



Firebox® X Edge e-Series Competitive Selling Guide

Easy to deploy and manage, Firebox® X Edge e-Series (Release 10) security appliances provide powerful network protection for small businesses, remote/branch offices, and telecommuters. Used as a stand-alone security appliance or VPN endpoint solution, Edge e-Series appliances integrate firewall, VPN (IPSec and SSL), anti-spyware, anti-spam, anti-virus, intrusion prevention, and URL filtering under an intuitive, web-based interface for complete unified threat management (UTM). They also have advanced networking and traffic management capabilities to maximize network configurability. Available in both wired and wireless models.

KEY SELLING POINTS

- **Unparalleled network security**
 - Proactively safeguards against new and evolving threats with full application-layer packet inspection and true zero day attack prevention
- **Advanced networking capabilities**
 - Dynamic NAT, 1:1 NAT, Port Address Translation (or Static NAT), multiple IP address support, VPN failover, and outgoing load balancing
- **Configurable QoS**
 - Manage traffic priorities to ensure business-critical traffic has precedence over less-critical traffic
- **Ease of use**
 - An intuitive, web-based user interface provides quick, out-of-the-box device configuration with rich historical reporting
- **Central VPN and configuration management** for multiple Edge appliances
 - Create Branch Office VPN tunnels in just 3 steps, saving valuable setup and maintenance time
 - Use SSL VPN protocol for easy remote worker connections
- **WAN/serial modem failover** capabilities reduce network downtime (requires Edge Pro software)
 - Offers a multi-WAN configuration, enabling failover from one WAN port to a second port or to a serial modem connection in the event of a line disconnect
- **Wireless user guest services** optimize wireless access without compromising security
 - Allows businesses to provide controlled, secure wireless Internet access to guests
- **Scalable & upgradeable** to protect security investment
 - Customers can upgrade to a higher model in the line with a simple license key
- **Full UTM security subscriptions to boost protection**
 - Gateway AntiVirus/Intrusion Prevention Service with anti-spyware – signature-based protection
 - WebBlocker – URL filtering
 - spamBlocker – with virus outbreak detection

COMPETITIVE ADVANTAGES

Edge vs. SonicWALL®

- The TZ180 requires an extra-cost enhanced OS upgrade for advanced networking capabilities. Firebox X Edge e-Series provide advanced networking capabilities as standard features on all models
- QoS/traffic management comes standard on all Edge models. These features are not available on the TZ180
- Firebox X Edge has superior firewall/VPN throughput performance, offers more BO/MUVPN tunnels, and supports SSL VPN
- SonicWALL UTM appliances are not true UTMs as anti-spam capabilities are not available

Edge vs. Check Point®

- Entry-level Check Point appliances only allow for five concurrent users and adding users is a costly upgrade
- Numerous Check Point features require an extra cost "Power Pack" upgrade including: Wireless guest services, increasing their 5 MUVPN max limit and increasing their 2 BOVPN limit. These features come standard with Firebox X Edge e-Series appliances
- SSL VPN is not available

Edge vs. Fortinet™

- Firebox X Edge e-Series MSRP is significantly lower than Fortinet products, while offering greater throughput & concurrent user limits, and more VPN tunnels
- Competing Fortinet appliances have very limited management capabilities through their web-based GUI. Their multi-box management package is very expensive
- SSL VPN is not available

Edge vs. Juniper®

- Firebox X Edge e-Series MSRP is significantly lower than Juniper products
- Juniper has diverse company interests and is focused on networking, whereas WatchGuard is devoted to comprehensive network security and the unique ease-of-use needs of the SME
- SSL VPN is not available

Edge vs. Cisco®

- Cisco ASA does not offer any UTM security services. Firebox X Edge e-Series integrates UTM security subscriptions (Gateway AV/IPS, spam blocking, URL filtering)
- Cisco does not offer any wireless appliance models
- QoS and traffic management come standard on all Edge e-Series models, but are not available for Cisco ASA
- Cisco is known to be hard to setup and operate – inter-operability can be a pain point (command line interface)
- Edge e-Series MSRP is significantly lower than Cisco ASA

FEATURE COMPARISON AT A GLANCE †

Firebox X Edge X10e / X10e-W

Product	Firebox X10e	SonicWALL TZ180 -10	Check Point Safe@Office 500 -5	Check Point UTM-1 Edge -8	Fortinet FG50B	Cisco ASA5505 - 10
Relative Price	\$	\$	\$	\$\$	\$\$	\$
Wireless Model Available	√	√	√	√	√	No
Firewall Mbps	100	90	190	190	50	150
VPN Mbps	35	30	35	35	48	100
Users	15 (20 Max)	10	5	16	Unlimited	10
Ports 10/100	6	7	6	6	5	8
Branch Office VPN Tunnels	5	2	2 (15*)	2 (15*)	20 shared	10 shared
Mobile VPN Tunnels - IPsec	1 (11*)	Optional*	5 (25*)	5 (25*)		
Mobile VPN Tunnels - SSL	1 (11*)	No	No	No	No	2 (25*)
WAN Load Balancing	Optional*	Optional*	Optional*	√	√	No
WAN Failover	Optional*	Optional*	Optional*	√	√	No
QoS	√	No	Optional*	√	√	No
Spam Blocking	√	No	√	√	√	No
Gateway AV/IPS	√	√	√	√	√	No
URL Filtering	√	√	√	√	√	No

Firebox X Edge X20e / X20e-W

**additional cost*

Product	Firebox X20e	SonicWALL TZ180-25	Check Point Safe@Office 500 -25	Check Point UTM-1 Edge -16
Relative Price	\$\$	\$\$	\$\$	\$\$\$
Wireless Model Available	√	√	√	√
Firewall Mbps	100	90	190	190
VPN Mbps	35	30	35	35
Users	30	25	25	16
Ports 10/100	6	7	6	6
Branch Office VPN Tunnels	15	10	2 (15*)	2 (15*)
Mobile VPN Tunnels - IPsec	5 (25*)	1 (25*)	5 (25*)	5 (25*)
Mobile VPN Tunnels - SSL	1 (25*)	No	No	No
WAN Load Balancing	Optional*	Optional*	Optional*	√
WAN Failover	Optional*	Optional*	Optional*	√
QoS	√	No	Optional*	√
Spam Blocking	√	No	√	√
Gateway AV/IPS	√	√	√	√
URL Filtering	√	√	√	√

Firebox X Edge X55e / X55e-W

**additional cost*

Product	Firebox X55e	Check Point Safe@Office 500-UL	SonicWALL TZ190-UL	Fortinet FG60B	Juniper SSG5	Cisco ASA5505
Relative Price	\$\$\$	\$\$\$\$	\$\$\$	\$\$\$	\$\$\$\$	\$\$\$
Wireless Model Available	√	√	√	N/A	√	No
Firewall Mbps	100	190	90	100	160	150
VPN Mbps	35	35	30	64	40	100
Users	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Ports 10/100	6	6	10	8	7	8
Branch Office VPN Tunnels	25	2 (15*)	15	50 shared	25 (40*) shared	10 shared
Mobile VPN Tunnels - IPsec	5 (55*)	5 (25*)	2 (25*)			
Mobile VPN Tunnels - SSL	55	No	No	No	No	2 (25*)
WAN Load Balancing	√	Optional*	√	No	No	No
WAN Failover	√	Optional*	√	√	√	No
QoS	√	Optional*	No	√	√	No
Spam Blocking	√	√	No	√	√	No
Gateway AV/IPS	√	√	√	√	√	No
URL Filtering	√	√	√	√	√	No

† Not all competitor product models are available in all regions worldwide **additional cost*