

### Product Bulletin: The Nokia IP740

## What is it?

### 1. Executive Summary

#### What's Offered?

The Nokia IP740 is a new Service Provider class platform designed for maximum network uptime with its "hot swappable" components and redundant power supply option. The Nokia IP740 offers market leading security applications such as Check Point VPN-1/FW-1 and ISS's RealSecure for Nokia on a 3 RU system purpose-built for ease of deployment, remote management and high performance without compromising security and backed with our world-class First Call - Final Resolution technical support. Exceeding a gigabit per second of firewall throughput, the Nokia IP740 is our highest performing platform, extending our customer's options while fully leveraging their existing investments in training and personnel and helping them build a consistent and reliable security infrastructure.

#### What's the opportunity?

The network security and firewall appliance markets continue to grow. In its preliminary report, IDC has assumed 78% revenue growth from 2000 to 2001 for firewall appliances. This is not supportable given Q1 financial results of the market players, but Nokia currently projects revenue growth for the market of 40% from 2000 to 2001.

#### Why offer the Nokia IP740?

Nokia has established itself as the market leader in the network security appliance space. To maintain this position, our platform offerings must continually evolve. The Nokia IP740 is a service provider class version of our new generation of platforms, delivering increased speed and functionality. The IP740 raises our Check Point FireWall-1 throughput to well over 1Gbps, expanding the breadth and reach of our product line.

#### Who needs it?

Service providers (and large enterprises) who have standardized on the Nokia Security Solution family and require the combination of high availability hardware and 1000+ Mbps firewall throughput.

#### Who's the competition?

Cisco PIX, particularly the PIX 535.

NetScreen 1000 and NetScreen 500.

Other platforms for Check Point VPN-1/FW-1, particularly Sun's Solaris.

#### When will the product be available and when can I sell it?

The Nokia IP740 product will be orderable and fully supported in the US, Canada, EU and Japan on July 1st<sup>nd</sup>, 2001. The IP740 will have limited and selective shipping in August, 2001, and reach full production in September.

#### Will there be sales training, technical training and sales tools available to help me sell?

Yes. Sales training is provided online through the Nokia Learning Channel and technical training is provided through instructor-led classes. Training will not be specific to the Nokia IP740, but will be rolled into the comprehensive Nokia Security Administration class (NTC 1002 000). Current sales tools will also be modified to include the Nokia IP740.

#### What are the part numbers?

See section 10, Availability for details.

## 2. Industry Trends Overview

Business use of networks and the Internet continues to expand exponentially. In order to keep up with the sheer volume of users and traffic, networks must increase their capacity accordingly. As networks increase their capacity network security systems must increase their capacity.

According to IDC, penetration of the large business firewall market in 2000 was about 50%, out of a market of about 243,000 total firewalls. IDC also predicts that enterprises using firewalls will continue to expand their networks, requiring more investment in network security.

## 3. Product Positioning

### The Nokia Security Solution Family Claim:

For service providers and distributed corporations who cannot compromise on security but realize that their greatest constraint is the personnel necessary to deploy, maintain and administer a secure network, Nokia Security Platforms are highly scalable, remotely manageable network security hardware tightly integrated with market leading security applications. Nokia pre-tests and pre-integrates market leading security applications with Nokia purpose-built hardware and Nokia management tools to provide ease of deployment and administration for low total cost of ownership. Unlike competitive offerings that try to do everything in house, Nokia delivers already market leading security applications produced by companies with established expertise in their areas while Nokia focuses on the integration of hardware, software and administration.

### The Nokia IP740 Claim:

For network security administrators who have standardized on Nokia's security platforms, the Nokia IP740 is a new carrier class platform which continues to deliver the same value proposition as the rest of the Nokia platform family, but in our most advanced hardware package. The Nokia IP740 offers market leading security applications such as Check Point VPN-1/FW-1 and Real Secure for Nokia, on a 3 rack unit high-performance carrier class platform, supporting redundant power supplies and hot swappable components. The Nokia IP740 is purpose-built for ease of deployment, remote management and high performance without compromising security and backed with our world-class First Call - Final Resolution technical support. Exceeding a gigabit per second of firewall throughput, the Nokia IP740 is our highest performing platform, extending our customer's options while fully leveraging their existing investments in training and personnel and helping them build a consistent and reliable security infrastructure from the data center to their remote offices.

### The Nokia IP740 As a VPN:

The Luna VPN accelerator card is not supported on the IP740. We will introduce a VPN accelerator for the IP740 in Q4 2001.

### Portfolio Positioning:

- Nokia IP51 and IP55
  - small offices of 5-50 devices
  - desk top models
  - optimized Check Point FireWall-1 SmallOffice software
  
- Nokia IP110
  - medium businesses and corporate satellite locations
  - high-end security in a compact package
  - desk top or wall mounted
  - full Nokia IPSO functionality
  - optimized for Check Point VPN-1/FireWall-1 (full edition)
  
- Nokia IP330

- medium-sized businesses, corporate branch offices
  - full-featured security/router appliance with WAN connectivity
  - one rack unit package
  - optimized for Check Point VPN-1/FireWall-1 and ISS RealSecure for Nokia
- Nokia IP440
    - Enterprise class system
    - corporate data centers
    - flexible, scalable
    - 4 rack units
    - high interface density – 4 PCI slots
    - disk mirroring support
    - optimized for Check Point VPN-1/FireWall-1 and ISS RealSecure for Nokia
- Nokia IP530
    - high performance enterprise class system
    - corporate data centers
    - flexible, scalable
    - 2 rack units
    - high interface density – 4 integrated 10/100 Ethernet ports, 3 CPCI slots and 2 type II PCMCIA slots
    - optimized for Check Point VPN-1/FireWall-1 and ISS RealSecure for Nokia
- Nokia IP650
    - Medium service provider class system
      - redundant power supplies
      - hot-swappable interface cards and fans
      - serviceable
      - highest interface density in its class
    - for medium and larger business applications
    - for high availability data centers
    - 2 rack units
    - optimized for Check Point VPN-1/FireWall-1 and ISS RealSecure for Nokia
- Nokia IP740
    - High end service provider class system
      - redundant power supplies option
      - hot-swappable interface cards and fans
      - serviceable
      - high interface density – 4 integrated 10/100 Ethernet ports, 4 CPCI slots and 2 type II PCMCIA slots
    - ideal for large business applications
    - ideal for high availability data centers
    - 3 rack units
    - optimized for Check Point VPN-1/FireWall-1 and ISS RealSecure for Nokia

## Who needs it?

### 4. Target Markets

The Nokia IP740 is aimed at service providers. It is a very high performance and a high availability system (i.e. 'service provider class'). Similarly, the IP650 is a service provider system, with hot swappable components and a dual power

supply option. The IP740 is intended for situations when the very highest performance is required as it can process well over 1000 Mbps (1+Gbps) of Check Point FireWall-1 traffic. Due to the distinct price performance levels between the IP740 and the IP650, there will be little market overlap after the initial shake out period.

### 5. Intended/Target Audience

The target audience is primarily Service Provider network and security administrators who require the highest levels of both security and performance from their firewall and intrusion detection systems. To some extent, the enterprise market, particularly for the corporate data centers, with the most demanding CIO, CTO, Security Director, Network Infrastructure Manager, Security and Network Administrators being the decision makers.

### How is it unique?

### 6. Benefits

The Nokia IP740 is a new platform in our family of IP Network Security Platforms. It offers very high performance on service provider class, high availability hardware with out sacrificing any of our Nokia values.

#### ***Market-leading security software***

Nokia integrates market leading, best-of-breed security software. It is difficult for one company to maintain expertise in many areas. Nokia works with industry leading security companies to leverage their expertise and software into Nokia hardware to create a more complete product to the customer's benefit.

#### ***Tightly integrated, purpose-built security appliance***

Nokia combines software and hardware, creating a tightly integrated whole that is greater than the sum of its parts. A true security appliance with Nokia's expertise applied to the integration and extension of security applications with our hardware.

#### ***Ease of deployment (pre-configured, pre-tested)***

Nokia Security Solutions are complete hardware/software packages. The Nokia IP740 can be taken out of its shipping box and fully deployed in 15 minutes. The complexities of ordering hardware and software separately dealing with multiple vendors, hardening a general purpose OS, etc, have been eliminated. More importantly, the complexity of making sure it all works has been eliminated. Open the shipping box, run through the first boot, and the Nokia IP740 is ready to secure a production network.

#### ***First Call - Final Resolution: Technical Support***

First Call—Final Resolution means Nokia provides a global point of contact and expertise for our appliances and the software applications that we sell to run on them. The Nokia Global Support & Services team provides consistent world-class support and service to today's leading businesses around the globe. Nokia services--from technical assistance to on-site field service to education--combine with advanced Nokia products like the IP740, to fulfill our ultimate mission: total customer satisfaction through outstanding performance. With more than 140 field service locations serving over 40 countries and 1,000 metropolitan areas, Nokia also maintains four Technical Assistance Centers, multiple regional service offices, an automated global network of product logistics centers and Nokia Learning Centers. The best-in-class Nokia Support Web site serves as customers' primary portal to secure, expert technical assistance, case handling, knowledge bases, search tools, information and software.

#### ***Low Total Cost of Ownership***

The most critical cost in security and IT is not the equipment and infrastructure, but the personnel and expertise necessary to deploy and maintain a secure network. Nokia continues to offer reduced total cost of ownership through a complete, pre-installed at the factory, ready to use security solutions. The Nokia IP740 is quickly and easily setup and configured from a remote central location through Nokia Network Voyager, the Nokia browser-based GUI

management software. This product utilizes the same OS as our established platforms such as the Nokia IP650 and runs the same images of our pre-installed third party applications, Check Point VPN-1/FireWall-1 and ISS RealSecure. The Nokia IP740 fully leverages the customer's investment in education on these market-leading security applications.

### ***Service Provider Class and High Performance***

The Nokia IP740 is our highest performing system. It is capable of well over 1 Gbps of Check Point FireWall-1 throughput. It can accommodate up to 1 Gigabyte of RAM, and memory is the most critical factor in the performance of Real Secure for Nokia. The hot swappable interface cards and redundant power supply option are particularly suited to the needs of service providers who have a strong interest in the very highest levels of network uptime.

### ***VAR benefits***

The Nokia IP740 will help Nokia Gold and Premier Resellers who have been successful with the Nokia line of Security Platforms continue to maintain and extend this success. Network security hardware improves with time, and Nokia is determined to both remain in the forefront and to extend the breadth of our portfolio.

## **7. Product Description/Key Features**

The Nokia IP740 is a member of the Nokia family of IP Security Solution Platforms. It has all of the family strengths:

- Check Point VPN-1/FireWall-1 (license and software subscription must be purchased from Checkpoint)
- RealSecure for Nokia (license and software subscription must be purchased from ISS)
- Nokia IPSO, Nokia's OS common to all our Network Security Platforms
- Nokia Network Voyager, remote browser based management
- Supported by Nokia Horizon Manager
- A full suite of supported routing protocols
- Other advanced networking features, including Qos and IPv6
- VRRP for redundant failover capability.
- Accelerated performance from *Firewall Flows*

Specific hardware features of the Nokia IP740 include:

- Dual power supply option
- Hot-swap components (power supply, interface cards and fan tray)
- 3U rack mountable
- Improved bus architecture and underlying technology for greater performance.
- 4 integrated Ethernet ports
- 2type II PCMCIA ports for modem support
- 4 CPCI slots for network interface or encryption acceleration cards
- 1 internal PMC slot for a VPN accelerator card

## **8. Competitive Information**

The Nokia IP740 is Nokia's new generation of service provider class network security platform and has these benefits:

- Best-of-Breed security software – Check Point VPN-1/FW-1
- Pre-integrated and pre-tested for rapid deployment
- Robust, optimized, secure Nokia IPSO operating system
- Remote management through Nokia Network Voyager
- Application Acceleration – Firewall Flows for improved FW-1 performance
- Integration with Nokia Horizon Manager
- High availability hardware and software
  - VRRP and a full suite of routing protocols

- Hot-swap components and redundant power supply option
- World-class 'First Call - Final Resolution' support
- One of the market-leading family of security appliances
- The Nokia brand name

### **Competitors:**

- *Cisco PIX* – particularly the 535

Simply put, the IP740 is faster and cheaper than the PIX 535. Check Point FireWall-1 also has a superior management interface and is arguably more secure. Nokia platforms also have superior management through Voyager and Nokia Horizon Manager.

- *NetScreen 1000 and NetScreen 500*

The average cost of the NetScreen 1000 is about \$180,000. As a firewall, two IP740's would be cheaper, occupy less rack space and provide more throughput. The NetScreen 500 is about half the firewall throughput of the IP740. At the high end, customers generally prefer firewall's and VPN's to be handled by dedicated systems, so customers who need both should combine an IP740 with a Nokia VPN system such as the CC2505.

- Other platforms for Check Point VPN-1/FW-1, particularly Sun's Solaris.

## **When can I sell it?**

### **9. Launch Plans**

#### *Internal Launch to Sales and Channel*

Support documentation, in the form of a Product Introduction Kit, containing sales tools, including this product bulletin, collateral, and other sales tools will be made available to sales on June 18, 2001. The support documentation will be included in an edition of 'NIC Need-to-Know' and posted to the Marketing Intranet as well as distributed to Global Sales Team on CD in a product launch kit. The VARs will receive notification of product availability and support documentation via the Nokia Need-to-Know with links to Nokia Online where the support documentation will be posted.

#### *External Launch to Market Place*

##### **Awareness Campaign:**

The Nokia IP740 will be formally introduced to the public at the Networks Telecom trade show in the UK on June 26, 2001. Magazine reviews in the UK and US are planned for about the same time.

### **10. Availability**

The Nokia IP740 product will be ready to order and fully supported in the US, Canada, EU and Japan on July 1st<sup>nd</sup>, 2001. The IP740 will begin limited and selective shipping in August, 2001, and reach full production in September, 2001. For availability in other countries, check the Price List on a monthly basis

Part number:

NBB2740000 Nokia IP740 Base System

Demo unit:	NBB2741000 Nokia IP740 Demo System
Encryption:	NRZ7000000 - Weak Encryption NRZ7001000 - France Encryption NRZ7002000 - Strong Encryption 90% of the time strong encryption is correct. If a non-government, non- France customer, choose strong encryption
Power kit:	NCZ0501000-USA/Japan NCZ3020000-UK NCZ3018000-France/Germany
Product factory options:	NIZ0740000 – Redundant Power Supply Option NIM7102000 – 1 GB Memory Option Base memory is 512 MB
IPSO Software Options:	NIS1710000 – IGRP Software NIS1905000 – BGP Software
Interface Cards:	NIF4204000 – single port optical Gigabit Ethernet NIF4015000 – Four port 10/100 Mbps Ethernet
VPN Accelerator Card:	Available in Q4. Refer to price list
Support packages:	refer to price list

### How do I prepare to sell it?

#### 11. Sales Training

The Nokia Learning Channel is a website which offers both sales and technical training for NIC sales and Accredited Resellers. For your convenience sales training is being delivered in a computer based training (CBT) format and is modular in design.

The CBT sales training module for Nokia IP740 will be available by the end of July 2001.

The Nokia IP740 will become a component of the regular Nokia IP Instructor led sales training. Due to the similarity of the Nokia IP740 to the other Nokia platforms, no dedicated sales training seminar will be conducted on this product. Instructor led training will begin to include the Nokia IP740 module in July 2001.

Nokia Gold and Premier Resellers in the NIC Channel Accreditation Program are required to fulfill certification training requirements, including the completion of IP Security sales training. For complete details, visit Nokia Online at <http://www.nokia.com/connect> and click on Training - Nokia Learning Channel.

#### 12. Technical Training

Information and registration for technical training is also provided through the Nokia Learning Channel. Technical training courses contain a significant amount of hands-on training in a classroom environment and are offered in various locations around the world. Technical training for the Nokia IP740 will form a component of Nokia IP series technical training, (Nokia Security Administration NTC 1002 000) and will be available in July 2001.

Due to the fact that the Nokia IP740 operating system, networking features and available third party applications are the same as those available on our family of Network Security Platforms, no dedicated technical training course is necessary.

To find out about technical certification requirements and course availability, visit Nokia Online at <http://www.nokia.com/connect> and click on Training – Nokia Learning Channel.

### 13. Sales Tools

All sales tools including product information, collateral material and presentations will be made available on the Marketing Intranet on June 18, 2001 and on the Nokia Online Extranet by June 25, 2001. Additional sales tools will be available in the weeks to come and will be announced to sales in the NIC Need-to-Know and to VARs in the Nokia Need-to-Know.

Description
Nokia IP740 Datasheet –Americas (English) & EMEA (English)
Nokia IP740 end customer presentation
Nokia IP740 FAQ
Nokia IP740 product photos w/ new family shot on cd in Product Introduction Kit
Nokia / Check Point Performance Brief w/ Nokia IP740 performance will be made available in the NIC NTK to in Q3 2001.

### 14. Technical Documentation

The Nokia IP740 platform ships with one Release Pack and one Installation Guide. Detailed technical documentation and information is also available at the Nokia Support Web.

### 15. Technical Support

Technical support packages are available which provide a variety of service levels, designed for different kinds of customers and sales. For on-site service availability please reference the current Service Areas List at the Nokia Support Web Service Contract Center, or at Appendix A of the NIC Support & Services Price Book.

#### For Nokia Resellers Only:

**NSP 1004 740 Essential Reseller Support** provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support, and unlimited next business day Hardware Advance Replacement

**NSP 250X 740 Essential Plus 5x8xNBD** support provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support, and unlimited next business day On-Site Hardware Replacement

**NSP 260X 740 Essential Plus 7x24x4** support provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support, and unlimited same-day (4-hour response) On-Site Hardware Replacement.

#### For All Customers:

**NSP 5002 740 ACCESS 5x8** service provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support with 5x8x2 trouble call/case handling, and unlimited next business day Hardware Advance Replacement

**NSP 5001 740 ACCESS 7x24** service provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support with 7x24x2 trouble call/case handling, and unlimited next business day Hardware Advance Replacement

**NSP 502X 740 ACCESS PLUS 5x8 (NBD)** service provides Nokia Software Subscription, unlimited Support Web access, TAC support with 5x8x2 trouble call/case handling, and unlimited next business day On-Site Hardware Replacement

**NSP 501X 740 ACCESS PLUS 7x24x4** service provides Nokia Software Subscription, unlimited Support Web access, TAC support with 7x24x2 trouble call/case handling, and unlimited same-day (4-hour response) On-Site Hardware Replacement

**NSP 170X 740 Installation Services** provides on-site hardware installation and coordination by Nokia.

### 16. Configuration Information – software

- Operating system – Nokia IPSO
- Check Point VPN-1/FireWall-1 (requires separate purchase of license and software subscription from CheckPoint)
- RealSecure for Nokia (requires separate purchase of license and software subscription from ISS)

### 17. System Specifications – hardware

- 866 MHz Pentium III processor
- 4 integrated 10/100 Base-T Ethernet ports
- 512 MB RAM - Up to 1000 MB (1 GB) is supported
- 2 EIA-232 DB9 serial ports – one console and one auxiliary
- 2 Type II PCMCIA
- One internal PMC slot for a future VPN/firewall accelerator card
- 4 CPCI slots for network interface cards
- Occupies 3 rack units

Two memory configurations are available. The base memory is 512 MB and 1 GB is optional. A number of network interface cards are available, as well as hardware encryption accelerators. Please see the current price list for available options.

#### *Physical dimensions*

IP740 system:

Width – 17.31 in. (44 cm) – without rack mounting ears

Width – 19 in. (48 cm) – with rack mounting ears

Depth – 21 in. (53 cm)

Height – 5.1 in. (13 cm) (3U)

Package:

27.50"x23.75"x12"

Weight:

System only - 36.05 lbs (16.36 Kg)

Package + System - 42.5 lbs (19.28 Kg)

### 18. Upgrades

Hardware:

The Nokia IP740 base unit comes in a default configuration with 512 MB RAM. Up to 1 GB RAM is supported, which can be field upgraded. CPCI Network Interface Cards can be purchased as part of the original order, or ordered later and installed in the field. Available hardware additions are always subject to change, and it is highly recommended that the most current price list be consulted.

### Software:

Software updates to the Nokia IPSO operating system and RealSecure for Nokia are made available to customers with valid Nokia and third party software subscription support contracts. These software updates are available from Nokia's support site on the World Wide Web, [support.nokia.com](http://support.nokia.com). Software upgrades (to new feature releases) are sold separately.

### **19. More Info**

For more information, please visit Nokia Online, or contact your Nokia sales representative.