

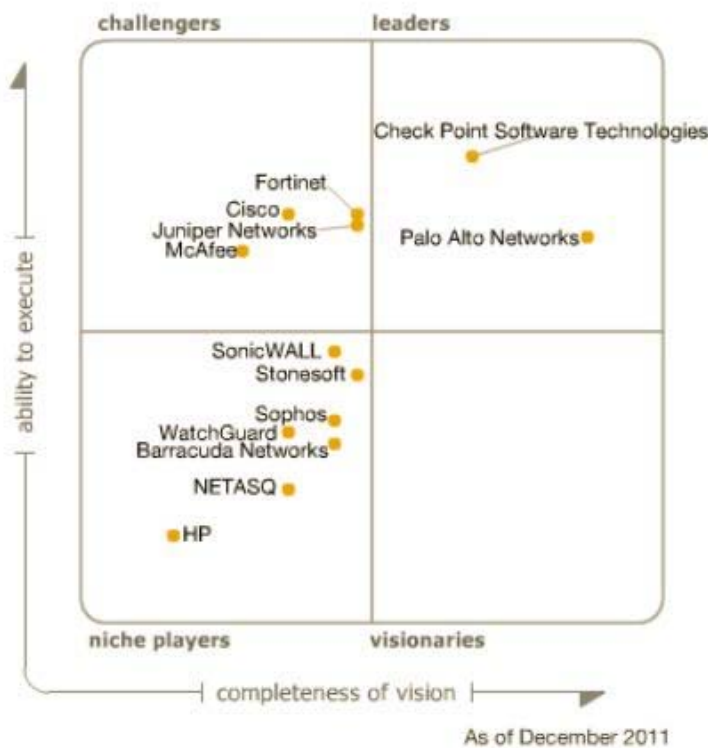


XYZ--thanks for the opportunity to review the configurations for (company), and especially for your commitment to helping your client.

Since I did not have any data on the production environment, I can only make general observations about the config (not in any particular order):

- ❑ CheckPoint is probably the leading pure-play firewall/security firm in the industry. Gartner, for example, has them in the clear lead in their most recent quadrant :

Figure 1. Magic Quadrant for Enterprise Network Firewalls



Source: Gartner (December 2011)

- ❑ The 12208 appliance was introduced in late 2011 and represents the middle-performance and middle-featured model of the 12200 line. In that family, it uniquely offers the DLP (Data Loss Prevention) software blade in the base configuration. The 12200 line, in turn, represents the lower end of the Data Center models--12200, 12400, 12600—with CheckPoint proprietary index numbers (SPU) of 738, 1046, and 1861 respectively. As such, it is perfectly suited to a branch office or multi-story deployment requiring high levels of advanced security.
- ❑ (Company) has wisely included the redundancy kit (spares of power supply and hard drive) with the LOM (Lights Out Management) option—which will reduce the management load and increase resiliency of the network.

- ❑ One issue that (company) should verify in the support pricing is that they are not being charged for the slide rails. One of the entries on the very-helpful CheckPoint-themed bulletin board (<http://blog.lachmann.org/>) pointed out that the pricing software charged them for maintenance of the rails. This was conceded as an error by CheckPoint and corrected, but (company) should verify that the support pricing quoted is based on the UPDATED version of the pricing software, and not some older copy (with the bug still in it).
- ❑ (Company) should also be aware that the 12200 line is newer than some of the management software available from CheckPoint, and that the 12200's could be managed by this software but not 'recognized' as 12200s at time of release (software version R75.20). The CheckPoint support site has an article entitled "*Adding new Check Point 2012 Models Security Appliances to the SmartDashboard in R75.20*" which describes a work-around for this. This issue might be relevant to (company) at the point of User-Acceptance of the equipment (i.e., it does not indicate faulty equipment, but only software-lag). The current version of the software is R75.30, but it is not clear from the Release Notes whether this has been corrected or not. (Company) should verify that they are getting the latest release of the software (if they want it—not everyone goes to the latest release immediately).
- ❑ We are expecting a software upgrade in 2012 to raise the limit on the number of concurrent connections from the current maximum of 1.2M to 3.5M. R75.30 was released in January of 2012, but I cannot find any mention of this limit being raised. (The web literature still shows it as being 'future'). (Company) should verify that this upgrade will be free and be supported in their configuration.
- ❑ The memory included in the configuration is the base/lowest level (4G). While this might be adequate for some/many/most of the locations or floors, (Company) should ask the supplier to validate their decision to specify the minimum (4G) rather than the maximum (8G). Memory can be much less expensive when acquired up-front and pre-installed, than after placement in production and under performance duress.
- ❑ I doubt that this is unintentional, but for the sake of completeness I should mention that the number of SFP+ transceivers (44) do not match the number of ports in the configuration (18x4=72). This is probably due to the lack of need to fully populate or utilize each of the ports (since you cannot buy a sub-4port card for this unit), but (Company) might compare pricing for getting the units NOW (as part of a larger deal) versus LATER (as a separate, smaller volume).

That's all the thoughts that came to mind based on your information. I will be happy to discuss any of these with them, and to do any directed research under NDA on these/related issues. Let me know how I can support you, as you work to support them.

Glenn M. Miller, VP Strategic Advisory Services (Feb 2012)