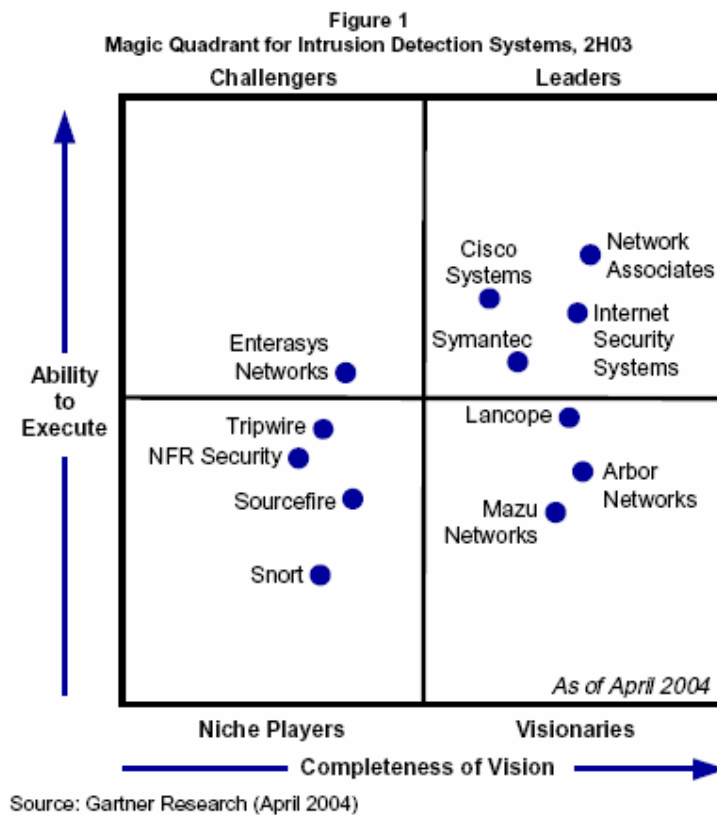


# GARTNER'S MAGIC QUADRANT FOR INTRUSION DETECTION SYSTEMS, 2H03

Richard Stiennon, April 13, 2004

The intrusion detection system market was marked by turmoil in 2003. Acquisitions and innovation have changed the vendor landscape. New technologies, such as intrusion prevention, are challenging traditional IDS products.

Technologies have emerged that enhance network security by enabling enterprises to block attacks to protect their networks and IT resources. Firewalls, vulnerability management and intrusion prevention systems counter threats posed by worms, increased hacking activity and enterprise insiders. As enterprises scrutinize IT budgets, they should curtail spending on intrusion detection system tools, as well as the people and systems to monitor them, in favor of spending for blocking and prevention technologies.



## GARTNER'S STATEMENTS ABOUT LANCOPE

*“Several vendors on the IDS Magic Quadrant have good network and event analysis capabilities that give them higher rankings, such as Arbor Networks and Lancope.”*

*“Lancope gets high vision marks for this approach, because tracking usage and network debugging is one of the most-valuable features of IDSs.”*

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## ABOUT THE IDS MAGIC QUADRANT

The IDS Magic Quadrant is a graphical portrayal of vendor performance and capability in the IDS market segment, based on viability, service/support, features and functionality, and technology. "Ability to Execute" shows Gartner's view of how well a vendor is positioned to gain market share or deliver on its promises. Key execution criteria for the IDS market include a vendor's distribution channels, financial parameters, and the reputation of its management/technical team and support. Acquisition by a financially viable vendor, such as Cisco or Network Associates, usually is a significant benefit. "Completeness of Vision" is Gartner's view of how well a vendor anticipates or leads evolving enterprise demands for better security tools that add, at least incrementally, to an enterprise's overall security posture, based on input from Gartner clients. Magic Quadrants provide an understanding of vendor positioning and set performance expectations for vendors. Appropriate vendors can be found in all quadrants, not only among market leaders. Some vendors may be appropriate for only certain vertical markets.

To obtain a complete copy of this document, please visit Gartner's website at [www.gartner.com](http://www.gartner.com). The report costs \$495 per copy.

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## ABOUT LANCOPE AND STEALTHWATCH™

Founded in 2000, Lancope is the leading provider of next-generation network security solutions that deliver behavior-based intrusion detection, policy enforcement and insightful network intelligence. With integrated visibility across network security, traffic characteristics and host-level activity, Lancope's solutions provide unparalleled network protection and optimization. Lancope received the Innovation In Infrastructure Award (i3) in the security category from the editors of eWeek Magazine and PC Magazine at Spring NetWorld+Interop 2002 and was also named "Most Impressive" by eWeek in 2001. Defending the networks of Global 2000 organizations, academic institutions and government entities, Lancope protects the critical assets of today's sophisticated enterprises. For more information, visit [www.lancope.com](http://www.lancope.com).