

F O C U S I N G   O N   P A R T N E R S H I P



**Check Point™**  
SOFTWARE TECHNOLOGIES LTD.  
We Secure the Internet.

**NOKIA**  
CONNECTING PEOPLE

—The Power of 2—



## The Power of 2

Enterprise organizations around the world are reaping enormous benefits from Internet connectivity, including company-wide productivity gains, reduced operating costs, global reach, greater flexibility and more. But today's well-connected enterprise faces the challenge of opening up the network for easy global access while ensuring appropriate and secure access to precious resources.

To make the most of the Internet's potential, companies need to deploy applications that accelerate business growth. Nokia and Check Point™ Software Technologies Ltd. have partnered to deliver a complete system, fully integrating best of breed software with purpose-built platforms that are easy to implement and operate—all backed by First Call—Final Resolution global support and service.

### Leadership that Results from Close Cooperation

*"The fact that Nokia and Check Point have collaborated to deliver this kind of value and price performance in a gigabit firewall appliance (the Nokia IP740) reinforces their strong position and the power of their combined efforts."*

—Joel Conover, Analyst, Current Analysis

**The Power of 2—with a combined focus on security and proven expertise, Nokia and Check Point, the market leaders, deliver best of breed security solutions for evolving customer requirements.**

Building on a proven six-year strategic partnership, both companies are uniquely positioned to provide best-of-breed security solutions in an ever-changing marketplace. Today, Check Point Software Technologies is the worldwide leader in securing the Internet while Nokia is the worldwide leader in security systems and mobile communications. Together, Nokia and Check Point deliver market-leading Virtual Private Networking (VPN) and security applications integrated onto purpose built appliances, adding complete systems management and global support services. Customers and channel partners alike continue to benefit from Check Point VPN-1®/FireWall-1® offered with the Nokia Appliance advantage—pre-installed, pre-configured and designed from the ground up—for ideal worldwide enterprise security deployment.

This legacy of cooperation is behind both companies' priority to tightly integrate, fully optimize, rigorously test and formally certify Check Point VPN-1/FireWall-1 on the entire IP Series of Nokia security systems. Everything from "Secured by Check Point™" certification to throughput performance is covered, resulting in an Internet security system noted

for fast deployment, trouble-free installation and unparalleled robustness.

### A Deep Partnership at all Levels

The widespread market acceptance of the tightly-integrated Nokia/Check Point portfolio has allowed both organizations to further invest in cooperative engineering, marketing, channel and sales activities.

The Power of 2 partnership was further enhanced in December 2001 with a joint announcement by Nokia and Check Point. In this announcement Gil Shwed, Check Point CEO and Chairman said, "Together, we have already established a clear leadership position in the VPN/firewall appliance market, and through this expanded alliance, we will continually create and deliver the market's most compelling security solutions." John Robinson, Senior Vice President and General Manager, Nokia Internet Communications went on to state that "Together, we will integrate our respective bests to create a collective solution that is truly unmatched by any other player, while paying close attention to the critical needs of our customers and continually evolving market requirements."

Nokia and Check Point integrate at all levels of business to provide scalable solutions to match customer requirements.

### Products

Nokia and Check Point solutions lead the market to scale the entire spectrum of enterprise requirements with many security appliances that range from remote users to the data center. Coupled with a fully integrated architecture, users benefit from easy set-up, deployment and management tools. What's more, all solutions offer secure and reliable connections that are easily managed at a strong price/performance value.



The expansive product line is also backed by world class First Call—Final Resolution support and service which provides customers the ability to deploy multiple solutions from a single product to secure all elements of a distributed enterprise. Because of this deep level of integration, customers and resellers choose Nokia as the preferred platform for Check Point VPN-1/FireWall-1.

## Sales and Marketing

With a coordinated voice and vision to the market, customers know that a partnership with the Power of 2 is an investment they will not want to pass up. Co-marketing activities include product evaluations by independent third parties, joint newsletters, joint advertising, Webcasts to industry analysts, joint road shows and trade show participation, cooperative market incentive programs, and more. In the area of sales, representatives from both companies regularly participate in mutually sponsored training efforts and sales meetings, and routinely make joint sales calls.

## Engineering

Nokia and Check Point work extensively together on each release of software to

optimize benefits to the customer. In addition, they actively develop new innovations that leverage their security and connectivity expertise.

## Collaborative Technology Innovation

*"Enterprise and Managed Service Provider customers are constantly faced with the triple challenge of security, reliability and performance. Nokia and Check Point have once again come up with an innovative way to answer the market's call."*

—Mark Bouchard, Analyst, META Group

Nokia and Check Point have completed several joint development efforts for enhanced security, reliability, performance, and management that span from remote users up to large data centers.

For reliability and scalability that is unmatched in the industry, Nokia patented IP Clustering integrated with Check Point firewall/VPN synchronization feature allows several devices to be clustered and act like a single network entity. Firewall and VPN services are instantaneously maintained in the event of a fault and the workload is

"intelligently" distributed across the cluster. As a result, users also enjoy near-linear performance gains and upgrade-on-the-fly capability with no downtime.

Firewall Flows, which dramatically increases the performance of Check Point FireWall-1 operating on Nokia security appliances, now forms a key architectural component of the Nokia security-hardened operating system. This technology incorporates the early elements of Check Point's SecureXL performance API to reduce per-packet overhead, a development that required the cooperative effort of engineers from the operating system, hardware and application disciplines. The end result of such close cooperation was an impressive three-fold improvement in firewall packet-per-second throughput.

Even into the future, as IP networking converges with wireless technologies, the combined expertise of Nokia and Check Point will continue to provide market-leading systems for the connected world. These and many other areas of cooperation between Nokia and Check Point demonstrate how this industry-leading strategic partnership is still achieving new heights at all business levels.



## Focus on Security that has Yielded the Industry's Broadest Portfolio

Nokia and Check Point appliances span the full spectrum of price/performance points, and secure the widest range of security deployments—from the smallest branch office to the largest Internet data center. The expansive appliance product line provides customers the ability to deploy multiple systems from a single product family to secure all elements of a distributed enterprise. Customers can also select from over 20 different software options for a complete solution that truly fits their needs. What's more, with over 600 focused engineers, no other product line in the industry has as many resources developing solutions with security as the top priority.

Secured by  
  
Check Point





## Market Validation of a World-Class Portfolio

*"Nokia and Check Point have already demonstrated a successful partnership by taking a leadership role in security appliances, which is among the fastest growing segments of the security market."*

—Chris Christiansen, Analyst, IDC

The six-year old strategic partnership between Nokia and Check Point has proven to be a tremendous success—for both companies, as well as for their global customers and distribution partners. The Power of 2 now covers a large installed base with over 100,000 platforms shipped; a 31% market share in the Firewall/VPN appliance market (Gartner Group, October, 2001), the first shrink-wrapped firewall, the first firewall with a GUI, and Nokia as the first "Secured by Check Point" partner. Check Point's VPN-1 and FireWall-1 products are the undisputed leaders in the VPN and firewall marketplaces, with an overwhelming 65% share of the firewall market (IDC, August 2002). Leading technology, manageability, and interoperability are among the reasons for this success, as well as Check Point's being named the world's Number One Software Company by *Business Week* (Info Tech 100 Issue, June 18, 2001).

In just the last two years of the partnership, Nokia has emerged as an ideal choice for appliances running market-leading Check Point VPN-1/FireWall-1. According to a June 2001 IDC study, Nokia has the fastest growing product line in the world-wide firewall/VPN appliance market with an astounding 430% growth in 2000.

## The Unmatched Synergy is Just Beginning

The first six years of partnership have created a tradition of innovation and success for Nokia and Check Point. Nokia and Check Point offer an unmatched legacy of close partnership forged with constant cooperation that has been duly rewarded by the marketplace. It is a legacy we are building on, one that both companies continue to re-commit themselves to every day through teamwork. With each new award granted to Nokia and Check Point for product excellence, the industry continues to recognize the power of this partnership.

To learn more about how *you* can benefit with Nokia and Check Point as your partners for network security, call Nokia at **1-877-997-9199**, Check Point at **1-800-429-4391** or visit us on the Web at [www.nokia.com/CheckPoint](http://www.nokia.com/CheckPoint) or [www.checkpoint.com/Nokia](http://www.checkpoint.com/Nokia).

## Results of a Strong Partnership

Here is a sampling of the many awards and accolades which have been bestowed by the industry to the joint Nokia/Check Point VPN/firewall appliance:



**2002 Excellence Award, Firewall Appliance – Information Security**  
(March 2002)



**Well-Connected Award, Best Enterprise Firewall System – Network Computing**  
(May 2001)



**Editor's Choice – Network News**  
(April 2001)



**Real World Labs Best Marks – Network Computing Germany**  
(April 2001)



**Firewall of the Year – Network Industry Awards at Network Telecoms UK**  
(June 2000)



**Well Connected Award – Network Computing**  
(May 2000)



**Best Security Hardware – Secure Computing**  
(April 2000)



**Best Firewall – Secure Computing**  
(April 2000)



**Editors Choice Award – Network Computing**  
(April 2000)



—The Power of 2—



### **Jerry Ungerman, President, Check Point Software Technologies Ltd.**

"Check Point is pleased to work with Nokia to deliver premier Internet security solutions to the marketplace. Together, Check Point and Nokia have a tradition of continually setting technology and innovation benchmarks. Our partnership with Nokia is one of our longest and most successful, and we are committed to even greater success in the future."



### **Pekka Ala-Pietilä, President, Nokia Corporation**

"Nokia is pleased to have such a long standing, close working relationship with Check Point. It is through this relationship that we have together been able to raise the bar for delivery of world class Internet Security solutions. We are pleased that our strategic partnership has established a clear leadership that will continue as our two companies continue to innovate and deliver together in the future."



### **Nokia/Check Point in Action—Cable & Wireless**

Cable & Wireless, a major global telecommunications and Internet service provider, needed a world-class VPN and firewall solution to meet the demanding needs of its worldwide customers. Cable & Wireless got just what the company wanted based on the strong strategic partnership between Nokia and Check Point: an integrated industry-leading solution. The combined solution is totally seamless, and is fully supported by both organizations.

"The unprecedented partnership between Nokia and Check Point gives Cable & Wireless the best of both worlds: industry-leading security applications on the industry's premiere security appliance," commented Brian Clark, global product manager for managed firewall and IP-VPN services at Cable & Wireless. "Collectively, based on the close cooperation between both companies, the combined product offering is simply unbeatable."

## About Nokia

Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and a leading supplier of mobile, fixed broadband and IP networks. By adding mobility to the Internet Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is a broadly held company with listings on six major exchanges.

## About Nokia Internet Communications

Nokia Internet Communications, headquartered in Mountain View, California, provides world-class Network Security, Virtual Private Network and Internet Traffic and Content Management solutions that ensure the security and reliability of corporate enterprise and managed service provider networks. Nokia is committed to enhancing the end user experience by bringing a new level of security and reliability to the network, enabling and Internet transaction that is personal and trusted—each and every time.

For more information, please visit [www.nokia.com/securenetworksolutions](http://www.nokia.com/securenetworksolutions). Nokia Internet security and virtual private network appliances span the spectrum of price/performance points, and secure the widest range of network environments—from the smallest branch office to the largest Internet data center. The expansive product line, backed by world-class global support and services, provides customers the ability to deploy multiple solutions from a single product to secure all elements of a distributed enterprise.

## About Check Point Software Technologies

Check Point Software Technologies is the worldwide leader in securing the Internet. It is the confirmed market leader of both the worldwide VPN and firewall markets. The company's Secure Virtual Network (SVN) architecture provides the VPN and security infrastructure that uniquely enables secure and reliable Internet communications.

SVN solutions, as delivered in the company's Next Generation product family, secure business communications and resources for corporate networks, remote employees, branch offices and partner extranets. Extending the power of SVN is Check Point's Open Platform for Security (OPSEC), the industry's framework and alliance for integration and interoperability with "best-of-breed" solutions from over 325 leading companies. Check Point solutions are sold, integrated and serviced by a network of 2,500 certified partners in 149 countries. For more information, please call us at (800) 429-4391 or (650) 628-2000 or visit us on the Web at

<http://www.checkpoint.com> or at <http://www.opsec.com>.

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References to the "partnership" between Check Point and Nokia describe the strong strategic alliance and collaboration of the two independently managed companies and not a separately formed partnership for the purposed of legal identity.