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Interop New York:

Foundry Networks Debuts New ServerIron 4G Models

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September 19, 2006

Current Perspective:
Positive

Vendor Importance:
Low

Market Impact:
Moderate

■ **Summary**

Event Summary

September 18, 2006 -- Foundry Networks has announced a new family of entry-level ServerIron application and content management switches with an integrated Web firewall security suite to meet the demand in small and mid-sized enterprise data centers. The ServerIron 4G features an integrated purpose-built Web firewall to protect Web-enabled enterprise applications. The ServerIron 4G family features application switching, content management, and security features. The products are available starting in October 2006.

Analytical Summary

• **Current Perspective:** Positive on Foundry's release of the new ServerIron 4G application switches, because these new products address the medium-sized business market as well as spot applications in the large enterprise market. The ServerIron 4G application switches offer an attractive price as well as performance for companies with modest needs.

• **Vendor Importance:** Low to Foundry Networks, because the announcement of the ServerIron 4G application switches is an expansion of its current application switch strategy to the medium-sized business market and, while important, it is not critical to Foundry.

• **Market Impact:** Moderate on the application switching market, because Foundry is making a price/functionality play for smaller companies that could translate into larger sales later as these companies grow. Competitors will need to respond to pricing pressure.

Continued

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■ Perspective

Current Perspective: Positive

We are taking a positive stance on Foundry Networks' release of the ServerIron 4G application switches, because these products are designed for a market segment that is not very well served by existing products from any competitor. The small to medium-sized business market has largely been left out of application switching due to high cost of entry. These products are also appropriate for point solutions within large enterprises where acceleration would not normally be considered due to cost restrictions. The ServerIron 4G application switches allow these customers to take advantage of application acceleration and traffic management and one model, the ServerIron 4G-SSL, allows for SSL acceleration. Both models support hitless failover for high availability and have a maximum application rate of 2 Gbps. These products offer 1.2 million SYN/sec of DDoS protection as well as a Web firewall to help keep data available and safe. Most competing products on the marketplace have significantly higher price points, making the ServerIron 4G attractive. Customers that purchase the ServerIron 4G can also step up to Foundry's other application and traffic management products if they outgrow the 4G series. The ServerIron 4G lists for $11,995.00 and the ServerIron 4G-SSL lists for $14,995.00, and both models will be available on October 1, 2006.

■ Positives and Concerns

Competitive Positives

• The ServerIron 4G application switches offer an attractive price for small to medium-sized business that could use application acceleration but have not been able to justify the costs.

• The ServerIron 4G products offer SSL acceleration on one model and an impressive array of features including DDoS protection, a Web firewall, and advanced traffic management features. The price of the ServerIron 4G does not mean it is feature-limited.

• The ServerIron 4G products will allow companies to get into a lower-end product and then lead customers into larger Foundry application switches as their needs grow.

Competitive Concerns

• The ServerIron 4G comes either with or without SSL acceleration, but the non-SSL model is not upgradeable. Customers must choose at purchase time if SSL functionality is necessary now or in the future.

• It remains unclear whether smaller IT organizations understand the value of products such as the ServerIron 4G. Even at the reduced prices, the ServerIron 4G is still more than $10,000, and many companies will simply balk at that price for a single unit.

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