

IDC: Strong EMEA Q4 for Security Appliances

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04 April 2013

EMEA security appliance factory revenues grow by 5.2% Y-o-Y to \$696.8 million during Q4 2012 according to IDC, while shipments reach 200089 units with 5.2% Y-o-Y growth.

For the whole of 2012 revenues total around \$2.5 billion with 2% growth over 2011.

Top 5 Vendors, EMEA Security Appliance Market Factory Revenue (\$M), 4Q12

Vendor	4Q11 Revenue	4Q11 Market Share	4Q12 Revenue	4Q12 Market Share	Growth 4Q12/ 4Q11
Cisco	\$137.21	20.7%	\$136.76	19.6%	-0.3%
Check Point	\$119.13	18.0%	\$116.23	16.7%	-2.4%
Fortinet	\$38.91	5.9%	\$48.51	7.0%	24.7%
Juniper	\$51.09	7.7%	\$43.00	6.2%	-15.8%
Blue Coat	\$23.06	3.5%	\$35.90	5.2%	55.7%
Others	\$292.75	28.4%	\$316.37	31.0%	8.1%
Total market	\$662.15	100.0%	\$696.76	100.0%	5.2%

Source: IDC, 2013

The W. European market shows similar results-- Q4 2012 revenues grow by 3.9% Y-o-Y to \$522.9m and total 2012 revenues grow to almost \$1.15 billion with flat 0.5% growth.

"A strong Q4 in W. Europe, mainly led by Unified Threat Management (UTM) results, helped security appliance market growth to remain positive in 2012," IDC says. "Demand for unified solutions remains as strong as ever, as simplified deployment and lower TCO are major selling points for these security solutions."

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Vendor	2011 Revenue	2011 Market Share	2012 Revenue	2012 Market Share	Growth 2012/ 2011
Cisco	\$516.81	20.6%	\$525.22	21.4%	1.6%
Check Point	\$433.93	17.3%	\$386.18	15.7%	-11.0%
Juniper	\$175.71	7.0%	\$186.48	7.6%	6.1%
Fortinet	\$164.10	6.5%	\$135.36	5.5%	-17.5%
McAfee	\$93.51	3.7%	\$122.95	5.0%	31.5%
Others	\$1,123.57	44.8%	\$1,101.45	44.8%	-2.0%
Total market	\$2,507.62	100.0%	\$2,457.63	100.0%	-2.0%

Source: IDC, 2013

IDC EMEA Quarterly Security Appliance Tracker