

Survey Shows Security Budgets On The Rise

70% of IT pros plan increase spending on network security with next fiscal year.

BURLINGTON, Mass. (October 18, 2007) – IT security budgets in the SMB market are in strong and healthy state moving into Q4, and are creating strong demand for the VAR/reseller community, according to the results of a global market survey conducted by Astaro Corporation (www.astaro.com), a leader in delivering Unified Threat Management (UTM) security appliances.

In June, 2,800 Astaro channel partners, resellers and end users participated in a market-trend survey on topics ranging from IT security tools, managed services, foremost challenges, and planned investments. Survey respondents represented diverse industries including manufacturing, healthcare, education and financial services.

Security

Budgets

Of those surveyed, 37% plan to allocate \$50,000 for security tools and services in the next fiscal year, while 13.6% of those polled plan to set aside between \$50K to \$100K for their security budgets. Less than 10% plan to spend more than \$1 million on network security solutions within the next year. The majority of respondents were companies with less than 100 employees,

One quarter of respondents claim that their organizations will spend between seven and 10% of their total IT budget on security. And 13% plan to spend more than 15% of their total IT budget on security.

Planned

Investments

Planned investments for the next fiscal year show that nearly 70% will increase budgets to prevent unauthorized access to networks and data.

Sixty percent expressed concern in vulnerability assessment, leakage of confidential data, and protecting web applications from worms or hacker attacks (via SQL/command injection) and plan to investment in protection against these threats.

Half of the respondents reported desktop security for notebooks and wireless data communications as being priority areas for next year's investments.

"The biggest challenge our customers and resellers are facing over the next five years is the ability to find vulnerabilities in their systems and prevent unauthorized network access," said Arne Klein, Astaro VP of Marketing and author of the report. "Overall, the state of IT spending on security will continue unabated, with managed security services gaining ground in almost every application."

About

Astaro

Astaro Corporation is headquartered in Burlington, Mass. and Karlsruhe, Germany. The Astaro Security Gateway, simplifying Email, Web & Network Security, has won numerous industry awards and is protecting over 30,000 networks in 60 countries. Astaro products are distributed by a worldwide network of more than 1,000 solution partners who offer local support and services. For more information, please visit www.astaro.com.

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