%	8.2%		11.7%	

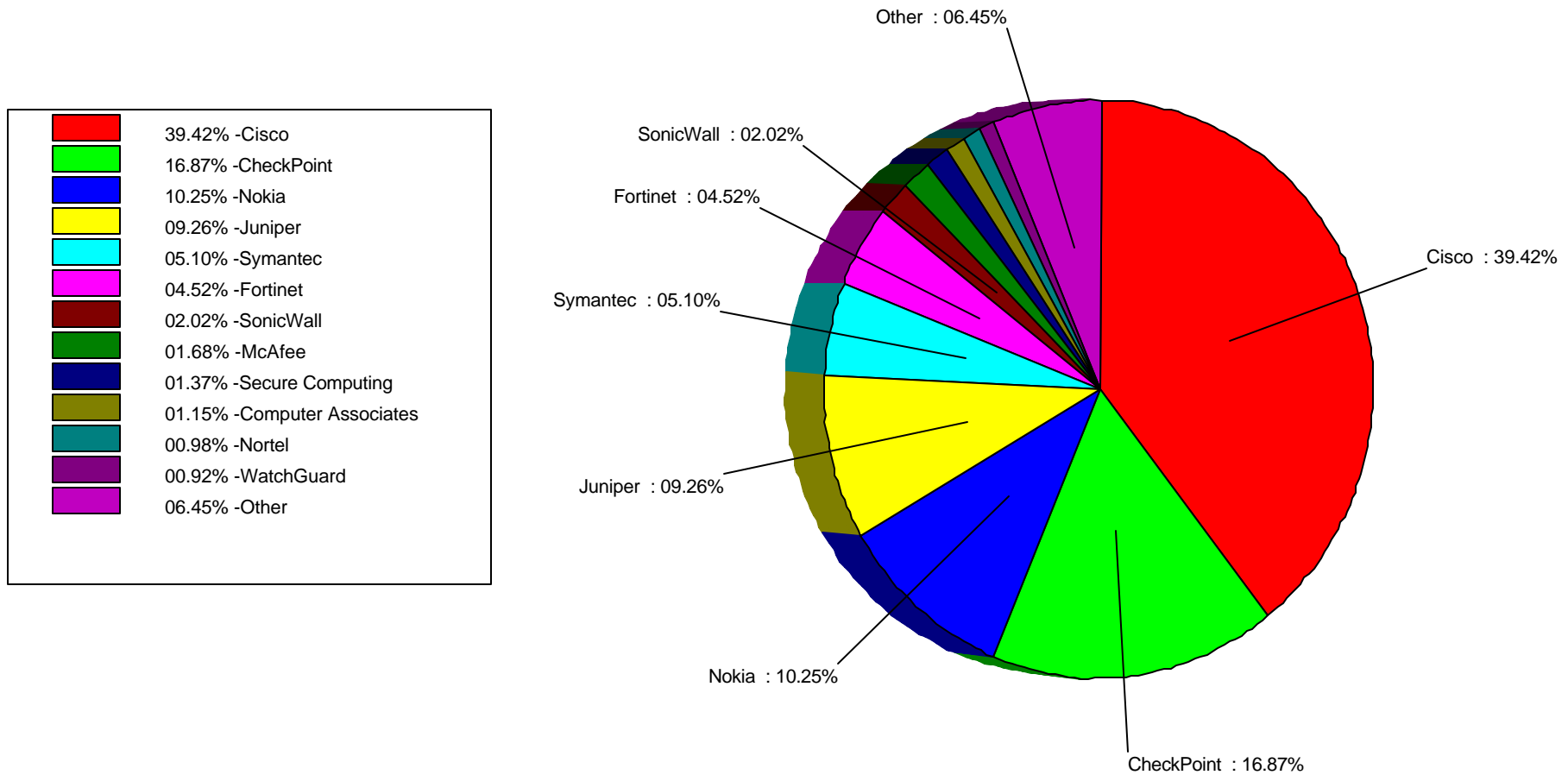
**Table 12a Hybrid Solutions  
Quarterly Market Measurement - Graph  
EMEA**

Revenue Divided by: 1,000





**Table 12b Hybrid Solutions Revenue  
Market Share Pie Chart  
EMEA  
for : Q3 2006**





**Table 13 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial		
													2004	2005	2006
<b>CheckPoint</b>	20,045	17,123	16,321	18,878	22,170	12,400	14,315	16,381	16,868	14,082	15,866	16,030	74,493	59,965	45,977
% change:		-15%	-5%	16%	17%	-44%	15%	14%	3%	-17%	13%	1%	272%	-20%	
<b>Cisco</b>	24,488	38,491	29,292	24,784	50,417	52,476	53,628	53,320	63,997	53,639	46,135	46,406	142,984	223,422	146,180
% change:		57%	-24%	-15%	103%	4%	2%	-1%	20%	-16%	-14%	1%	484%	56%	
<b>Computer Associates</b>	6,304	6,544	7,787	7,333	12,848	9,895	5,519	7,937	5,275	3,874	2,879	2,938	34,511	28,626	9,690
% change:		4%	19%	-6%	75%	-23%	-44%	44%	-34%	-27%	-26%	2%	447%	-17%	
<b>Fortinet</b>	0	0	0	0	0	6,694	6,849	8,962	7,741	9,267	10,358	10,982	0	30,247	30,607
% change:						2%	31%	-14%	20%	12%	6%		0%		
<b>Juniper</b>	18,505	16,964	16,475	14,307	19,260	20,976	17,117	22,359	15,114	12,385	13,709	18,759	67,006	75,566	44,853
% change:		-8%	-3%	-13%	35%	9%	-18%	31%	-32%	-18%	11%	37%	262%	13%	
<b>McAfee</b>	2,181	2,010	2,679	4,490	4,790	1,549	1,631	1,621	1,764	2,084	1,994	2,016	13,969	6,565	6,093
% change:		-8%	33%	68%	7%	-68%	5%	-1%	9%	18%	-4%	1%	540%	-53%	
<b>Nokia</b>	11,769	14,050	10,144	3,397	2,978	4,193	4,209	5,308	8,125	10,554	11,337	10,241	30,569	21,835	32,132
% change:		19%	-28%	-67%	-12%	41%	0%	26%	53%	30%	7%	-10%	160%	-29%	
<b>Nortel</b>	3,296	3,433	3,355	2,434	3,151	3,193	2,651	2,377	2,946	2,505	2,546	1,754	12,374	11,168	6,806
% change:		4%	-2%	-27%	29%	1%	-17%	-10%	24%	-15%	2%	-31%	275%	-10%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	990	1,575	1,987	2,273	0	990	5,836
% change:									59%	26%	14%		0%		
<b>SonicWall</b>	2,446	2,499	2,035	2,721	2,343	2,184	2,094	2,553	2,161	2,174	3,119	2,874	9,598	8,992	8,167
% change:		2%	-19%	34%	-14%	-7%	-4%	22%	-15%	1%	43%	-8%	292%	-6%	
<b>Symantec</b>	4,125	4,590	4,877	5,366	5,741	5,220	5,881	5,730	5,914	6,354	6,468	6,905	20,574	22,744	19,726
% change:		11%	6%	10%	7%	-9%	13%	-3%	3%	7%	2%	7%	399%	11%	
<b>WatchGuard</b>	1,861	1,949	2,411	1,839	1,915	1,190	1,932	1,743	1,551	1,631	1,175	1,212	8,115	6,416	4,018
% change:		5%	24%	-24%	4%	-38%	62%	-10%	-11%	5%	-28%	3%	336%	-21%	



**(Cont.) Table 13 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial		
													2004	2005	2006
<b>OTHERs</b>	7,371	8,680	8,742	11,178	11,530	14,378	14,483	16,022	17,742	18,086	17,933	17,902	40,131	62,625	53,921
% change:		18%	1%	28%	3%	25%	1%	11%	11%	2%	-1%	-0%	444%	56%	
<b>Total:</b>	102,392	116,333	104,118	96,729	137,143	134,349	130,307	144,314	150,189	138,210	135,505	140,292	454,323	559,159	414,007
% change:		14%	-11%	-7%	42%	-2%	-3%	11%	4%	-8%	-2%	4%		23%	

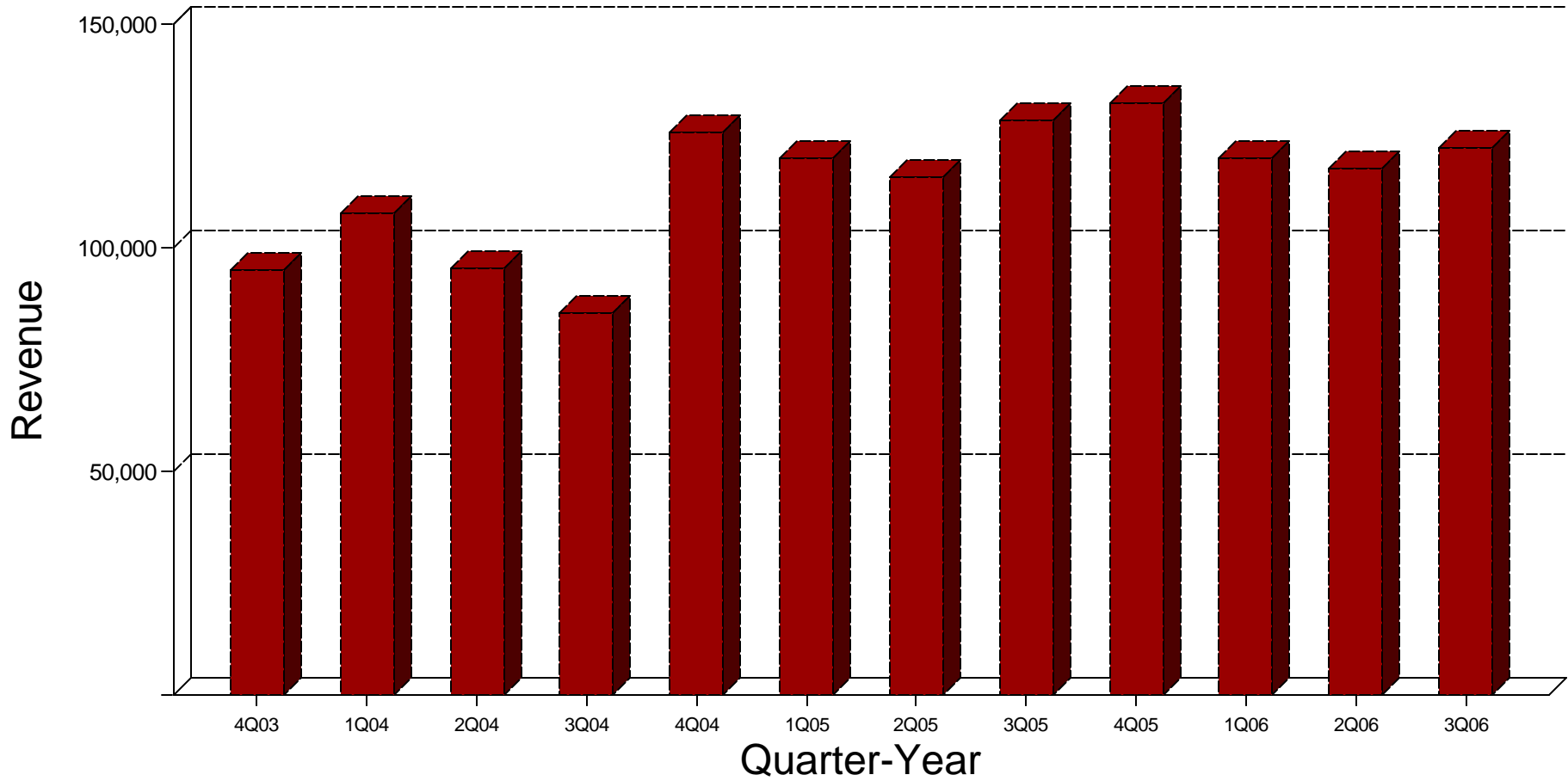


**Table 14 Hybrid Solutions Revenue Amount  
Quarterly Company Market Share Report  
Asia/Pacific**














Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
CheckPoint	19.6%	14.7%	15.7%	19.5%	16.2%	9.2%	11.0%	11.4%	11.2%	10.2%	11.7%	11.4%	16.4%	10.7%	11.1%
Cisco	23.9%	33.1%	28.1%	25.6%	36.8%	39.1%	41.2%	36.9%	42.6%	38.8%	34.0%	33.1%	31.5%	40.0%	35.3%
Computer Associates	6.2%	5.6%	7.5%	7.6%	9.4%	7.4%	4.2%	5.5%	3.5%	2.8%	2.1%	2.1%	7.6%	5.1%	2.3%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	5.0%	5.3%	6.2%	5.2%	6.7%	7.6%	7.8%	0.0%	5.4%	7.4%
Juniper	18.1%	14.6%	15.8%	14.8%	14.0%	15.6%	13.1%	15.5%	10.1%	9.0%	10.1%	13.4%	14.7%	13.5%	10.8%
McAfee	2.1%	1.7%	2.6%	4.6%	3.5%	1.2%	1.3%	1.1%	1.2%	1.5%	1.5%	1.4%	3.1%	1.2%	1.5%
Nokia	11.5%	12.1%	9.7%	3.5%	2.2%	3.1%	3.2%	3.7%	5.4%	7.6%	8.4%	7.3%	6.7%	3.9%	7.8%
Nortel	3.2%	3.0%	3.2%	2.5%	2.3%	2.4%	2.0%	1.6%	2.0%	1.8%	1.9%	1.3%	2.7%	2.0%	1.6%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%	1.1%	1.5%	1.6%	0.0%	0.2%	1.4%
SonicWall	2.4%	2.1%	2.0%	2.8%	1.7%	1.6%	1.6%	1.8%	1.4%	1.6%	2.3%	2.0%	2.1%	1.6%	2.0%
Symantec	4.0%	3.9%	4.7%	5.5%	4.2%	3.9%	4.5%	4.0%	3.9%	4.6%	4.8%	4.9%	4.5%	4.1%	4.8%
WatchGuard	1.8%	1.7%	2.3%	1.9%	1.4%	0.9%	1.5%	1.2%	1.0%	1.2%	0.9%	0.9%	1.8%	1.1%	1.0%
OTHERs	7.2%	7.5%	8.4%	11.6%	8.4%	10.7%	11.1%	11.1%	11.8%	13.1%	13.2%	12.8%	8.8%	11.2%	13.0%
<b>% Change:</b>		13.6%	-10.5%	-7.1%	41.8%	-2.0%	-3.0%	10.7%	4.1%	-8.0%	-2.0%	3.5%		23.1%	

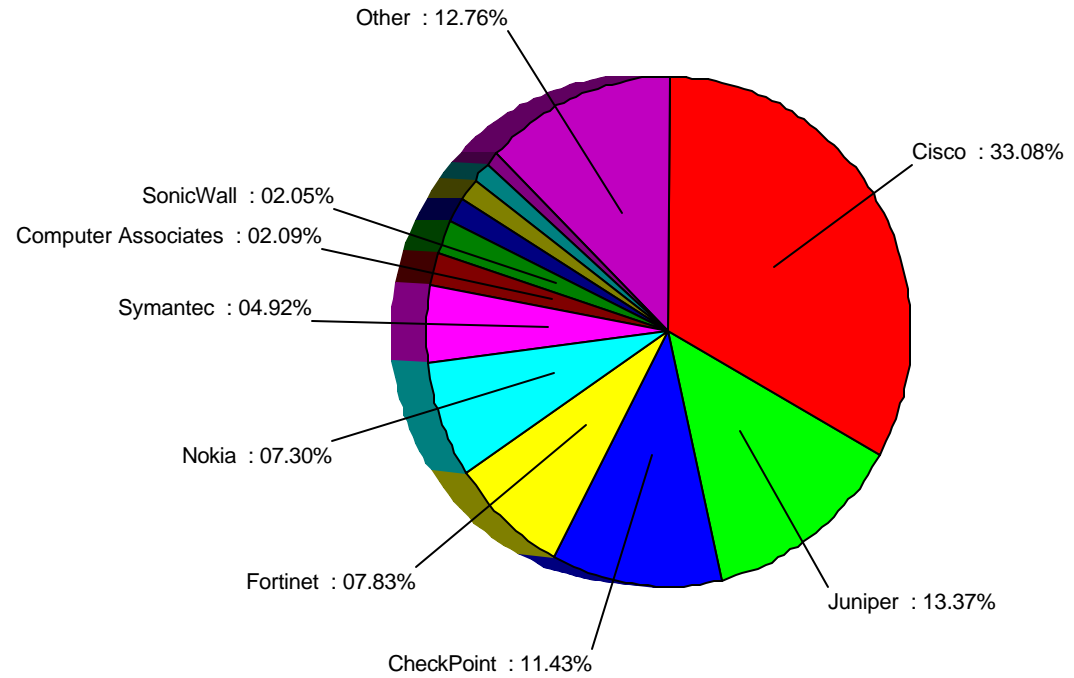
**Table 14a Hybrid Solutions  
Quarterly Market Measurement - Graph  
Asia/Pacific**

Revenue Divided by: 1,000



**Table 14b Hybrid Solutions Revenue  
Market Share Pie Chart  
Asia/Pacific  
for : Q3 2006**

	33.08% -Cisco
	13.37% -Juniper
	11.43% -CheckPoint
	07.83% -Fortinet
	07.30% -Nokia
	04.92% -Symantec
	02.09% -Computer Associates
	02.05% -SonicWall
	01.62% -Secure Computing
	01.44% -McAfee
	01.25% -Nortel
	00.86% -WatchGuard
	12.76% -Other





**Table 15 Hybrid Solutions Revenue Amount (\$)**  
**Quarterly Company Report**  
**Latin America**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>CheckPoint</b>	5,275	3,211	4,663	4,720	5,216	3,720	5,206	5,040	4,217	3,520	3,661	3,699	17,810	18,183	10,881
% change:		-39%	45%	1%	11%	-29%	40%	-3%	-16%	-17%	4%	1%	238%	2%	
<b>Cisco</b>	1,749	1,297	2,663	2,754	2,966	11,828	14,301	15,234	22,587	15,326	14,195	37,969	9,680	63,950	67,490
% change:		-26%	105%	3%	8%	299%	21%	7%	48%	-32%	-7%	167%	453%	561%	
<b>Computer Associates</b>	1,659	1,722	2,163	2,037	3,381	2,604	1,533	2,089	1,551	1,139	847	864	9,303	7,777	2,850
% change:		4%	26%	-6%	66%	-23%	-41%	36%	-26%	-27%	-26%	2%	461%	-16%	
<b>Fortinet</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% change:									0%					0%	
<b>Juniper</b>	617	606	686	650	642	677	658	699	687	688	722	816	2,585	2,721	2,225
% change:		-2%	13%	-5%	-1%	5%	-3%	6%	-2%	0%	5%	13%	319%	5%	
<b>McAfee</b>	128	126	116	180	184	282	272	295	294	321	332	336	606	1,142	989
% change:		-2%	-7%	54%	3%	53%	-3%	8%	-0%	9%	4%	1%	373%	88%	
<b>Nokia</b>	535	562	1,127	1,132	1,191	1,198	1,202	590	3,611	4,691	5,039	4,551	4,013	6,602	14,281
% change:		5%	101%	0%	5%	1%	0%	-51%	512%	30%	7%	-10%	650%	65%	
<b>Nortel</b>	80	86	86	84	93	128	110	113	123	114	116	117	348	474	347
% change:		7%	0%	-2%	10%	38%	-14%	2%	8%	-7%	2%	1%	335%	36%	
<b>Secure Computing</b>	0	0	0	0	0	0	0	0	99	158	132	152	0	99	442
% change:										59%	-16%	14%		0%	
<b>SonicWall</b>	204	227	226	181	195	182	190	547	393	198	567	639	830	1,312	1,403
% change:		11%	-0%	-20%	8%	-7%	5%	187%	-28%	-50%	187%	13%	307%	58%	
<b>Symantec</b>	635	706	697	767	820	870	905	881	910	977	995	986	2,990	3,566	2,959
% change:		11%	-1%	10%	7%	6%	4%	-3%	3%	7%	2%	-1%	371%	19%	
<b>WatchGuard</b>	133	150	161	141	147	92	129	116	103	109	84	87	599	440	279
% change:		13%	7%	-12%	4%	-38%	41%	-10%	-11%	5%	-23%	3%	350%	-27%	



(Cont.) Table 15 Hybrid Solutions Revenue Amount (\$)

Quarterly Company Report

Latin America

Rounding

Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	Partial			
													2004	2005	2006	
OTHERs	719	801	871	913	965	1,044	1,067	1,076	1,042	1,035	1,095	1,090		3,550	4,229	3,220
% change:		11%	9%	5%	6%	8%	2%	1%	-3%	-1%	6%	-0%		394%	19%	
<b>Total:</b>	11,734	9,494	13,459	13,559	15,801	22,623	25,574	26,680	35,618	28,275	27,785	51,305		52,313	110,495	107,365
% change:		-19%	42%	1%	17%	43%	13%	4%	33%	-21%	-2%	85%			111%	



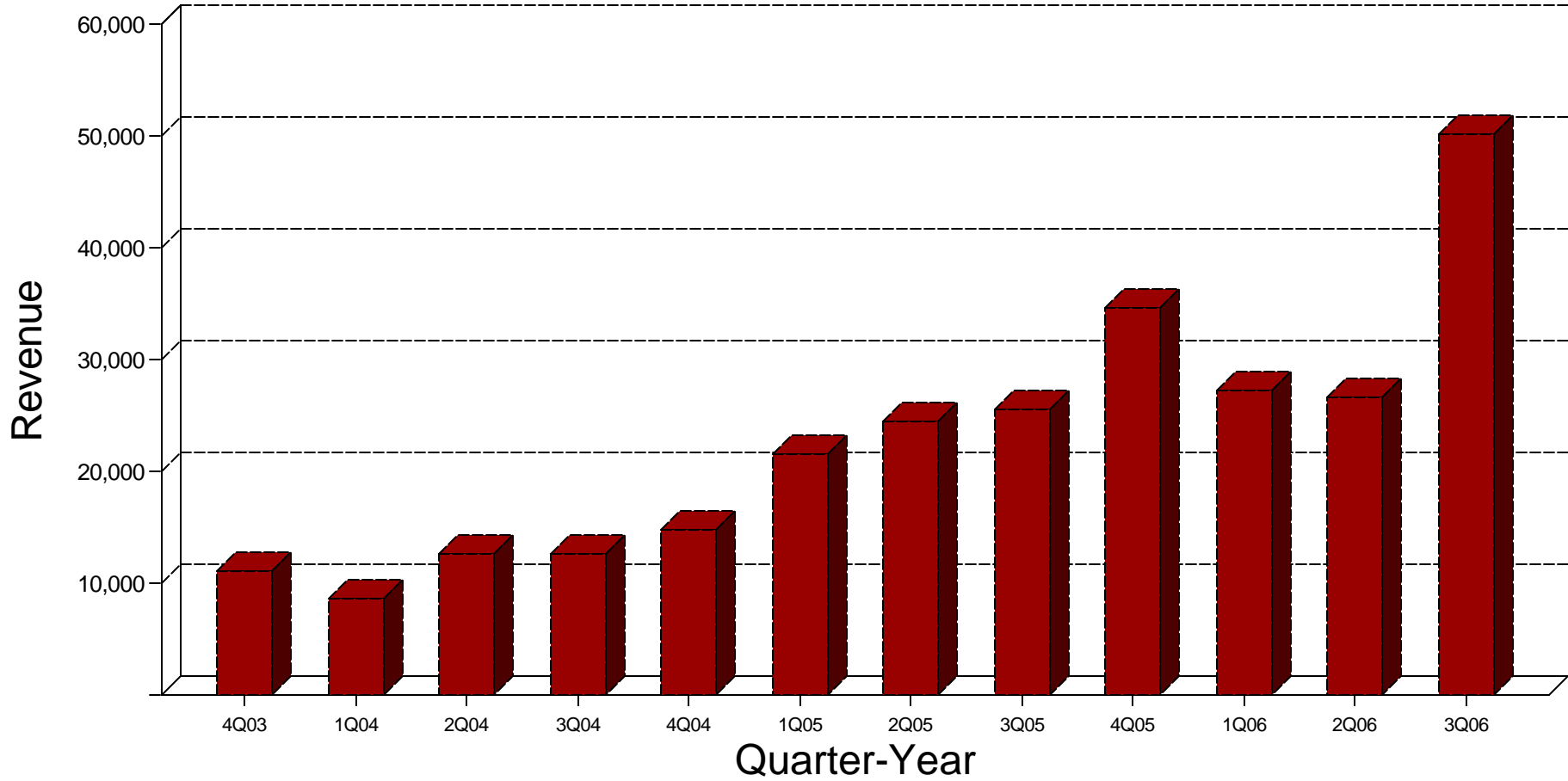


**Table 16 Hybrid Solutions Revenue Amount  
Quarterly Company Market Share Report  
Latin America**














Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
CheckPoint	45.0%	33.8%	34.6%	34.8%	33.0%	16.4%	20.4%	18.9%	11.8%	12.5%	13.2%	7.2%	34.0%	16.5%	10.1%
Cisco	14.9%	13.7%	19.8%	20.3%	18.8%	52.3%	55.9%	57.1%	63.4%	54.2%	51.1%	74.0%	18.5%	57.9%	62.9%
Computer Associates	14.1%	18.1%	16.1%	15.0%	21.4%	11.5%	6.0%	7.8%	4.4%	4.0%	3.0%	1.7%	17.8%	7.0%	2.7%
Fortinet	0.0%	0.0%	0.0%	0.0%	0.0%	-0.0%	0.0%	-0.0%	-0.0%	0.0%	0.0%	0.0%	0.0%	-0.0%	0.0%
Juniper	5.3%	6.4%	5.1%	4.8%	4.1%	3.0%	2.6%	2.6%	1.9%	2.4%	2.6%	1.6%	4.9%	2.5%	2.1%
McAfee	1.1%	1.3%	0.9%	1.3%	1.2%	1.2%	1.1%	1.1%	0.8%	1.1%	1.2%	0.7%	1.2%	1.0%	0.9%
Nokia	4.6%	5.9%	8.4%	8.4%	7.5%	5.3%	4.7%	2.2%	10.1%	16.6%	18.1%	8.9%	7.7%	6.0%	13.3%
Nortel	0.7%	0.9%	0.6%	0.6%	0.6%	0.6%	0.4%	0.4%	0.3%	0.4%	0.4%	0.2%	0.7%	0.4%	0.3%
Secure Computing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.6%	0.5%	0.3%	0.0%	0.1%	0.4%
SonicWall	1.7%	2.4%	1.7%	1.3%	1.2%	0.8%	0.7%	2.1%	1.1%	0.7%	2.0%	1.2%	1.6%	1.2%	1.3%
Symantec	5.4%	7.4%	5.2%	5.7%	5.2%	3.8%	3.5%	3.3%	2.6%	3.5%	3.6%	1.9%	5.7%	3.2%	2.8%
WatchGuard	1.1%	1.6%	1.2%	1.0%	0.9%	0.4%	0.5%	0.4%	0.3%	0.4%	0.3%	0.2%	1.1%	0.4%	0.3%
OTHERs	6.1%	8.4%	6.5%	6.7%	6.1%	4.6%	4.2%	4.0%	2.9%	3.7%	3.9%	2.1%	6.8%	3.8%	3.0%
<b>% Change:</b>		-19.1%	41.8%	0.7%	16.5%	43.2%	13.0%	4.3%	33.5%	-20.6%	-1.7%	84.7%		111.2%	

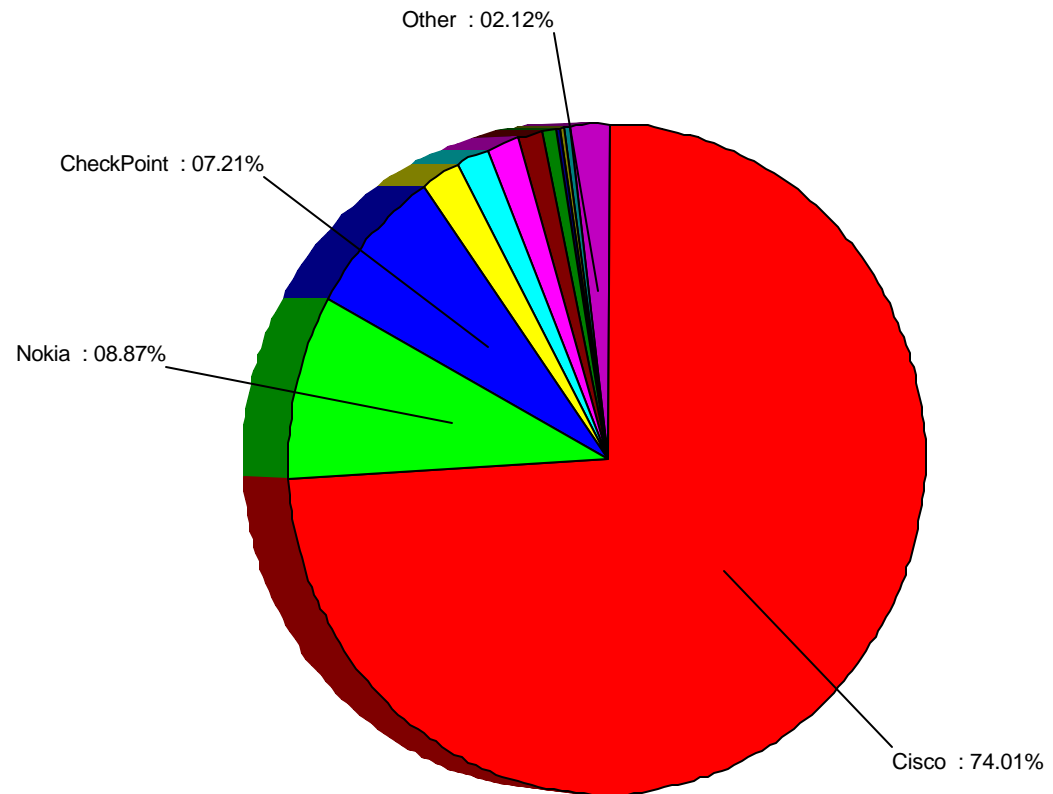
**Table 16a Hybrid Solutions  
Quarterly Market Measurement - Graph  
Latin America**

Revenue Divided by: 1,000



**Table 16b Hybrid Solutions Revenue  
Market Share Pie Chart  
Latin America  
for : Q3 2006**

	74.01% -Cisco
	08.87% -Nokia
	07.21% -CheckPoint
	01.92% -Symantec
	01.68% -Computer Associates
	01.59% -Juniper
	01.24% -SonicWall
	00.65% -McAfee
	00.30% -Secure Computing
	00.23% -Nortel
	00.17% -WatchGuard
	00.00% -Fortinet
	02.12% -Other





**Table 17 IDS/IPS Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	7,875	8,070	9,543	12,087	7,834	12,051	12,044	0	37,575	31,929
% change:							2%	18%	27%	-35%	54%	-0%		0%	
<b>Cisco</b>	9,930	19,668	16,001	17,068	13,422	12,853	13,805	15,271	15,621	15,529	17,108	24,046	66,158	57,549	56,683
% change:		98%	-19%	7%	-21%	-4%	7%	11%	2%	-1%	10%	41%	566%	-13%	
<b>Computer Associates</b>	2,133	2,214	2,884	2,716	4,347	3,348	2,008	2,636	2,105	1,546	1,169	1,193	12,161	10,097	3,909
% change:		4%	30%	-6%	60%	-23%	-40%	31%	-20%	-27%	-24%	2%	470%	-17%	
<b>Intrusion</b>	597	422	381	575	684	411	572	636	494	381	539	667	2,062	2,112	1,586
% change:		-29%	-10%	51%	19%	-40%	39%	11%	-22%	-23%	41%	24%	245%	2%	
<b>ISS</b>	15,090	13,817	14,065	14,996	16,756	15,006	15,882	18,117	21,109	15,446	15,051	15,218	59,633	70,114	45,714
% change:		-8%	2%	7%	12%	-10%	6%	14%	17%	-27%	-3%	1%	295%	18%	
<b>Juniper</b>	0	0	0	0	0	1,846	2,752	3,751	4,825	5,464	6,228	6,045	0	13,174	17,737
% change:							49%	36%	29%	13%	14%	-3%		0%	
<b>McAfee</b>	4,525	3,384	3,992	4,619	4,532	6,758	6,306	6,840	6,351	6,924	7,445	7,525	16,527	26,254	21,894
% change:		-25%	18%	16%	-2%	49%	-7%	8%	-7%	9%	8%	1%	265%	59%	
<b>NFR</b>	4,068	3,795	3,646	4,162	4,485	4,206	4,267	4,381	4,592	4,198	4,354	4,562	16,088	17,445	13,114
% change:		-7%	-4%	14%	8%	-6%	1%	3%	5%	-9%	4%	5%	295%	8%	
<b>Symantec</b>	7,468	8,639	8,853	9,198	9,456	11,053	11,495	11,407	11,346	12,190	12,408	12,302	36,146	45,302	36,900
% change:		16%	2%	4%	3%	17%	4%	-1%	-1%	7%	2%	-1%	384%	25%	
<b>Top Layer</b>	0	0	0	0	0	0	0	1,680	1,988	1,766	1,876	2,082	0	3,668	5,724
% change:									18%	-11%	6%	11%		0%	
<b>OTHERs</b>	20,405	21,875	22,730	22,478	23,504	24,619	25,304	26,050	24,450	23,198	24,674	25,361	90,586	100,422	73,233
% change:		7%	4%	-1%	5%	5%	3%	3%	-6%	-5%	6%	3%	344%	11%	
<b>Total:</b>	64,216	73,813	72,552	75,812	77,185	87,975	90,459	100,312	104,967	94,475	102,904	111,045	299,361	383,713	308,424
% change:		15%	-2%	4%	2%	14%	3%	11%	5%	-10%	9%	8%		28%	

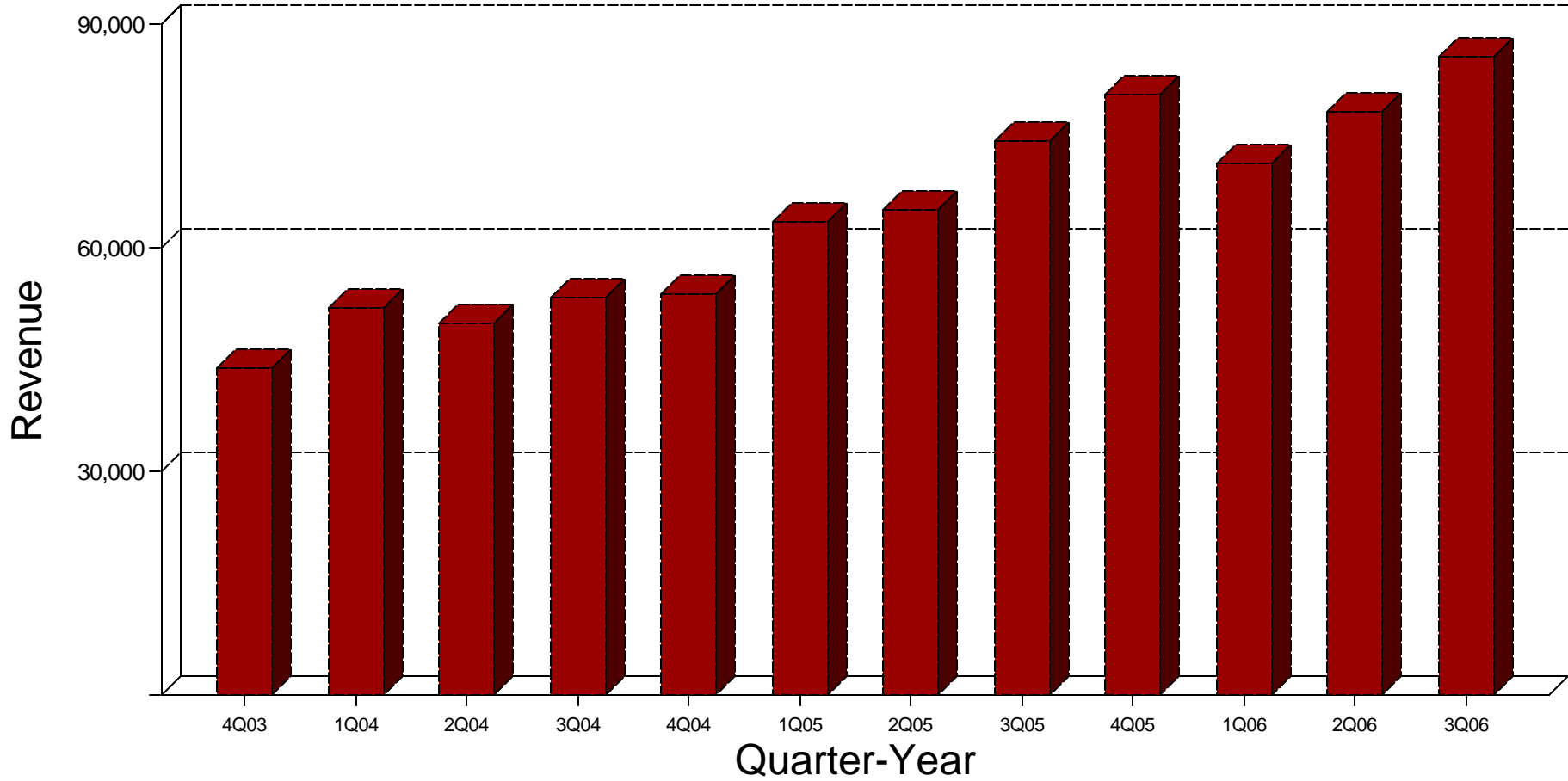


**Table 18 IDS/IPS Revenue Amount  
Quarterly Company Market Share Report  
North America**

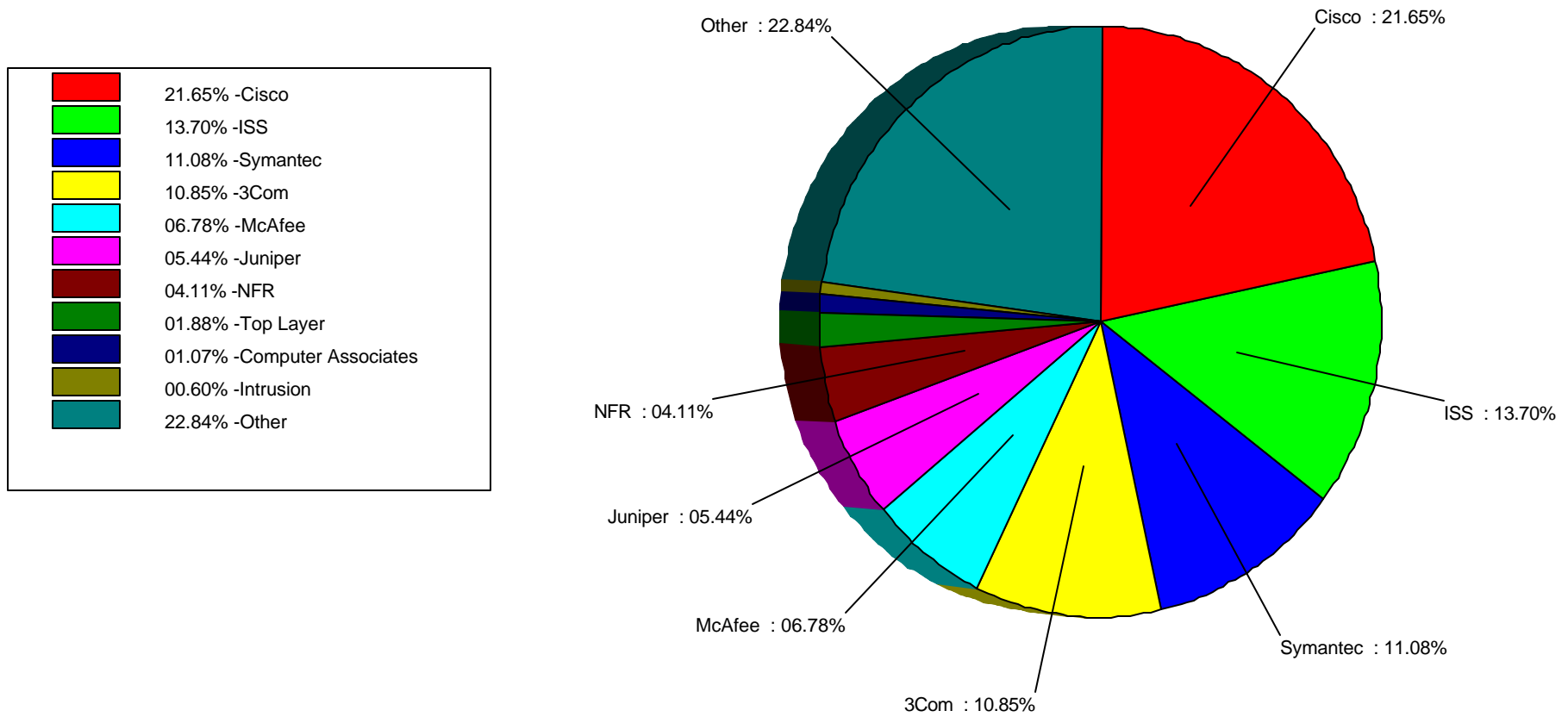
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0.0%	0.0%	0.0%	0.0%	0.0%	9.0%	8.9%	9.5%	11.5%	8.3%	11.7%	10.8%	0.0%	9.8%	10.4%
<b>Cisco</b>	15.5%	26.6%	22.1%	22.5%	17.4%	14.6%	15.3%	15.2%	14.9%	16.4%	16.6%	21.7%	22.1%	15.0%	18.4%
<b>Computer Associates</b>	3.3%	3.0%	4.0%	3.6%	5.6%	3.8%	2.2%	2.6%	2.0%	1.6%	1.1%	1.1%	4.1%	2.6%	1.3%
<b>Intrusion</b>	0.9%	0.6%	0.5%	0.8%	0.9%	0.5%	0.6%	0.6%	0.5%	0.4%	0.5%	0.6%	0.7%	0.6%	0.5%
<b>ISS</b>	23.5%	18.7%	19.4%	19.8%	21.7%	17.1%	17.6%	18.1%	20.1%	16.3%	14.6%	13.7%	19.9%	18.3%	14.8%
<b>Juniper</b>	0.0%	0.0%	0.0%	0.0%	0.0%	2.1%	3.0%	3.7%	4.6%	5.8%	6.1%	5.4%	0.0%	3.4%	5.8%
<b>McAfee</b>	7.0%	4.6%	5.5%	6.1%	5.9%	7.7%	7.0%	6.8%	6.1%	7.3%	7.2%	6.8%	5.5%	6.8%	7.1%
<b>NFR</b>	6.3%	5.1%	5.0%	5.5%	5.8%	4.8%	4.7%	4.4%	4.4%	4.4%	4.2%	4.1%	5.4%	4.5%	4.3%
<b>Symantec</b>	11.6%	11.7%	12.2%	12.1%	12.3%	12.6%	12.7%	11.4%	10.8%	12.9%	12.1%	11.1%	12.1%	11.8%	12.0%
<b>Top Layer</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.7%	1.9%	1.9%	1.8%	1.9%	0.0%	1.0%	1.9%
<b>OTHERs</b>	31.8%	29.6%	31.3%	29.6%	30.5%	28.0%	28.0%	26.0%	23.3%	24.6%	24.0%	22.8%	30.3%	26.2%	23.7%
<b>% Change:</b>		14.9%	-1.7%	4.5%	1.8%	14.0%	2.8%	10.9%	4.6%	-10.0%	8.9%	7.9%		28.2%	

**Table 18a IDS/IPS**  
**Quarterly Market Measurement - Graph**  
**North America**

Revenue Divided by: 1,000



**Table 18b IDS/IPS Revenue  
Market Share Pie Chart  
North America  
for : Q3 2006**





**Table 19 IDS/IPS Revenue Amount (\$)**  
**Quarterly Company Report**  
**EMEA**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	2,582	2,646	3,129	4,029	4,087	3,578	3,691	0	12,386	11,356
% change:							2%	18%	29%	1%	-12%	3%		0%	
<b>Cisco</b>	9,699	12,071	10,075	9,417	11,036	8,500	8,120	8,810	9,437	8,959	8,710	12,948	42,599	34,869	30,617
% change:		24%	-17%	-7%	17%	-23%	-4%	8%	7%	-5%	-3%	49%	339%	-18%	
<b>Computer Associates</b>	869	902	1,082	1,018	1,771	1,364	803	1,144	776	570	403	411	4,773	4,087	1,384
% change:		4%	20%	-6%	74%	-23%	-41%	42%	-32%	-27%	-29%	2%	449%	-14%	
<b>Intrusion</b>	102	80	79	131	171	103	167	202	157	121	171	212	462	628	504
% change:		-22%	-1%	66%	30%	-40%	63%	21%	-22%	-23%	41%	24%	353%	36%	
<b>ISS</b>	5,340	4,750	4,760	4,920	6,982	5,083	5,546	5,575	6,495	5,149	5,770	5,833	21,412	22,698	16,752
% change:		-11%	0%	3%	42%	-27%	9%	1%	17%	-21%	12%	1%	301%	6%	
<b>Juniper</b>	0	0	0	0	0	1,143	1,712	2,094	3,080	4,371	4,603	4,894	0	8,029	13,868
% change:							50%	22%	47%	42%	5%	6%		0%	
<b>McAfee</b>	1,460	1,005	2,200	2,811	2,987	3,041	3,044	3,420	3,646	3,975	3,988	4,031	9,003	13,151	11,995
% change:		-31%	119%	28%	6%	2%	0%	12%	7%	9%	0%	1%	517%	46%	
<b>NFR</b>	574	599	641	809	961	770	866	981	1,028	940	975	1,021	3,010	3,645	2,936
% change:		4%	7%	26%	19%	-20%	12%	13%	5%	-9%	4%	5%	424%	21%	
<b>Symantec</b>	5,228	5,482	4,918	5,952	6,754	6,550	6,599	6,222	6,850	7,360	7,492	7,195	23,107	26,222	22,047
% change:		5%	-10%	21%	13%	-3%	1%	-6%	10%	7%	2%	-4%	342%	13%	
<b>Top Layer</b>	0	0	0	0	0	0	0	413	489	435	658	773	0	903	1,865
% change:									18%	-11%	51%	17%		0%	
<b>OTHERs</b>	2,936	3,419	3,647	3,967	4,874	4,516	5,099	5,498	5,557	5,272	5,080	5,221	15,907	20,671	15,574
% change:		16%	7%	9%	23%	-7%	13%	8%	1%	-5%	-4%	3%	442%	30%	
<b>Total:</b>	26,207	28,308	27,401	29,027	35,536	33,652	34,603	37,488	41,544	41,238	41,428	46,231	120,272	147,287	128,897
% change:		8%	-3%	6%	22%	-5%	3%	8%	11%	-1%	0%	12%		22%	



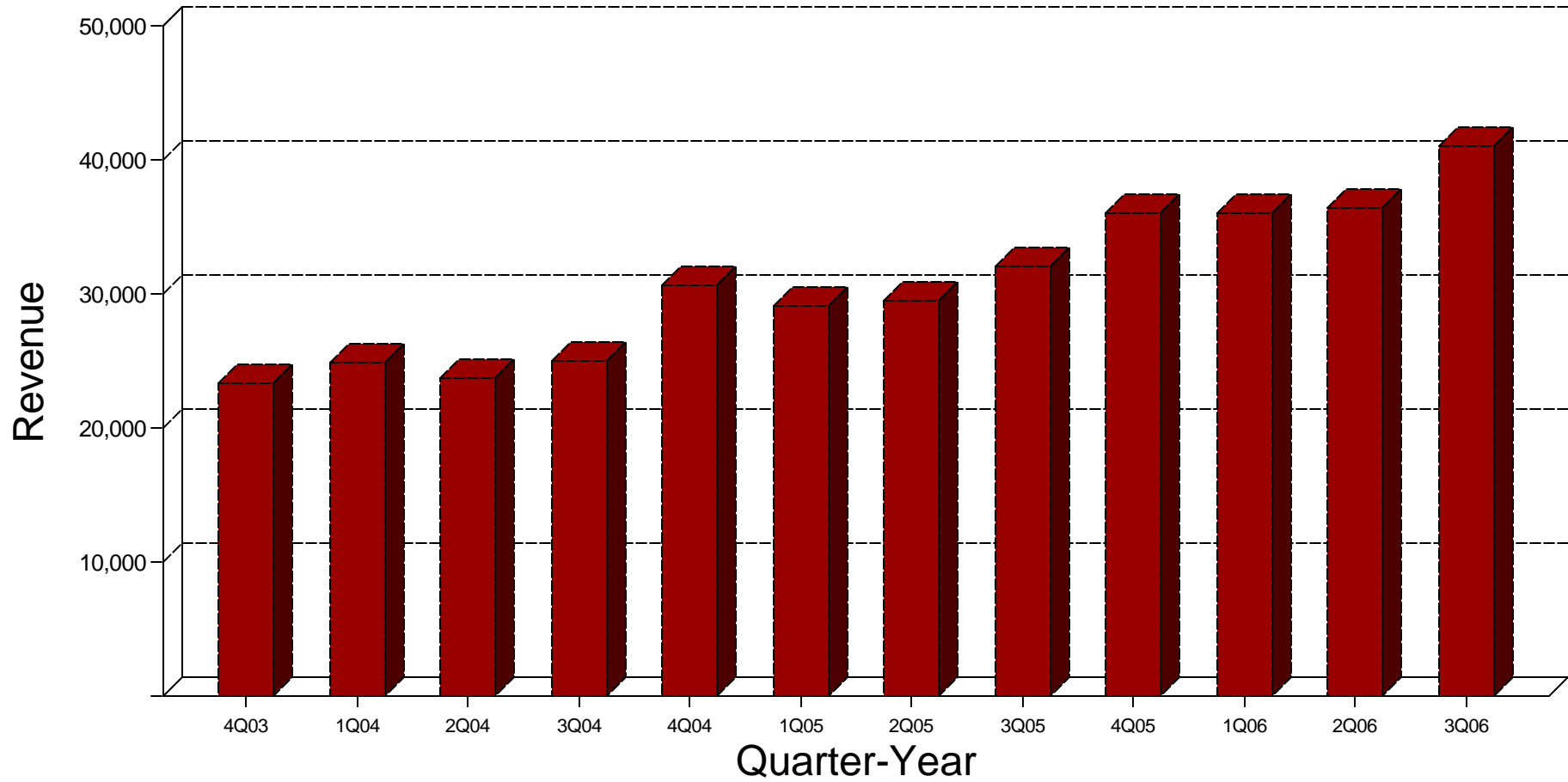


**Table 20 IDS/IPS Revenue Amount  
Quarterly Company Market Share Report  
EMEA**

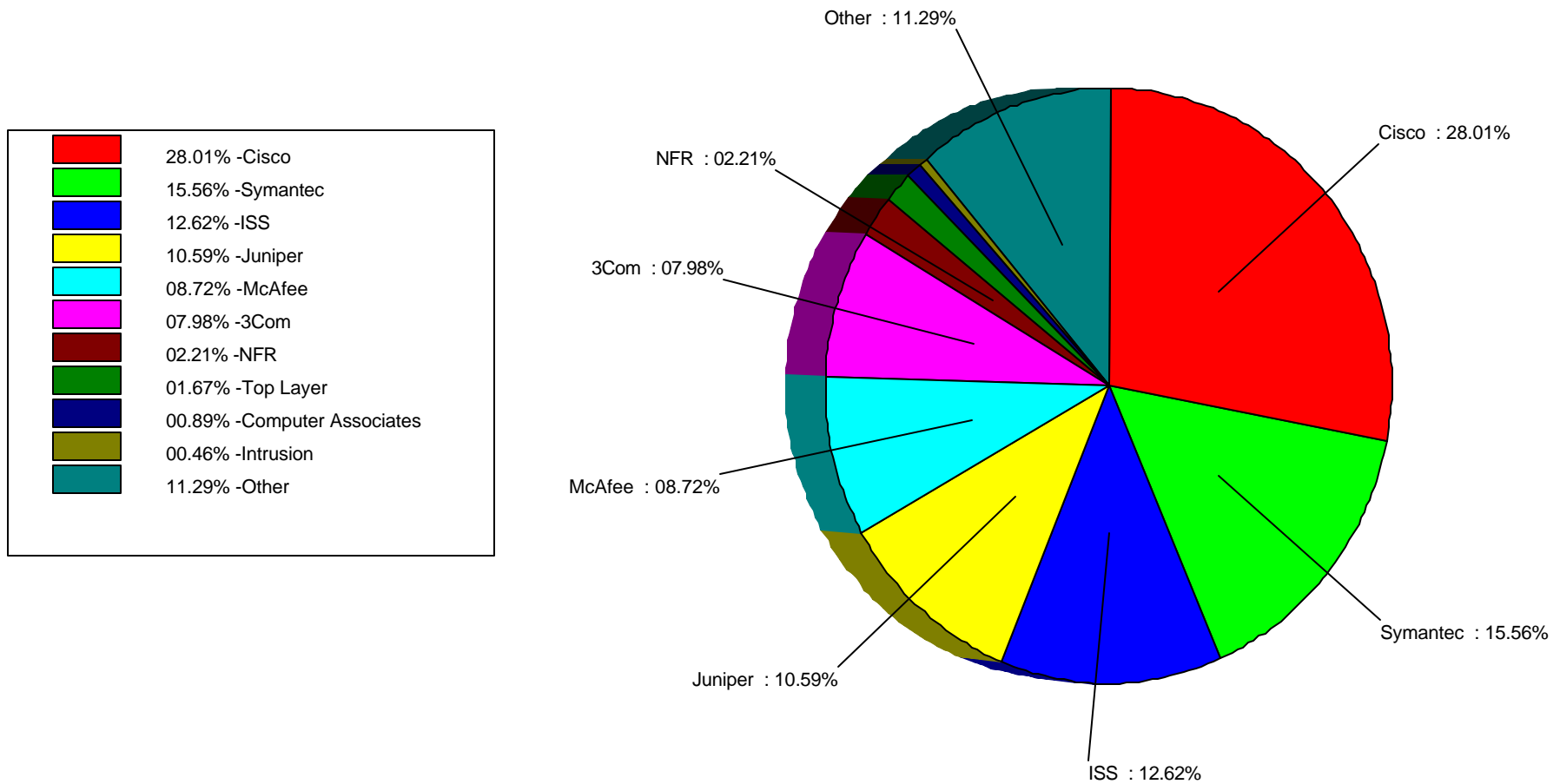
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0.0%	0.0%	0.0%	0.0%	0.0%	7.7%	7.6%	8.3%	9.7%	9.9%	8.6%	8.0%	0.0%	8.4%	8.8%
<b>Cisco</b>	37.0%	42.6%	36.8%	32.4%	31.1%	25.3%	23.5%	23.5%	22.7%	21.7%	21.0%	28.0%	35.4%	23.7%	23.8%
<b>Computer Associates</b>	3.3%	3.2%	3.9%	3.5%	5.0%	4.1%	2.3%	3.1%	1.9%	1.4%	1.0%	0.9%	4.0%	2.8%	1.1%
<b>Intrusion</b>	0.4%	0.3%	0.3%	0.5%	0.5%	0.3%	0.5%	0.5%	0.4%	0.3%	0.4%	0.5%	0.4%	0.4%	0.4%
<b>ISS</b>	20.4%	16.8%	17.4%	17.0%	19.6%	15.1%	16.0%	14.9%	15.6%	12.5%	13.9%	12.6%	17.8%	15.4%	13.0%
<b>Juniper</b>	0.0%	0.0%	0.0%	0.0%	0.0%	3.4%	4.9%	5.6%	7.4%	10.6%	11.1%	10.6%	0.0%	5.5%	10.8%
<b>McAfee</b>	5.6%	3.5%	8.0%	9.7%	8.4%	9.0%	8.8%	9.1%	8.8%	9.6%	9.6%	8.7%	7.5%	8.9%	9.3%
<b>NFR</b>	2.2%	2.1%	2.3%	2.8%	2.7%	2.3%	2.5%	2.6%	2.5%	2.3%	2.4%	2.2%	2.5%	2.5%	2.3%
<b>Symantec</b>	19.9%	19.4%	17.9%	20.5%	19.0%	19.5%	19.1%	16.6%	16.5%	17.8%	18.1%	15.6%	19.2%	17.8%	17.1%
<b>Top Layer</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	1.2%	1.1%	1.6%	1.7%	0.0%	0.6%	1.4%
<b>OTHERs</b>	11.2%	12.1%	13.3%	13.7%	13.7%	13.4%	14.7%	14.7%	13.4%	12.8%	12.3%	11.3%	13.2%	14.0%	12.1%
<b>% Change:</b>		8.0%	-3.2%	5.9%	22.4%	-5.3%	2.8%	8.3%	10.8%	-0.7%	0.5%	11.6%		22.5%	

**Table 20a IDS/IPS  
Quarterly Market Measurement - Graph  
EMEA**

Revenue Divided by: 1,000



**Table 20b IDS/IPS Revenue  
Market Share Pie Chart  
EMEA  
for : Q3 2006**





**Table 21 IDS/IPS Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	1,936	1,984	2,347	2,878	3,406	1,318	2,331	0	9,145	7,055
% change:							2%	18%	23%	18%	-61%	77%		0%	
<b>Cisco</b>	3,233	5,194	3,259	2,648	5,071	4,249	4,060	4,112	5,532	4,181	4,044	5,087	16,172	17,953	13,311
% change:		61%	-37%	-19%	91%	-16%	-4%	1%	35%	-24%	-3%	26%	400%	11%	
<b>Computer Associates</b>	751	779	927	873	1,530	1,178	657	945	628	461	343	350	4,109	3,408	1,154
% change:		4%	19%	-6%	75%	-23%	-44%	44%	-34%	-27%	-26%	2%	447%	-17%	
<b>Intrusion</b>	79	63	64	107	141	85	132	161	126	97	137	169	374	503	403
% change:		-20%	1%	68%	32%	-40%	56%	22%	-22%	-23%	41%	24%	373%	34%	
<b>ISS</b>	2,786	3,022	2,813	3,515	4,189	4,114	3,781	4,181	4,871	3,923	4,264	4,312	13,539	16,948	12,499
% change:		8%	-7%	25%	19%	-2%	-8%	11%	17%	-19%	9%	1%	386%	25%	
<b>Juniper</b>	0	0	0	0	0	1,363	1,590	2,792	2,258	2,186	2,573	3,310	0	8,003	8,069
% change:							17%	76%	-19%	-3%	18%	29%		0%	
<b>McAfee</b>	1,241	846	1,874	2,510	2,678	1,239	1,305	1,297	1,529	1,667	1,595	1,613	7,908	5,370	4,875
% change:		-32%	122%	34%	7%	-54%	5%	-1%	18%	9%	-4%	1%	537%	-32%	
<b>NFR</b>	522	549	591	752	897	889	989	1,112	1,165	1,065	1,105	1,157	2,789	4,155	3,327
% change:		5%	8%	27%	19%	-1%	11%	12%	5%	-9%	4%	5%	434%	49%	
<b>Symantec</b>	1,942	2,160	2,295	2,525	2,702	2,456	2,767	2,696	2,783	2,990	3,044	3,250	9,682	10,703	9,283
% change:		11%	6%	10%	7%	-9%	13%	-3%	3%	7%	2%	7%	399%	11%	
<b>Top Layer</b>	0	0	0	0	0	0	0	465	551	489	724	470	0	1,016	1,683
% change:									18%	-11%	48%	-35%		0%	
<b>OTHERs</b>	2,328	2,861	3,326	3,652	4,238	4,702	5,259	5,861	6,668	6,327	6,168	6,340	14,078	22,490	18,835
% change:		23%	16%	10%	16%	11%	12%	11%	14%	-5%	-2%	3%	505%	60%	
<b>Total:</b>	12,880	15,474	15,150	16,582	21,445	22,211	22,525	25,969	28,989	26,791	25,315	28,389	68,650	99,694	80,494
% change:		20%	-2%	9%	29%	4%	1%	15%	12%	-8%	-6%	12%		45%	

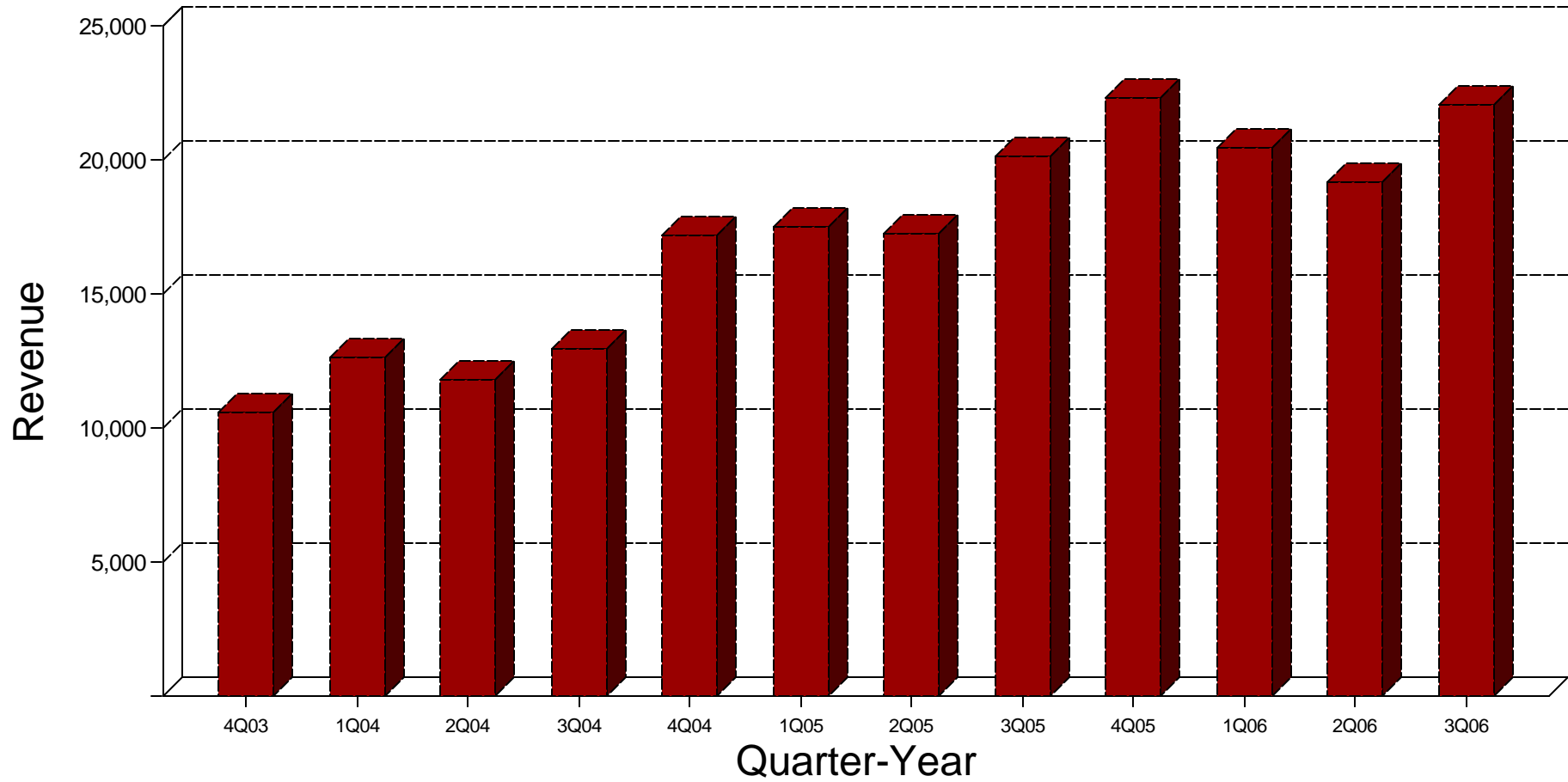


**Table 22 IDS/IPS Revenue Amount  
Quarterly Company Market Share Report  
Asia/Pacific**

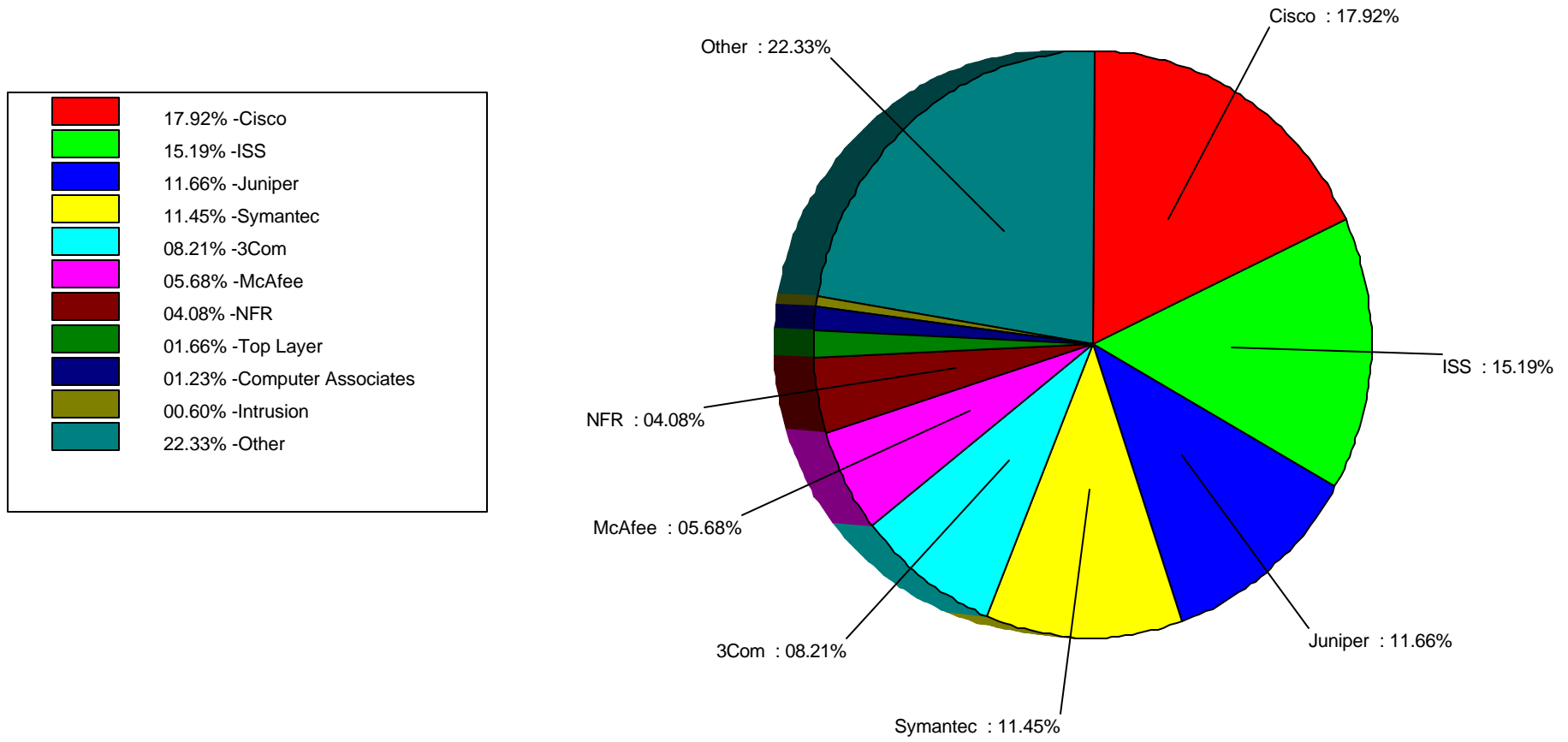
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0.0%	0.0%	0.0%	0.0%	0.0%	8.7%	8.8%	9.0%	9.9%	12.7%	5.2%	8.2%	0.0%	9.2%	8.8%
<b>Cisco</b>	25.1%	33.6%	21.5%	16.0%	23.6%	19.1%	18.0%	15.8%	19.1%	15.6%	16.0%	17.9%	23.6%	18.0%	16.5%
<b>Computer Associates</b>	5.8%	5.0%	6.1%	5.3%	7.1%	5.3%	2.9%	3.6%	2.2%	1.7%	1.4%	1.2%	6.0%	3.4%	1.4%
<b>Intrusion</b>	0.6%	0.4%	0.4%	0.6%	0.7%	0.4%	0.6%	0.6%	0.4%	0.4%	0.5%	0.6%	0.5%	0.5%	0.5%
<b>ISS</b>	21.6%	19.5%	18.6%	21.2%	19.5%	18.5%	16.8%	16.1%	16.8%	14.6%	16.8%	15.2%	19.7%	17.0%	15.5%
<b>Juniper</b>	0.0%	0.0%	0.0%	0.0%	0.0%	6.1%	7.1%	10.8%	7.8%	8.2%	10.2%	11.7%	0.0%	8.0%	10.0%
<b>McAfee</b>	9.6%	5.5%	12.4%	15.1%	12.5%	5.6%	5.8%	5.0%	5.3%	6.2%	6.3%	5.7%	11.5%	5.4%	6.1%
<b>NFR</b>	4.0%	3.5%	3.9%	4.5%	4.2%	4.0%	4.4%	4.3%	4.0%	4.0%	4.4%	4.1%	4.1%	4.2%	4.1%
<b>Symantec</b>	15.1%	14.0%	15.2%	15.2%	12.6%	11.1%	12.3%	10.4%	9.6%	11.2%	12.0%	11.4%	14.1%	10.7%	11.5%
<b>Top Layer</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	1.9%	1.8%	2.9%	1.7%	0.0%	1.0%	2.1%
<b>OTHERs</b>	18.1%	18.5%	22.0%	22.0%	19.8%	21.2%	23.3%	22.6%	23.0%	23.6%	24.4%	22.3%	20.5%	22.6%	23.4%
<b>% Change:</b>		20.1%	-2.1%	9.5%	29.3%	3.6%	1.4%	15.3%	11.6%	-7.6%	-5.5%	12.1%		45.2%	

**Table 22a IDS/IPS**  
**Quarterly Market Measurement - Graph**  
**Asia/Pacific**

Revenue Divided by: 1,000



**Table 22b IDS/IPS Revenue  
Market Share Pie Chart  
Asia/Pacific  
for : Q3 2006**





**Table 23 IDS/IPS Revenue Amount (\$)**  
**Quarterly Company Report**  
**Latin America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0	0	0	0	0	516	529	626	192	1,703	1,883	1,360	0	1,863	4,946
% change:							2%	18%	-69%	788%	11%	-28%		0%	
<b>Cisco</b>	231	175	296	294	298	953	1,083	1,175	1,953	1,195	1,244	4,162	1,064	5,163	6,601
% change:		-24%	69%	-1%	1%	220%	14%	8%	66%	-39%	4%	234%	361%	385%	
<b>Computer Associates</b>	198	205	257	243	403	310	183	249	185	136	101	103	1,108	926	339
% change:		4%	26%	-6%	66%	-23%	-41%	36%	-26%	-27%	-26%	2%	460%	-16%	
<b>Intrusion</b>	8	6	5	8	10	6	9	10	8	6	9	11	29	33	25
% change:		-27%	-7%	55%	22%	-40%	45%	15%	-22%	-23%	41%	24%	263%	14%	
<b>ISS</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% change:														0%	
<b>Juniper</b>	0	0	0	0	0	44	61	87	103	121	135	144	0	295	401
% change:							39%	43%	18%	18%	12%	6%		0%	
<b>McAfee</b>	73	53	81	100	103	225	217	236	235	256	266	269	338	914	791
% change:		-28%	54%	23%	3%	119%	-3%	8%	-0%	9%	4%	1%	363%	170%	
<b>NFR</b>	52	50	49	58	64	59	62	65	69	63	65	68	221	255	196
% change:		-4%	-1%	17%	11%	-8%	4%	6%	5%	-9%	4%	5%	325%	15%	
<b>Symantec</b>	299	332	328	361	386	409	426	415	428	460	468	464	1,407	1,678	1,392
% change:		11%	-1%	10%	7%	6%	4%	-3%	3%	7%	2%	-1%	371%	19%	
<b>Top Layer</b>	0	0	0	0	0	0	0	26	31	27	33	34	0	56	94
% change:									18%	-11%	21%	2%		0%	
<b>OTHERs</b>	338	350	359	337	421	439	439	467	370	351	363	373	1,468	1,716	1,087
% change:		4%	3%	-6%	25%	4%	-0%	6%	-21%	-5%	3%	3%	334%	17%	
<b>Total:</b>	1,198	1,171	1,377	1,401	1,685	2,963	3,009	3,356	3,573	4,318	4,567	6,987	5,634	12,900	15,872
% change:		-2%	18%	2%	20%	76%	2%	12%	6%	21%	6%	53%		129%	



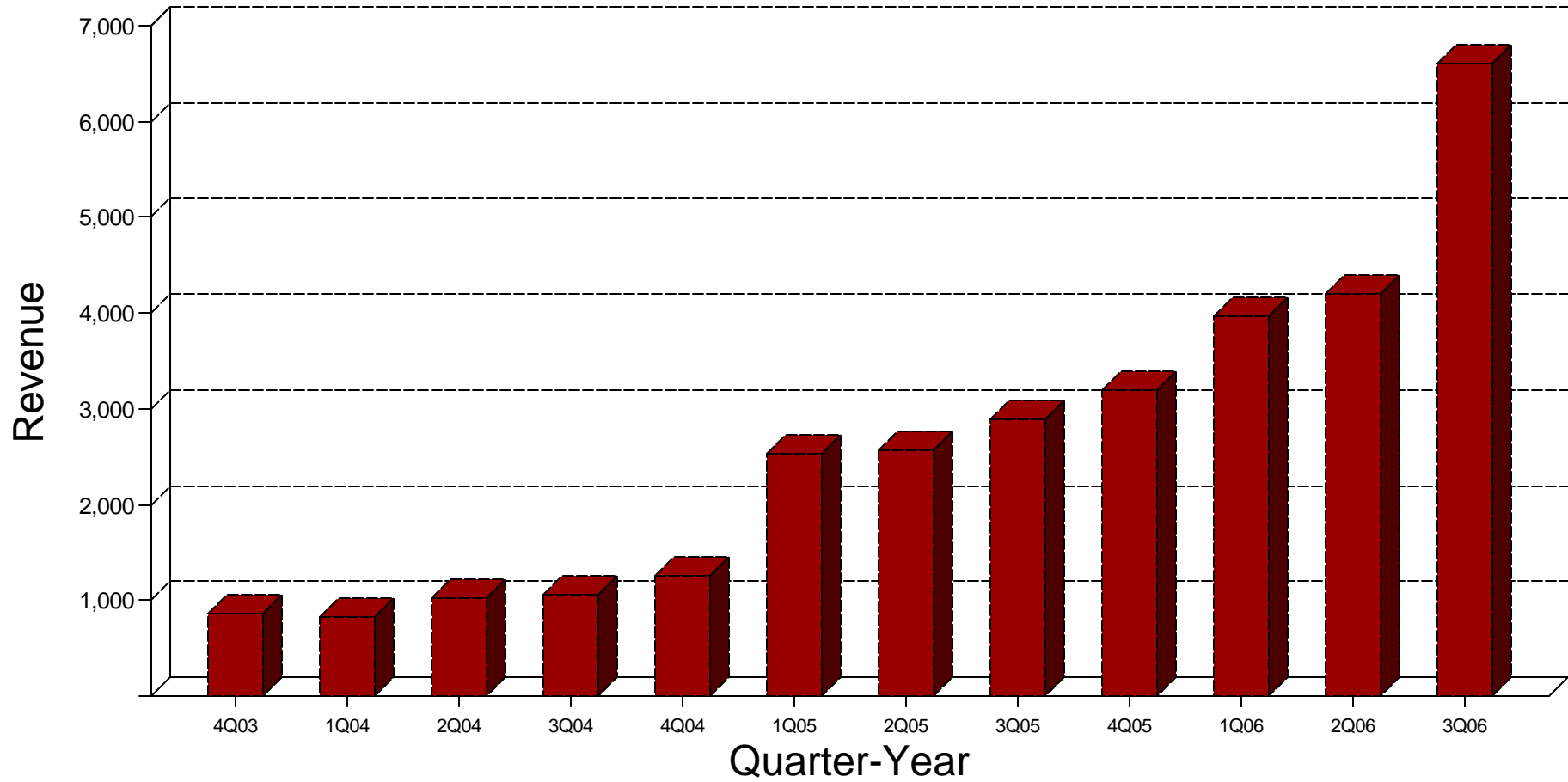


**Table 24 IDS/IPS Revenue Amount  
Quarterly Company Market Share Report  
Latin America**

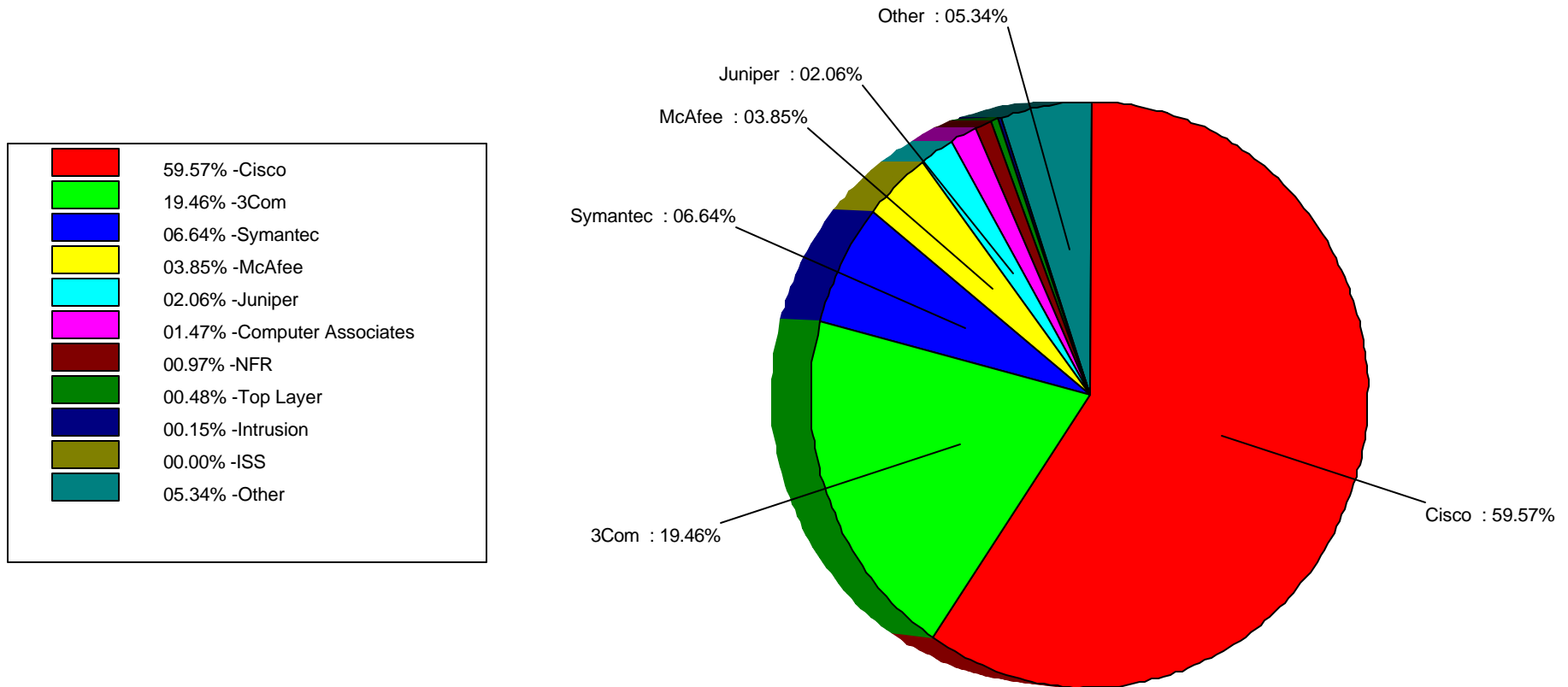
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>3Com</b>	0.0%	0.0%	0.0%	0.0%	0.0%	17.4%	17.6%	18.6%	5.4%	39.4%	41.2%	19.5%	0.0%	14.4%	31.2%
<b>Cisco</b>	19.3%	14.9%	21.5%	21.0%	17.7%	32.2%	36.0%	35.0%	54.7%	27.7%	27.2%	59.6%	18.9%	40.0%	41.6%
<b>Computer Associates</b>	16.5%	17.5%	18.7%	17.3%	23.9%	10.5%	6.1%	7.4%	5.2%	3.1%	2.2%	1.5%	19.7%	7.2%	2.1%
<b>Intrusion</b>	0.7%	0.5%	0.4%	0.6%	0.6%	0.2%	0.3%	0.3%	0.2%	0.1%	0.2%	0.2%	0.5%	0.3%	0.2%
<b>ISS</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Juniper</b>	0.0%	0.0%	0.0%	0.0%	0.0%	1.5%	2.0%	2.6%	2.9%	2.8%	3.0%	2.1%	0.0%	2.3%	2.5%
<b>McAfee</b>	6.1%	4.5%	5.9%	7.2%	6.1%	7.6%	7.2%	7.0%	6.6%	5.9%	5.8%	3.8%	6.0%	7.1%	5.0%
<b>NFR</b>	4.4%	4.3%	3.6%	4.1%	3.8%	2.0%	2.1%	1.9%	1.9%	1.5%	1.4%	1.0%	3.9%	2.0%	1.2%
<b>Symantec</b>	24.9%	28.4%	23.8%	25.7%	22.9%	13.8%	14.2%	12.4%	12.0%	10.7%	10.3%	6.6%	25.0%	13.0%	8.8%
<b>Top Layer</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.9%	0.6%	0.7%	0.5%	0.0%	0.4%	0.6%
<b>OTHERs</b>	28.2%	29.9%	26.1%	24.1%	25.0%	14.8%	14.6%	13.9%	10.4%	8.1%	7.9%	5.3%	26.1%	13.3%	6.9%
<b>% Change:</b>		-2.2%	17.6%	1.7%	20.3%	75.9%	1.5%	11.5%	6.5%	20.9%	5.8%	53.0%		129.0%	

**Table 24a IDS/IPS**  
**Quarterly Market Measurement - Graph**  
**Latin America**

Revenue Divided by: 1,000



**Table 24b IDS/IPS Revenue  
Market Share Pie Chart  
Latin America  
for : Q3 2006**





**Table 25 SSL VPNs Revenue Amount (\$)**  
**Quarterly Company Report**  
**North America**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>Array</b>	0	0	0	0	0	2,549	2,277	2,025	2,814	2,178	2,700	2,704	0	9,665	7,582
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	2,445	1,988	2,316	2,659	2,752	2,677	2,855	3,426	3,948	4,651	4,282	4,229	9,714	12,905	13,161
% change:		-19%	16%	15%	4%	-3%	7%	20%	15%	18%	-8%	-1%	297%	33%	
<b>Cisco</b>	0	0	0	0	0	0	0	0	0	886	2,413	4,140	0	0	7,439
% change:											172%	72%		0%	
<b>Citrix</b>	0	0	0	0	0	419	1,812	3,289	4,222	4,167	4,743	4,760	0	9,742	13,670
% change:							332%	81%	28%	-1%	14%	0%		0%	
<b>F5</b>	975	1,471	2,419	2,730	2,479	3,411	4,453	3,505	3,440	4,967	4,114	4,860	9,098	14,808	13,941
% change:		51%	64%	13%	-9%	38%	31%	-21%	-2%	44%	-17%	18%	833%	63%	
<b>Juniper</b>	2,954	4,988	7,774	8,129	6,099	6,756	7,340	6,152	8,257	7,727	8,304	7,733	26,990	28,506	23,764
% change:		69%	56%	5%	-25%	11%	9%	-16%	34%	-6%	7%	-7%	814%	6%	
<b>Nortel</b>	0	366	747	450	990	1,333	2,194	2,769	3,281	3,558	3,609	3,536	2,553	9,577	10,703
% change:			104%	-40%	120%	35%	65%	26%	18%	8%	1%	-2%		275%	
<b>SonicWall</b>	0	0	0	0	0	0	0	0	416	825	1,194	1,011	0	416	3,030
% change:										98%	45%	-15%		0%	
<b>Symantec</b>	523	582	574	575	591	691	718	713	709	762	776	769	2,321	2,831	2,306
% change:		11%	-1%	0%	3%	17%	4%	-1%	-1%	7%	2%	-1%	344%	22%	
<b>OTHERs</b>	977	1,673	2,175	2,643	2,884	3,126	3,225	3,819	3,833	4,015	4,370	4,512	9,375	14,004	12,897
% change:		71%	30%	22%	9%	8%	3%	18%	0%	5%	9%	3%	860%	49%	
<b>Total:</b>	7,873	11,067	16,004	17,185	15,795	20,964	24,874	25,697	30,919	33,734	36,504	38,254	60,052	102,454	108,492
% change:		41%	45%	7%	-8%	33%	19%	3%	20%	9%	8%	5%		71%	

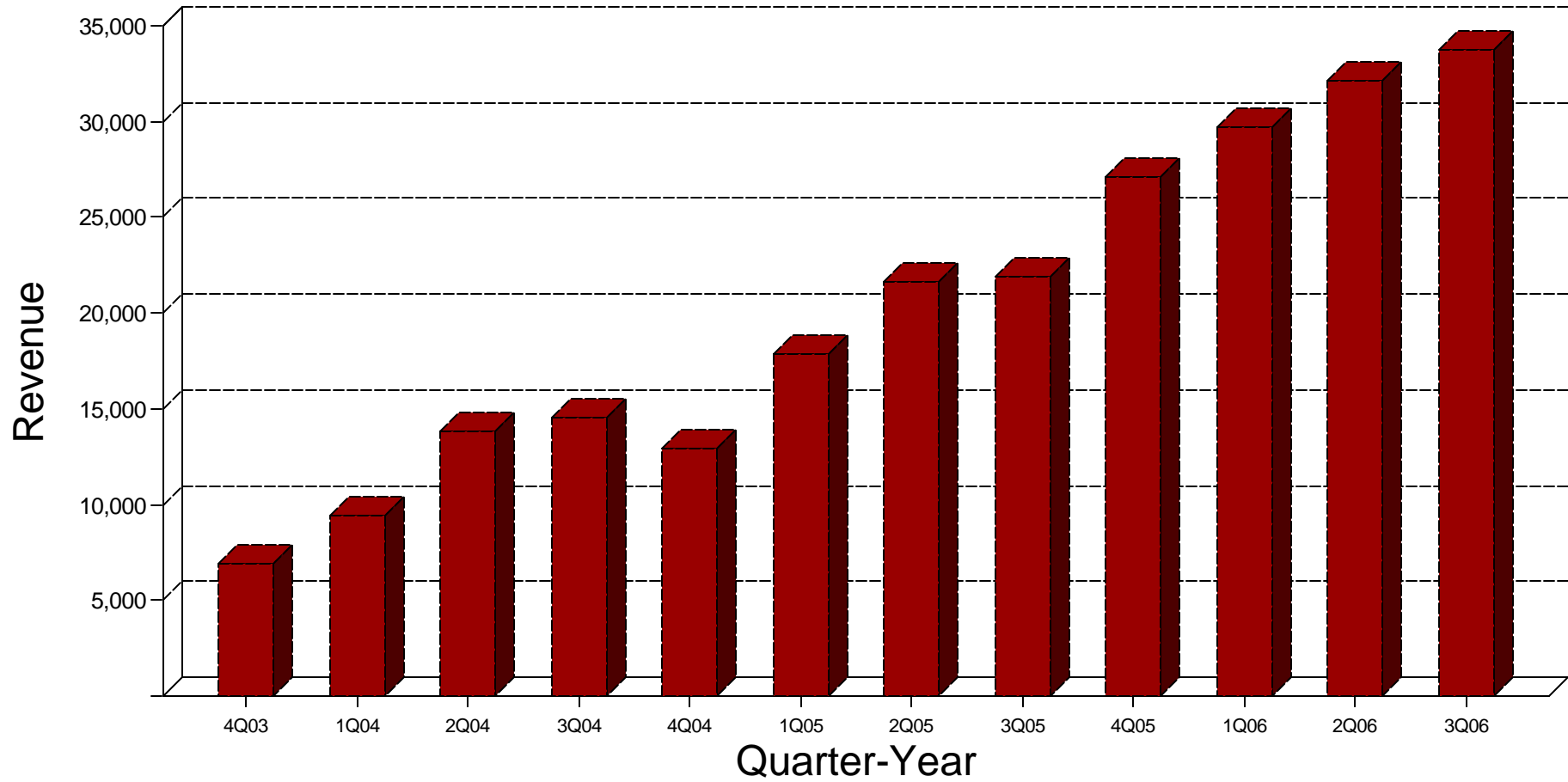


**Table 26 SSL VPNs Revenue Amount  
Quarterly Company Market Share Report  
North America**

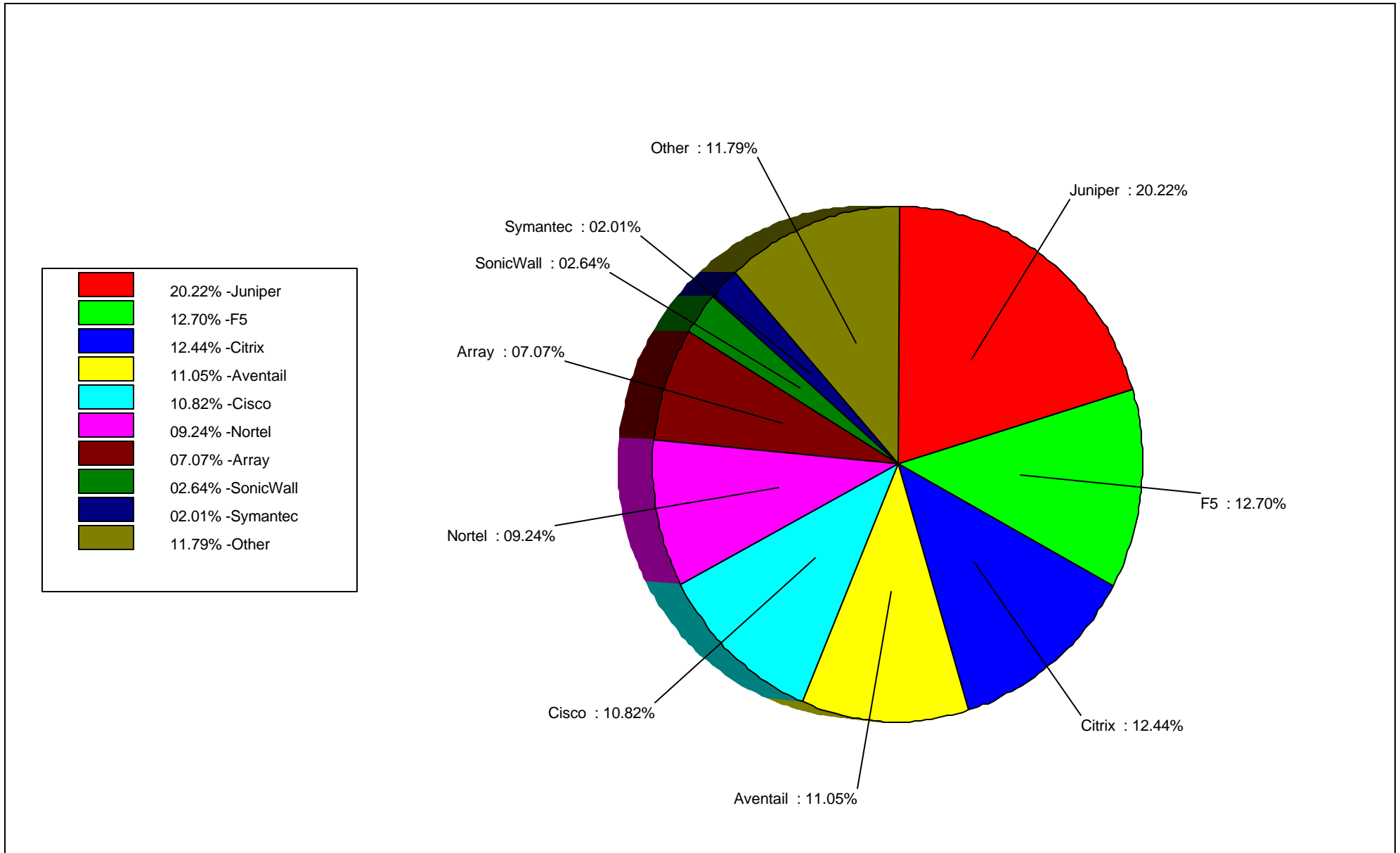
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
Array	0.0%	0.0%	0.0%	0.0%	0.0%	12.2%	9.2%	7.9%	9.1%	6.5%	7.4%	7.1%	0.0%	9.4%	7.0%
Aventail	31.1%	18.0%	14.5%	15.5%	17.4%	12.8%	11.5%	13.3%	12.8%	13.8%	11.7%	11.1%	16.2%	12.6%	12.1%
Cisco	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.6%	6.6%	10.8%	0.0%	0.0%	6.9%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	2.0%	7.3%	12.8%	13.7%	12.4%	13.0%	12.4%	0.0%	9.5%	12.6%
F5	12.4%	13.3%	15.1%	15.9%	15.7%	16.3%	17.9%	13.6%	11.1%	14.7%	11.3%	12.7%	15.2%	14.5%	12.8%
Juniper	37.5%	45.1%	48.6%	47.3%	38.6%	32.2%	29.5%	23.9%	26.7%	22.9%	22.7%	20.2%	44.9%	27.8%	21.9%
Nortel	0.0%	3.3%	4.7%	2.6%	6.3%	6.4%	8.8%	10.8%	10.6%	10.5%	9.9%	9.2%	4.3%	9.3%	9.9%
SonicWall	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	2.4%	3.3%	2.6%	0.0%	0.4%	2.8%
Symantec	6.6%	5.3%	3.6%	3.3%	3.7%	3.3%	2.9%	2.8%	2.3%	2.3%	2.1%	2.0%	3.9%	2.8%	2.1%
OTHERs	12.4%	15.1%	13.6%	15.4%	18.3%	14.9%	13.0%	14.9%	12.4%	11.9%	12.0%	11.8%	15.6%	13.7%	11.9%
<b>% Change:</b>		40.6%	44.6%	7.4%	-8.1%	32.7%	18.7%	3.3%	20.3%	9.1%	8.2%	4.8%		70.6%	

**Table 26a SSL VPNs**  
**Quarterly Market Measurement - Graph**  
**North America**

Revenue Divided by: 1,000



**Table 26b SSL VPNs Revenue  
Market Share Pie Chart  
North America  
for : Q3 2006**





**Table 27 SSL VPNs Revenue Amount (\$)**  
**Quarterly Company Report**  
**EMEA**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>Array</b>	0	0	0	0	0	647	578	514	714	553	685	686	0	2,452	1,924
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	192	602	702	806	903	803	1,231	1,477	1,702	1,431	1,784	1,480	3,013	5,212	4,695
% change:		213%	16%	15%	12%	-11%	53%	20%	15%	-16%	25%	-17%	1469%	73%	
<b>Cisco</b>	0	0	0	0	0	0	0	0	0	511	1,228	2,229	0	0	3,969
% change:											140%	81%		0%	
<b>Citrix</b>	0	0	0	0	0	374	1,615	2,931	3,763	2,917	3,794	3,808	0	8,683	10,519
% change:							332%	81%	28%	-22%	30%	0%		0%	
<b>F5</b>	236	481	653	833	756	992	1,202	1,188	991	1,375	1,444	1,475	2,723	4,373	4,294
% change:		104%	36%	28%	-9%	31%	21%	-1%	-17%	39%	5%	2%	1054%	61%	
<b>Juniper</b>	1,575	2,882	4,373	4,390	4,975	4,183	4,567	3,434	5,271	6,182	6,138	6,260	16,620	17,454	18,580
% change:		83%	52%	0%	13%	-16%	9%	-25%	53%	17%	-1%	2%	955%	5%	
<b>Nortel</b>	0	224	329	716	798	1,073	1,546	1,551	2,311	1,165	1,182	1,498	2,067	6,481	3,846
% change:			47%	118%	11%	34%	44%	0%	49%	-50%	1%	27%		214%	
<b>SonicWall</b>	0	0	0	0	0	0	0	0	101	212	311	274	0	101	798
% change:										110%	47%	-12%		0%	
<b>Symantec</b>	105	116	115	372	422	409	412	389	428	460	468	450	1,025	1,639	1,378
% change:		11%	-1%	224%	13%	-3%	1%	-6%	10%	7%	2%	-4%	876%	60%	
<b>OTHERs</b>	127	306	480	641	766	721	819	709	871	912	900	929	2,193	3,121	2,741
% change:		141%	57%	34%	20%	-6%	14%	-13%	23%	5%	-1%	3%	1627%	42%	
<b>Total:</b>	2,235	4,612	6,651	7,757	8,621	9,202	11,969	12,192	16,152	15,718	17,934	19,091	27,641	49,516	52,744
% change:		106%	44%	17%	11%	7%	30%	2%	32%	-3%	14%	6%		79%	



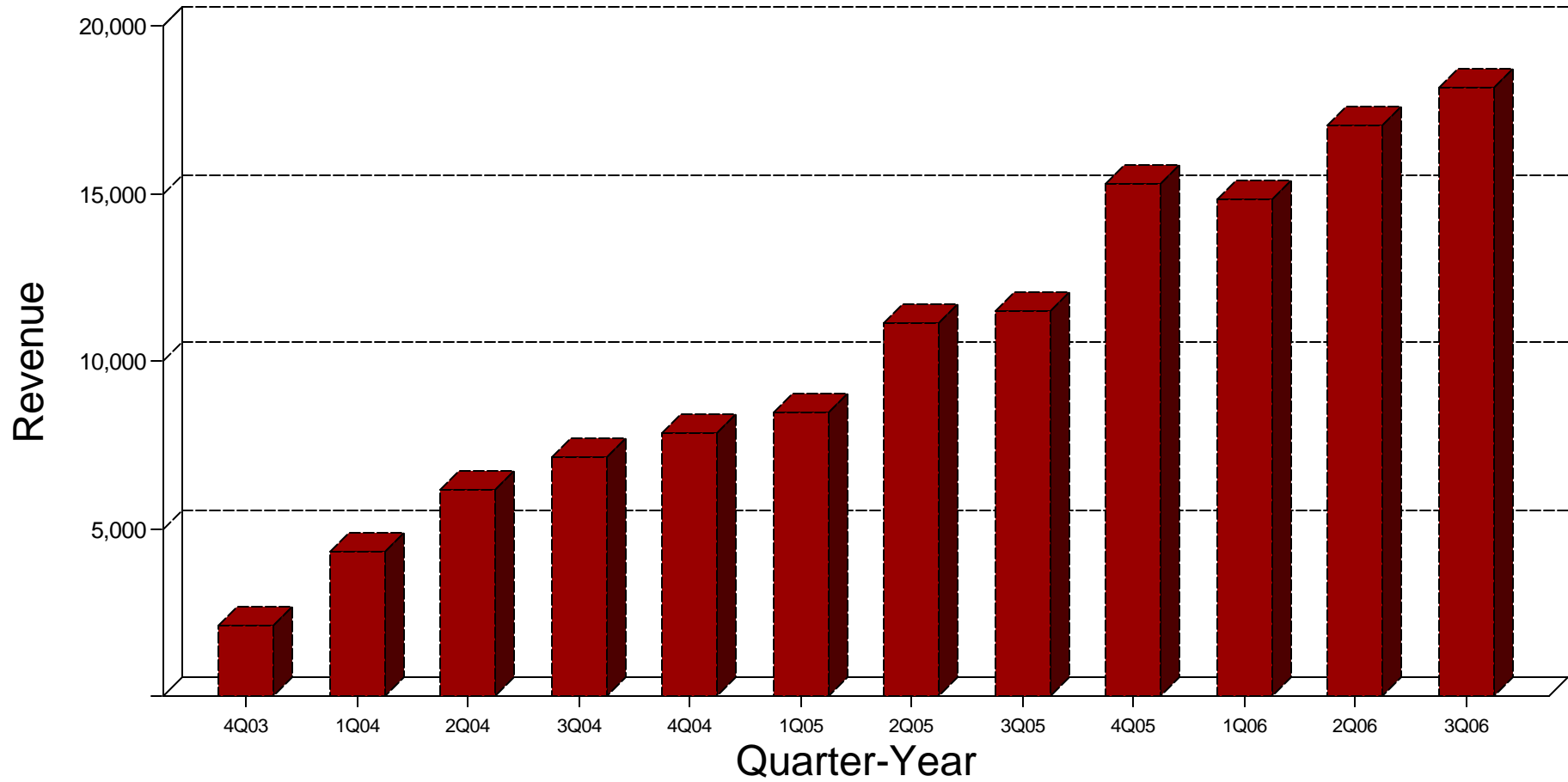


**Table 28 SSL VPNs Revenue Amount  
Quarterly Company Market Share Report  
EMEA**

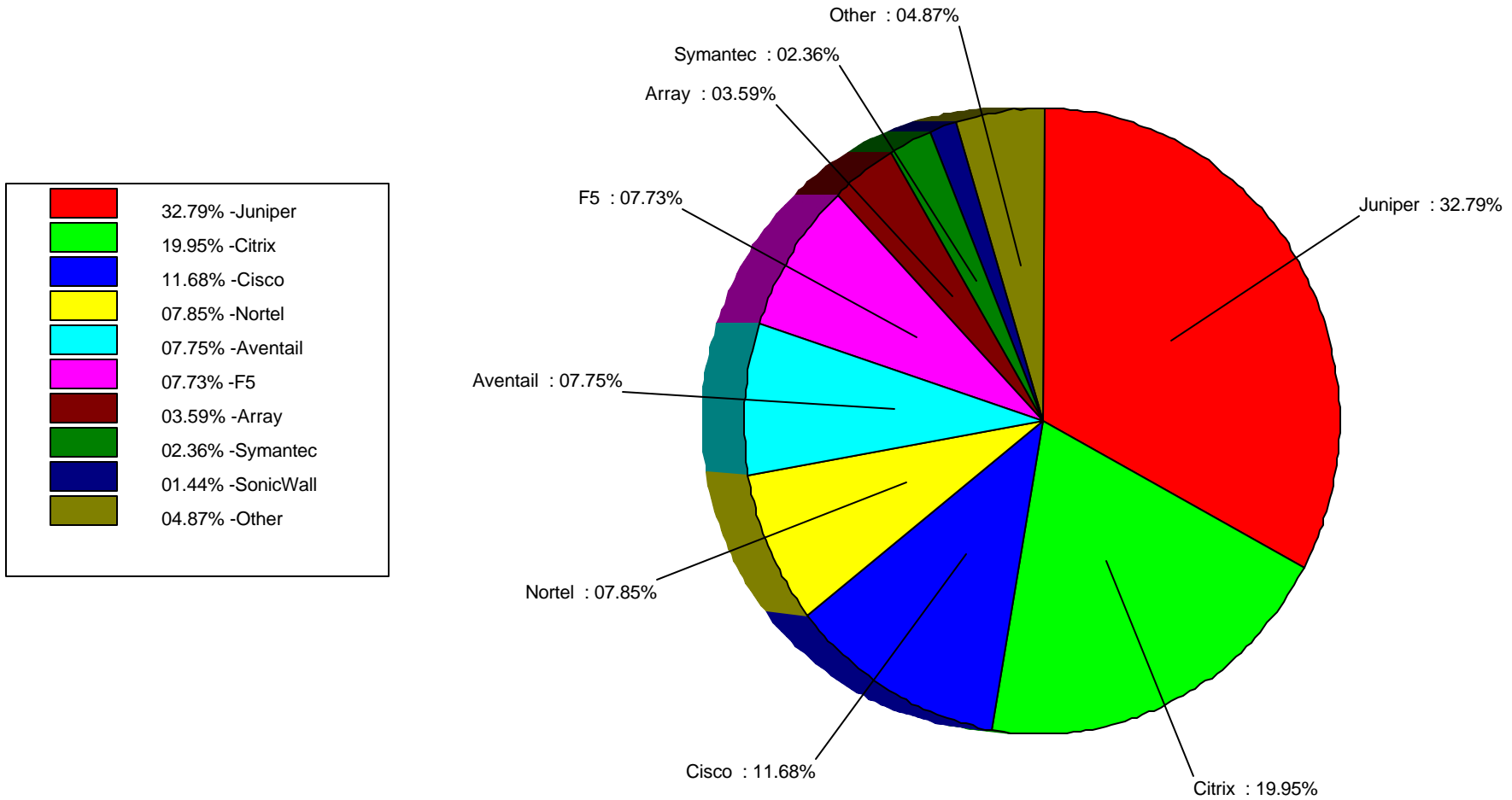
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
Array	0.0%	0.0%	0.0%	0.0%	0.0%	7.0%	4.8%	4.2%	4.4%	3.5%	3.8%	3.6%	0.0%	5.0%	3.6%
Aventail	8.6%	13.1%	10.6%	10.4%	10.5%	8.7%	10.3%	12.1%	10.5%	9.1%	9.9%	7.8%	10.9%	10.5%	8.9%
Cisco	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.3%	6.8%	11.7%	0.0%	0.0%	7.5%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	4.1%	13.5%	24.0%	23.3%	18.6%	21.2%	19.9%	0.0%	17.5%	19.9%
F5	10.6%	10.4%	9.8%	10.7%	8.8%	10.8%	10.0%	9.7%	6.1%	8.8%	8.0%	7.7%	9.9%	8.8%	8.1%
Juniper	70.5%	62.5%	65.7%	56.6%	57.7%	45.5%	38.2%	28.2%	32.6%	39.3%	34.2%	32.8%	60.1%	35.2%	35.2%
Nortel	0.0%	4.9%	4.9%	9.2%	9.3%	11.7%	12.9%	12.7%	14.3%	7.4%	6.6%	7.8%	7.5%	13.1%	7.3%
SonicWall	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%	1.3%	1.7%	1.4%	0.0%	0.2%	1.5%
Symantec	4.7%	2.5%	1.7%	4.8%	4.9%	4.4%	3.4%	3.2%	2.7%	2.9%	2.6%	2.4%	3.7%	3.3%	2.6%
OTHERs	5.7%	6.6%	7.2%	8.3%	8.9%	7.8%	6.8%	5.8%	5.4%	5.8%	5.0%	4.9%	7.9%	6.3%	5.2%
<b>% Change:</b>		106.3%	44.2%	16.6%	11.1%	6.7%	30.1%	1.9%	32.5%	-2.7%	14.1%	6.4%		79.1%	

Table 28a SSL VPNs  
Quarterly Market Measurement - Graph  
EMEA

Revenue Divided by: 1,000



**Table 28b SSL VPNs Revenue  
Market Share Pie Chart  
EMEA  
for : Q3 2006**





**Table 29 SSL VPNs Revenue Amount (\$)**  
**Quarterly Company Report**  
**Asia/Pacific**

Rounding  
Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>Array</b>	0	0	0	0	0	571	510	453	630	488	605	605	0	2,164	1,697
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	110	361	421	483	559	892	738	886	1,021	930	928	1,198	1,825	3,538	3,056
% change:		229%	16%	15%	16%	60%	-17%	20%	15%	-9%	-0%	29%	1559%	94%	
<b>Cisco</b>	0	0	0	0	0	0	0	0	0	239	570	876	0	0	1,685
% change:											139%	54%		0%	
<b>Citrix</b>	0	0	0	0	0	109	473	858	1,101	1,167	854	857	0	2,541	2,877
% change:							332%	81%	28%	6%	-27%	0%		0%	
<b>F5</b>	251	695	729	1,018	924	1,737	1,343	1,188	1,341	1,223	1,588	2,256	3,367	5,608	5,067
% change:		177%	5%	40%	-9%	88%	-23%	-12%	13%	-9%	30%	42%	1241%	67%	
<b>Juniper</b>	1,969	3,104	3,887	3,577	4,815	4,987	4,241	4,578	3,865	3,091	3,430	4,235	15,382	17,671	10,756
% change:		58%	25%	-8%	35%	4%	-15%	8%	-16%	-20%	11%	23%	681%	15%	
<b>Nortel</b>	0	149	177	483	935	813	1,197	1,163	1,789	1,349	1,369	899	1,745	4,962	3,617
% change:			19%	173%	94%	-13%	47%	-3%	54%	-25%	1%	-34%		184%	
<b>SonicWall</b>	0	0	0	0	0	0	0	0	65	130	190	130	0	65	450
% change:										98%	47%	-32%		0%	
<b>Symantec</b>	112	125	123	158	169	154	173	169	174	187	190	203	574	669	580
% change:		11%	-1%	28%	7%	-9%	13%	-3%	3%	7%	2%	7%	413%	17%	
<b>OTHERs</b>	152	353	512	681	811	914	1,024	873	1,045	1,095	1,092	1,128	2,357	3,856	3,315
% change:		132%	45%	33%	19%	13%	12%	-15%	20%	5%	-0%	3%	1451%	64%	
<b>Total:</b>	2,594	4,788	5,850	6,400	8,214	10,176	9,698	10,168	11,033	9,897	10,816	12,387	25,251	41,075	33,101
% change:		85%	22%	9%	28%	24%	-5%	5%	9%	-10%	9%	15%		63%	

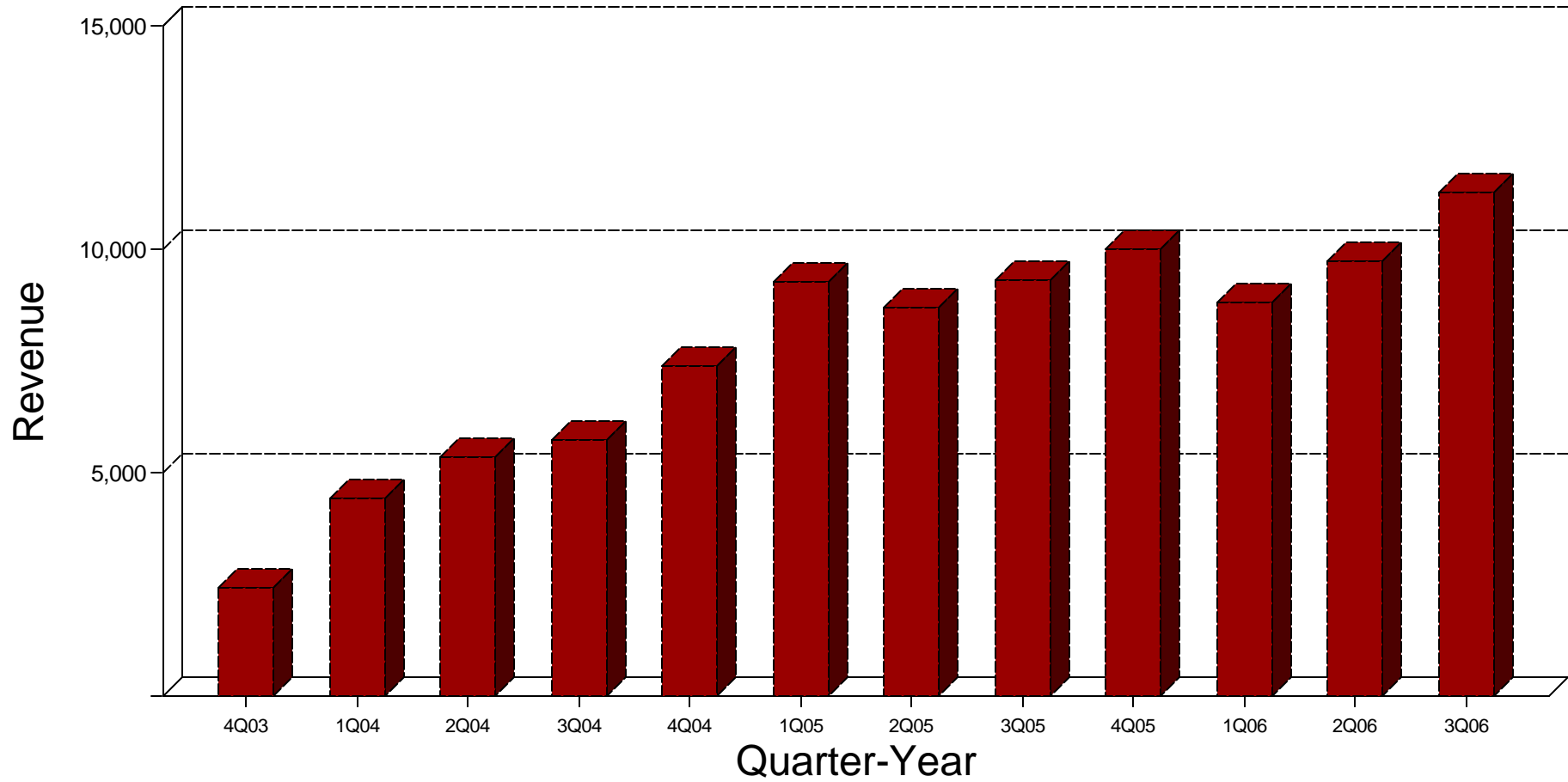


**Table 30 SSL VPNs Revenue Amount  
Quarterly Company Market Share Report  
Asia/Pacific**

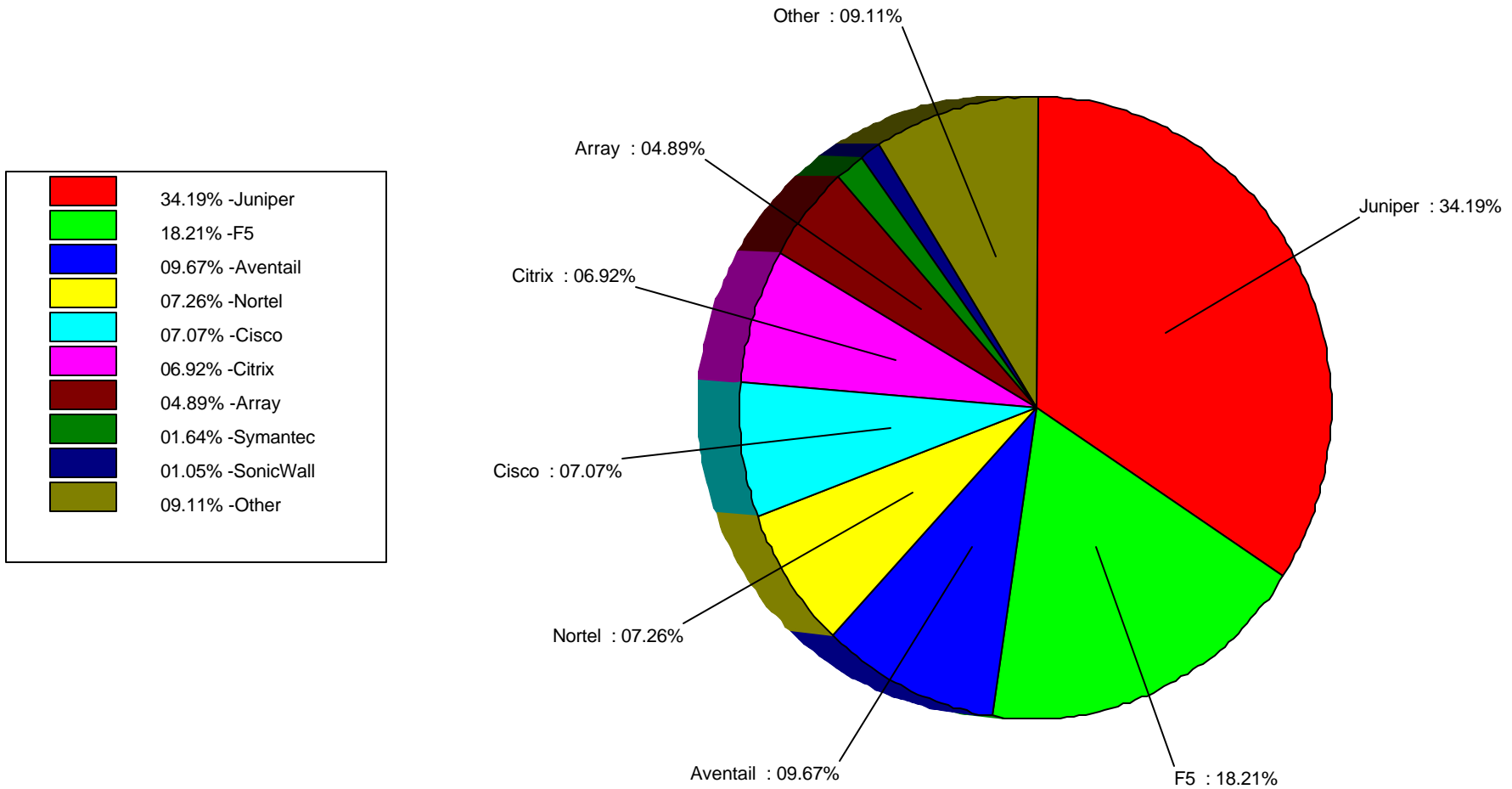
Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
Array	0.0%	0.0%	0.0%	0.0%	0.0%	5.6%	5.3%	4.5%	5.7%	4.9%	5.6%	4.9%	0.0%	5.3%	5.1%
Aventail	4.2%	7.5%	7.2%	7.6%	6.8%	8.8%	7.6%	8.7%	9.3%	9.4%	8.6%	9.7%	7.2%	8.6%	9.2%
Cisco	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.4%	5.3%	7.1%	0.0%	0.0%	5.1%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	4.9%	8.4%	10.0%	11.8%	7.9%	6.9%	0.0%	6.2%	8.7%
F5	9.7%	14.5%	12.5%	15.9%	11.3%	17.1%	13.8%	11.7%	12.2%	12.4%	14.7%	18.2%	13.3%	13.7%	15.3%
Juniper	75.9%	64.8%	66.5%	55.9%	58.6%	49.0%	43.7%	45.0%	35.0%	31.2%	31.7%	34.2%	60.9%	43.0%	32.5%
Nortel	0.0%	3.1%	3.0%	7.5%	11.4%	8.0%	12.3%	11.4%	16.2%	13.6%	12.7%	7.3%	6.9%	12.1%	10.9%
SonicWall	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%	1.3%	1.8%	1.0%	0.0%	0.2%	1.4%
Symantec	4.3%	2.6%	2.1%	2.5%	2.1%	1.5%	1.8%	1.7%	1.6%	1.9%	1.8%	1.6%	2.3%	1.6%	1.8%
OTHERs	5.9%	7.4%	8.7%	10.6%	9.9%	9.0%	10.6%	8.6%	9.5%	11.1%	10.1%	9.1%	9.3%	9.4%	10.0%
<b>% Change:</b>		84.5%	22.2%	9.4%	28.3%	23.9%	-4.7%	4.8%	8.5%	-10.3%	9.3%	14.5%		62.7%	

**Table 30a SSL VPNs**  
**Quarterly Market Measurement - Graph**  
**Asia/Pacific**

Revenue Divided by: 1,000



**Table 30b SSL VPNs Revenue  
Market Share Pie Chart  
Asia/Pacific  
for : Q3 2006**





**Table 31 SSL VPNs Revenue Amount (\$)**  
**Quarterly Company Report**  
**Latin America**

Rounding  
 Revenue Amount (\$) Divided by: 1,000

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
<b>Array</b>	0	0	0	0	0	38	34	30	42	33	40	40	0	144	113
% change:							-11%	-11%	39%	-23%	24%	0%		0%	
<b>Aventail</b>	0	60	70	81	86	89	98	118	136	143	143	141	297	442	427
% change:			16%	15%	7%	4%	10%	20%	15%	5%	-0%	-1%		49%	
<b>Cisco</b>	0	0	0	0	0	0	0	0	0	68	175	716	0	0	960
% change:											157%	308%		0%	
<b>Citrix</b>	0	0	0	0	0	9	39	71	92	83	95	95	0	212	273
% change:							332%	81%	28%	-9%	14%	0%		0%	
<b>F5</b>	15	27	38	46	42	62	71	59	58	76	72	87	153	250	235
% change:		81%	44%	21%	-9%	48%	14%	-16%	-2%	31%	-6%	20%	920%	63%	
<b>Juniper</b>	66	111	162	163	160	161	163	143	176	172	181	184	596	643	536
% change:		69%	46%	0%	-1%	0%	1%	-12%	23%	-2%	5%	2%	803%	8%	
<b>Nortel</b>	0	7	13	17	28	33	50	55	75	61	62	60	64	212	184
% change:			69%	32%	65%	18%	53%	11%	35%	-18%	1%	-4%		231%	
<b>SonicWall</b>	0	0	0	0	0	0	0	0	12	12	35	29	0	12	75
% change:										-1%	194%	-17%		0%	
<b>Symantec</b>	7	8	8	23	24	26	27	26	27	29	29	29	63	105	87
% change:		11%	-1%	175%	7%	6%	4%	-3%	3%	7%	2%	-1%	800%	67%	
<b>OTHERs</b>	13	24	32	40	45	48	51	55	58	61	64	66	141	212	191
% change:		86%	36%	25%	13%	7%	6%	7%	6%	5%	6%	3%	985%	50%	
<b>Total:</b>	101	237	323	369	385	465	533	558	675	738	896	1,448	1,314	2,232	3,082
% change:		136%	36%	14%	4%	21%	15%	5%	21%	9%	21%	62%		70%	

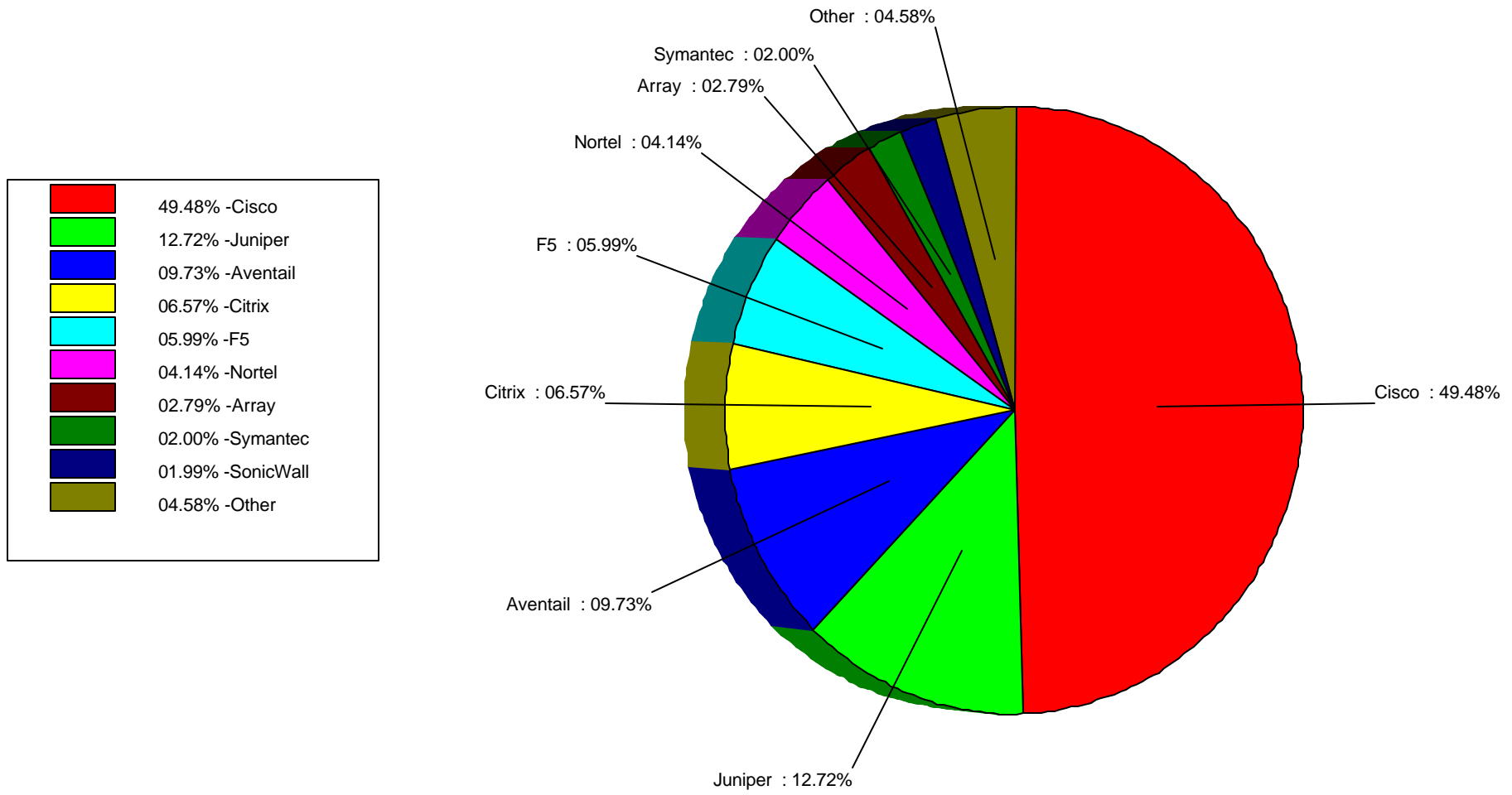




**Table 32 SSL VPNs Revenue Amount  
Quarterly Company Market Share Report  
Latin America**

Company Name	4Q03	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	2004	2005	Partial 2006
Array	0.0%	0.0%	0.0%	0.0%	0.0%	8.2%	6.4%	5.4%	6.2%	4.4%	4.5%	2.8%	0.0%	6.5%	3.7%
Aventail	0.0%	25.4%	21.7%	21.9%	22.3%	19.2%	18.5%	21.2%	20.2%	19.4%	15.9%	9.7%	22.6%	19.8%	13.8%
Cisco	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.2%	19.6%	49.5%	0.0%	0.0%	31.1%
Citrix	0.0%	0.0%	0.0%	0.0%	0.0%	2.0%	7.4%	12.8%	13.6%	11.3%	10.6%	6.6%	0.0%	9.5%	8.9%
F5	14.7%	11.3%	11.9%	12.6%	10.9%	13.3%	13.3%	10.6%	8.6%	10.4%	8.1%	6.0%	11.7%	11.2%	7.6%
Juniper	65.3%	46.7%	50.1%	44.1%	41.7%	34.6%	30.6%	25.6%	26.0%	23.3%	20.1%	12.7%	45.3%	28.8%	17.4%
Nortel	0.0%	3.1%	3.9%	4.5%	7.1%	7.0%	9.4%	9.9%	11.0%	8.3%	6.9%	4.1%	4.9%	9.5%	6.0%
SonicWall	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	1.6%	3.9%	2.0%	0.0%	0.5%	2.4%
Symantec	7.4%	3.5%	2.5%	6.1%	6.3%	5.5%	5.0%	4.6%	4.0%	3.9%	3.3%	2.0%	4.8%	4.7%	2.8%
OTHERs	12.6%	9.9%	9.9%	10.9%	11.7%	10.3%	9.6%	9.8%	8.6%	8.2%	7.2%	4.6%	10.7%	9.5%	6.2%
<b>% Change:</b>		135.8%	36.3%	14.0%	4.5%	20.8%	14.6%	4.7%	21.0%	9.3%	21.5%	61.5%		69.8%	

**Table 32b SSL VPNs Revenue  
Market Share Pie Chart  
Latin America  
for : Q3 2006**





## Methodology

### Market Shares

Synergy Research Group's Market Share Methodology is built upon four primary cornerstones:

- Synergy Research Group Survey Process
- Synergy Research Group Total Market Measurement (TMM) Model
- Synergy Research Group Technically-based Market Segmentation
- Synergy Research Group Designed SQL database

When combined, these cornerstones represent the foundation from which Synergy Research Group builds its market statistics. The following defines each of these unique cornerstones and the respective value they contribute.

#### *Synergy Research Group Survey Process*

Each quarter, Synergy Research Group surveys over 100 Telecom and Networking Equipment manufacturers. The Synergy Research Group surveys request specific product shipment data for units shipped, ports shipped and manufacturer revenue as well as geographic detail for the regions of North America, Europe Middle East Africa (EMEA), Asia/Pacific, Latin America and, in some instances, specific countries.

Once the surveys are returned by the Synergy Research Group vendor sample, each analyst reviews the information, analyzes the raw data, and conducts independent industry checks, such as:

- Communicating with vendor customers to verify shipments claims (Service Providers and Enterprises)
- Communicating with distributors, integrators, VARs, and resellers
- Communicating with semiconductor companies who supply components to the vendors
- Analyzing executive comments made on financial earning calls with Wall Street
- Comparing research findings with those of Investment Bankers and Security Analysts

Synergy Research Group has also implemented a Quality Control System that identifies discrepancies and abnormal sequential fluctuations for further analyst review. Once this

step in the Synergy Research Group Survey Process is completed, the analyst conducts follow up conference calls with the surveyed companies to confirm or question the final results before they are published. This has evolved into a dynamic system of feedback that has added “checks & balances” to our market share reports.

***Synergy Research Group Total Market Measurement (TMM) Model***

TMM is a unique database, developed entirely in-house, which enables Synergy Research Group to reconcile vendor reported shipments (bottoms-up measurement) with publicly reported revenue results (top-down measurement). Once a company publicly reports their earnings to Wall Street, their sales figures are distributed into three major TMM revenue categories:

- Equipment
- Software
- Service

The equipment revenue is further distributed into the following three categories defined by Synergy Research Group:

- Packet-Based
- Circuit-Based
- Traditional Wireless

These three equipment categories are then distributed into 27 individual product categories that represent the specific market segments on which Synergy Research Group publishes market shares. Once the equipment revenue is distributed via the Synergy Research Group TMM model, the Synergy Research Group Analyst Team is able to verify or challenge vendor shipment claims. Since Synergy Research Group began utilizing the Total Market Measurement model in 1999, it has found this market measurement tool to be unique in both its scope and detail.

***Synergy Research Group Segmentation***

Publishing market shares and forecasts for technology-based products requires an understanding of the technology and products that are being counted; without this ability, Synergy believes it is difficult to produce credible market shares. The Synergy Research Group Analyst Team prides itself in its segmentation efforts and, to this end, all of Synergy Research Group’s market segmentations are backed by clear technical

definitions and product lists that clearly identify companies and product names for every market segment tracked. These product segmentation tables can be found in every Synergy Research Group report.

### ***Synergy Research Group Custom Designed SQL Database***

Synergy Research Group has custom designed an SQL database, which was specifically created for the production of market shares and forecasts for the Networking and Telecommunications equipment industries. The Synergy Research Group SQL Database enables Synergy Research Group to produce multiple report types in an accurate and timely manner. Doing so would otherwise not be possible using more traditional and cumbersome spreadsheets, which are not nearly as scalable and do not provide the flexibility of Synergy Research Group's unique solution. Moreover, the Synergy Research Group SQL database ensures the accuracy of all published market shares as well as forecast consistency across the entire company, all services, and all regions.

## **Forecasts**

Synergy Research Group produces bi-annual forecasts (published CY Q1 and CY Q3). Quarterly and annual forecasts include four quarter projections and five year projections, respectively. By publishing forecasts bi-annually, Synergy Research Group is able to verify or adjust earlier forecast assumptions as forecasted quarters become measured actuals. Forecasts are built from the actual market sizes as measured by the collective sum of company shipments. This provides an accurate starting point; without an accurate measure of current market size (an accurate starting point), forecasts are prone to be over- or understated.

Each market segment is unique, and thus there is no one-size-fits-all forecasting methodology. Synergy Research Group forecasts are approached as a company effort where academic and professional experiences are collectively leveraged in our projections. The following provides a general description of the foundation from which Synergy Research Group builds its forecasts, which incorporates a blend of *Qualitative* and *Quantitative* methods.

First, forecast projections are calculated by analyzing a number of variable factors:

- Determining penetration rates in established market segments that are being displaced or disrupted by new technology introductions



- Understanding and correlating adoption levels of earlier technology introductions
- Taking into account economic forecast data from the US Department of Commerce, the Federal Reserve, and the United Nations
- Analyzing worldwide and geographic regional Capital Expenditure forecasts for the Carrier and Enterprise market segments
- Tracking subscriber data (xDSL, Cable, Telephone lines, Wireless subscribers)

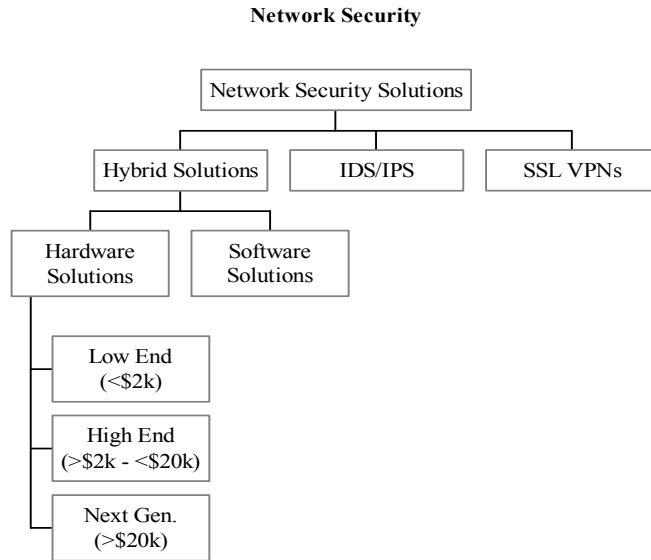
Once this is completed, forecasts are challenged by senior Synergy Research Group analysts and by running the qualitative projections, where appropriate, against the mathematical models of:

- Exponential Smoothing
- Box-Jenkins
- Curve Fitting
- Dynamic Regression
- Moving Average

This review process ensures forecast consistency across the entire company, all services, and all regions and accuracy in reporting.

# Synergy Research Group, Inc.

## Network Security Solutions



### Intrusion Detection/Prevention Systems (IDS/IPS)

Company	Products
3Com	TippingPoint 50, 100E, 200, 400, 1200, 2400, 5000E
Cisco	IPS 4215, 4240, 4255, 4250-XL, Catalyst 6500 IPS Module, Access Router IPS Module, IOS IPS
Computer Associates	eTrust Intrusion Detection
Enterasys	Dragon IDS
Intrusion.com	SecureNet 7000, 5000, 2000
ISS	RealSecure
Juniper	IDP 10, 50, 100, 200, 500, 600, 1000, 1100, and ISG
NFR	NFR IMS
Symantec	ManHunt, ManTrap
Top Layer	IPS 5500

Source: Synergy Research Group

### Hybrid Security Solutions

Company	Products
CheckPoint	VPN-1, FireWall-1
Cisco	PIX 535, 525, 515E, 506E, 501, Secure Access Routers, VPN 3005, 3015, 3030, 3060, 3080
Computer Associates	eTrust Firewall
CyberGuard	LX, FS, KS, SL
Juniper	5000, 1000, 500, 208, 204, 100, 50, 25, 5XT, 5XP
McAfee	Enterprise Firewall
Nokia	Nokia Firewall/VPN Appliances
Nortel	Alteon Switched Firewall Modules
SonicWall	TELE3, TELE3 TZ, TELE3 SP, SOHO3, PRO 100, 200, 300, GX 250, 650
Symantec	Firewall 7.0, VPN 7.0, Firewall/VPN Appliance, VelociRaptor, Security Gateway
WatchGuard	Firebox V100, V80, V60, V10, Firebox 4500, 2500, 1000, 700, SOHO 6, 6tc
ZyXEL	ZyWALL 1, 2, 10, 10w, 50, 100

Source: Synergy Research Group

### Secure Sockets Layer (SSL) VPNs

Company	Products
Array	SPX
Aventail	EX-750, EX-1500
Cisco	Cisco WebVPN
Citrix	Citrix Access Gateway
enKoo	enKoo SSL VPN
F5	FirePass, BIG-IP SSL
Juniper	NetScreen-SA 1000, SA 2000, SA 3000
Nortel	SSL VPN Gateway 3050
Symantec	Symantec Clientless VPN Gateway 4400
Whale	e-Gap Remote Access SSL VPN

Source: Synergy Research Group