

Top 5 Vendors, EMEA Security Appliance Market Vendor Revenue (\$M), 4Q13					
Vendor	4Q12 Revenue	4Q12 Market Share	4Q13 Revenue	4Q13 Market Share	Growth 4Q13/4Q12
Cisco	\$136.76	19.8%	\$129.88	18.9%	-5.0%
Check Point	\$116.23	16.8%	\$120.06	17.4%	3.3%
Fortinet	\$48.51	7.0%	\$52.70	7.7%	8.7%
Juniper	\$43.00	6.2%	\$48.65	7.1%	13.1%
Blue Coat	\$35.90	5.2%	\$41.54	6.0%	15.7%
Others	\$310.61	45.0%	\$295.71	42.9%	-4.8%
Total Market	\$691.01	100.0%	\$688.54	100.0%	-0.4%

Source: IDC, 2014

Top 5 Vendors, EMEA Security Appliance Market Vendor Revenue (\$M), 2013					
Vendor	2012 Revenue	2012 Market Share	2013 Revenue	2013 Market Share	Growth 2013/2012
Check Point	\$360.93	19.0%	\$374.64	19.3%	3.8%
Cisco	\$367.72	19.4%	\$352.39	18.1%	-4.2%
Fortinet	\$117.94	6.2%	\$132.71	6.8%	12.5%
Juniper	\$119.18	6.3%	\$117.70	6.1%	-1.2%
Blue Coat	\$72.67	3.8%	\$103.02	5.3%	41.8%
Others	\$859.62	45.3%	\$862.42	44.4%	0.3%
Total Market	\$1,898.06	100.0%	\$1,942.88	100.0%	2.4%

Source: IDC, 2014