

Elevator Pitch

Problem:

Organizations connected to the internet are exposed to incoming content threats that can cause serious economical damage.

Solution:

Panda GateDefender Performa is a high performance and complete SCM appliance that proactively protects the corporate network, against all content based threats, integrating seamlessly in the network architecture.

Customer Problem

- 99% of Malware infections come from Internet and around 70% of Contents coming from the Internet is useless or dangerous.
- Traffic going out of the organizations can affect their image or even legally, infecting other partners, clients or providers; sending out sensitive information or sending spam from internal computers infected by bots.
- Junk or not job related contents going around the network affect users' productivity and saturates internal critical resources like broadband, mail and file servers, etc.
- Discontinued traffic due to any failover.

Panda GateDefender Performa helps Organizations of any size:

- **Improves corporate image and reputation** by detecting infected computers that could be sending spam or infecting clients and contacts.
- **Ensures permanent availability of Internet and email** through all Performa models, with no loss of traffic in the event of failures or incidents.
- **Increases user productivity** thanks to:
 - Removal of spam from email received.
 - Restrictions on use of P2P applications and instant messaging.
 - Control over accessible Web content.
- **Almost 100%** spam detection thanks to new, improved anti-spam techniques in the new Panda GateDefender Performa.
- **"Plug and protect"** with no need for modification to network architecture.
- **Highly preventive** detecting and disinfecting unknown threats without administrator intervention reinforcing the company's risk management system.
- **Low resource consumption, improving performance and usability.** Boosts productivity and business continuity.

What makes Panda GateDefender Performa different:

Panda GateDefender Performa is the most proactive and complete SCM appliance providing high performance analysis at the perimeter, with no configuration and management costs.

Fight the real enemy:

Generic Arguments to fight against...		
...Real competitors	McAfee SIG, Trend Micro IGSA, CP Secure CSG	We offer higher performance, more features and higher Quality of service
...Indirect competitors	Ironport, Barracuda, Trend IWSA & IMSA, Proofpoint...	We are more versatile adapting to all customer needs We scan all kind of traffic and threats with one only solution
...False competitors	Fortinet, Astaro, ISS Proventia, Symantec 1600...	We offer an optimized, robust solution for contents. For unified protection exists GD Integra, mostly appreciated by small business

Competitors Comparative tables

	PANDA GateDefender Performa	McAfee Secure Internet Gateway	Trend Micro InterScan Gateway Security Appliance
User based Security profiles	✓	✗	✓
LDAP integration	✓	✓	✗
P2P/IM Blocking	✓	✗	✗
Malware quarantine	✓	✗	✗
Content Filter	✓	✗	✗
Content Filter quarantine	✓	✗	✗
Automatic new malware remediation	✓	✗	✗
HTTP max. Troughput (Mbps)	Up to 510	Up to 200	Not published
SMTP max. Troughput (Messages/Second)	Up to 220	Up to 112	Not published

Weakness and Strengths

- Panda GateDefender Performa General Advantage.** Although all competitors claim to be preventive, Panda GateDefender Performa is the most proactive SCM appliances since it counts on the Panda Collective Intelligence that detects more threats than the others. All threats knowledge is updated in the appliance every 90 minutes for Anti-Malware and web Filter and every single minute form Anti-Spam. Guarantees the traffic flow.

Additionally, it allows companies to detect internal bots which damage their image and reputation by infecting their partners and clients.

- McAfee SIG.** McAfee Performance is very low and that is precisely one of the most demanded features for a device that must be installed at the gateway. Any traffic interruption or delay con seriously damage the organization.

Panda GateDefender Performa is much more reliable at the gateway guaranteeing the scan of any traffic grow without affecting the company work continuity.

- TrendMicro IGSA.** The lack of data leakage prevention at the perimeter and the lack of integration with LDAP make it an incomplete solution for the perimeter with a difficult to manage user based Policy definition that requires continuous administrator attention.

Panda GateDefender Performa provides really complete protection at the perimeter for inbound and outbound contents that is easily customized for each network user and does not need administrator intervention. It is a real Plug in and Forget perimeter solution..

- CP Secure CSG.** It is a reliable server with security SDKs installed inside. Manufacturer is not responsible of any protection and the first level support is not provided by security experts but hardware experts.

Panda GateDefender Performa includes all Panda Security reliability in the whole solution, including third party engines (Antispam - Cloudmark and Web Filter – IBM) that always complemented by PandaLabs improvements and real time support.

