

CHECK POINT RECEIVES THE 2023 COMPANY OF THE YEAR AWARD

*Identified as best in class in the global next-generation
firewall (NGFW) industry*

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Check Point® Software Technologies excels in many of the criteria in the next-generation firewall (NGFW) space.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Tailored Security to Mitigate Emerging Challenges

Dually headquartered in San Carlos, California, and Tel Aviv, Israel, and with 75 additional offices globally, Check Point serves companies across all industry verticals and business sizes. With the support of its global

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Sr. Industry Analyst

distribution channel of thousands of resellers, OEMs, MSPs, and distributors, the cybersecurity vendor has grown steadily to become one of the leading Next-Generation Firewall providers, with over 100,000 customers in 88 countries. Since its inception in 1993, Check Point’s mission has been to provide its customers with the best security against online threats through its innovative products and services. The security vendor delivers a unified customer experience through an integrated product portfolio that spans cloud, network, endpoint, mobile, remote access, SD-

WAN, and Internet of Things (IoT) environments.

With its international customer support network of over 3,500 security experts, the vendor has promoted close relationships with its clients, addressing their ever-evolving needs and staying on top of emerging challenges like cloud, IoT, and developer security.

Check Point has embraced these global trends and recognized early the need to build a holistic security solution to protect its customers during their digital transformation. As a result, Check Point has strategically acquired multiple security companies in the last three years, including Dome9, Avanan, Odo, Spectral, and Protego. These acquisitions have been integrated into Check Point's product stack, providing key security capabilities, including Cloud Security Posture Management (CSPM), Cloud email & collaboration, Zero Trust Network Access (ZTNA), Infrastructure as Code (IAC) security, and serverless computing security. With continued enhancements to its cybersecurity product line, Check Point has experienced double-digit growth rates and solidified its position as one of the leading security vendors globally.

Navigating the Modern Threat Landscape

The average digital footprint of an organization has increased exponentially in recent years due to the introduction of IoT devices, increased adoption of cloud computing, and the growing prevalence of remote working practices. A growing number of organizations are migrating a significant part of their data and applications to the cloud, implementing hybrid IT environments. While cloud computing offers various benefits, such as scalability, cost savings, and flexibility, it comes with its own set of challenges and security threats. The traditional security perimeter for most organizations has gradually disappeared and significantly heightened overall IT complexity, creating numerous new attack vectors which threat actors can exploit. Conventional firewalls are powerful tools for protecting the traditional security perimeter, with their application layer inspection, threat prevention, and policy control capabilities. However, many fall short in today's threat landscape, lacking critical visibility and control capabilities.

Check Point recognized early on the emerging challenges organizations face and expanded its product offering to provide flexible solutions that align with its customers' goals, including cloud migration, remote workforce adoption, and proactive response to supply chain threats. The vendor's broad suite of security solutions encompasses network, cloud, endpoint, mobile, remote access, and managed services security. This range of solutions provides customers with a centralized fabric that correlates events from multiple environments via a single pane of glass. In addition, Check Point's unified management delivers greater visibility and analytics capabilities, empowering organizations to set consistent policies across all their security domains to minimize attack surfaces – essential for managing risk in the modern threat landscape.

Reimagining Network Security

While various essential network security capabilities have been commoditized in the industry, many NGFW solutions lack the scalability, flexibility, and visibility needed to secure organizations' hybrid IT environments. In addition, NGFWs require significant computing and memory resources to analyze network traffic, decrypt data packets, and detect malware, creating performance bottlenecks if not properly scaled. For large enterprises that require high bandwidth and low latency, it can become a challenging task to scale up the performance of their networks with additional firewalls. Since most network and firewall configurations are inherently rigid, deploying numerous network devices in various form factors across hybrid IT environments can lead to data siloes and potential gaps in the attack surface. Check Point has reimagined network security by abstracting key cloud functionalities and going beyond traditional perimeter-based security.

Quantum, Check Point's network security suite, offers a broad range of solutions that protect an organization's data and workloads, regardless of where it resides and what bandwidth is required. The offering provides native integration and hyperscale computing capabilities within a consolidated security management platform. Quantum Security Gateway, Check Point's NGFW offering, provides comprehensive threat prevention, inspection, control, encryption, automation, IoT security, SD-WAN, and scalable performance capabilities. For example, when combining Quantum Lightspeed firewalls and

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Quantum Maestro, enterprises and service providers can expand their firewall throughput to 3 Terabits per second in a single system.

Quantum Lightspeed is Check Point's designated data center firewall which accelerates massive data transfers between applications, servers, and clouds, greatly improving overall network flow at ultra-low latency. Quantum Maestro is Check Point's hyperscale firewall clustering architecture with 99.999% system

resilience, intelligent load balancing, and cloud-like elasticity with easy scalability for environments of all sizes, including small start-up systems and carrier-class requirements. This enables organizations to scale operations and connect up to 52 new firewall appliances within minutes, allowing them to dynamically allocate computing resources when business requirements fluctuate unpredictably. By fusing cloud computing and firewall security benefits, Check Point enables organizations to set consistent security policies, manage threat detection and incident response, adjust user responsibilities, automate workflows, and create compliance reports independent of the IT environment. Quantum is also integrated with Check Point's on-premises and cloud data center security suite, empowering organizations to deploy firewall threat prevention and management capabilities seamlessly in public and private cloud environments, including AWS, Azure, Google Cloud, and more.

Shifting the Paradigm with AI-driven Threat Prevention

In today's threat landscape, hackers resort to advanced technologies, such as AI and internet bots, to attack at scale from multiple vectors simultaneously, allowing them to move fast within networks and infect large numbers of businesses quickly. Traditional firewalls are no match for the modern threat landscape, as they only filter network traffic based on pre-defined rules and known vulnerabilities. Threat actors utilize a combination of techniques to penetrate an organization's network, including phishing attacks, polymorphic malware that changes with time, encrypted traffic, and zero-day exploits that often cannot be detected by conventional firewall technology. To navigate the modern threat landscape effectively, organizations require a multi-faceted approach that shifts the paradigm from reactive to proactive security.

Check Point leverages the power of AI and threat intelligence across its security offerings to quickly identify and block attacks and add new capabilities, including IoT Security, SD-WAN network optimization, and cloud event correlation. Check Point's ThreatCloud AI is the "brain" behind all of Check Point products, which keeps customer networks fully informed about the newest evasive threats and delivers immediate cyber security verdicts and updates to protect an organization's digital assets. ThreatCloud AI aggregates and analyzes big data telemetry and millions of Indicators of Compromise (IoCs) every day from over 150,000 connected networks and copious numbers of endpoint devices to block the most advanced attacks while minimizing false positives, keeping organizations safe and productive. Additional threat intelligence sources include Check Point's threat emulation and extraction technologies. These provide organizations with real-time sandboxing capabilities by running potentially malicious code in a virtual environment to detect unknown and Zero-day threats. While content is analyzed and emulated, Check Point firewalls deliver a sanitized version of documents with potential malicious elements removed, enabling users to continue safely with their work. In addition, Check Point utilizes AI to identify all unmanaged IoT devices on a customer's network, automatically recommending and applying security profiles to limit their access to only essential services.

Conclusion

Today, organizations face a multitude of challenges in securing their hybrid IT environments, including a lack of visibility, scalability, and performance. Check Point addresses its customers' unmet needs by providing a comprehensive security platform that combines network, cloud, endpoint, mobile, remote access, and managed security solutions. Check Point's product suite merges cloud computing and networking technology to empower organizations to scale their security operations on demand and improve overall network performance and productivity. Additionally, with Check Point's sophisticated AI engines, customers can shift from a reactive to a proactive security approach, utilizing a combination of threat intelligence, sandboxing, and automation capabilities to mitigate zero-day exploits. Due to Check Point's continued innovation and understanding of the modern landscape, the vendor has experienced significant growth rates and solidified itself as one of the leading NGFW vendors. With its strong overall performance, Check Point earns Frost & Sullivan's 2023 Global Company of the Year Award in the next-generation firewall (NGFW) industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO’s growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>

The Growth Pipeline Engine™

Frost & Sullivan’s proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

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Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

