

Product Bulletin: Nokia IP120

1. Executive Summary

What is offered?

The Nokia IP120 is a desktop firewall/VPN appliance for satellite and remote corporate offices from the IP Network Security Platform family. It protects remote satellite office users accessing corporate resources over Internet connections. The IP120 ships with 128MB of RAM and is designed to fully support Check Point VPN-1/FireWall-1 version 4.1 as well as Next Generation (NG) for IPSO software to be released in 4Q01. The IP110 will continue shipping but is not intended to support the initial release of NG for IPSO in 4Q01. The IP110, a solid performer running Firewall Flows with VPN-1/FW-1 4.1, can be easily repositioned in a customer's network as a 4.1 enforcement point managed by an NG management console.

The IP120 has been designed for enterprise customers who require a complete, scalable firewall/VPN solution for their remote sites. Like all Nokia IP appliances, the IP120 comes pre-configured and pre-tested with Check Point VPN-1/FW-1 installed on the system and can be fully managed and configured with Nokia Horizon Manager, version 1.0.1 and later, or with Nokia Network Voyager, the browser-based management tool.

Who's the audience?

This Product Bulletin introduces the Nokia IP120 to the Nokia Internet Communications sales force and VARs.

What's the opportunity?

According to IDC, we can expect the greatest growth in the firewall business to be in the low-end appliance arena. There are approximately 80,000 large and medium size businesses in the US that would potentially need firewalls. But there are about 3.8 million small businesses that also require firewall protection. All businesses connected to the Internet need network security; IDC expects the low-end market to be double the size of the high end by 2003, or about US\$350 million (US only) vs. US\$635 million.

Why offer the Nokia IP120?

Nokia has established itself as the market leader in the Network Security Appliance space. The greatest growth can be expected in the small and satellite office marketplace. Nokia's underlying value proposition of simplifying security becomes even more compelling as security becomes more and more pervasive.

The Nokia IP120 platform, with 128MB of memory, will support Check Point NG for IPSO when it is announced in 4Q01.

Who needs it?

- 1) Enterprise Security Administrators who want to upgrade to Check Point Next Generation (NG) security software and maintain the same high security level in all parts of their increasingly distributed networks. The entire security perimeter needs an equally high level of security, including the smaller satellite offices.
- 2) Smaller businesses, such as clinics, doctor's offices, lawyer's offices, etc., who need secure Internet access.
- 3) Service Providers who would like to create a revenue stream providing managed security services, including firewall and VPN, to small businesses.

Who's the competition?

- Cisco, with the PIX 506
- SonicWall
- WatchGuard Technologies
- NetScreen
- Intrusion.com

Will there be technical training, sales training and sales tools?

Yes. Through the Nokia Learning Channel, sales training is provided online, and technical training is provided in class settings. Training will be rolled into the general platform training. Current sales tools will also be modified to include the IP120.

When is it available?

The IP120 will be available to order GLOBALLY October 1, 2001 and will begin shipping November 1, 2001.

It may be purchased and resold by Authorized, Gold and Premier VARs and Service Providers. Please refer to the Country Availability Matrix in the Price List for details by country.

2. Industry Trends Overview

While the network security market is expected to grow in virtually all areas, one area in particular is expected to outpace all others. Revenues obtained from security products and services addressing the small business market place are expected to outpace medium and large business revenues combined. Less than 15% of small businesses have taken even the most basic precautions to protect their networks and the sensitive information contained in them.

Further, small businesses, more so than medium and large corporates, may lack the expertise or resources to address security technologies. The majority of small businesses find outsourcing the security portion of their network a compelling proposition.

Distributed organizations may need to serve smaller locations. These satellite locations require full access to corporate resources and need to deploy the same level of security as that protecting the data center. The solution deployed at smaller locations would ideally be a scaled down version of the solution deployed in the data center.

Small businesses are increasingly turning to value added resellers (VARs) who specialize in network security services or to managed service providers (MSPs) who offer managed security services. In both cases, the customer as well as the VAR and/or MSP need a solution that delivers the same level of security which larger corporates deploy, and the simplicity and compactness that a small company deserves.

3. Product Positioning

General Positioning:

For small business and corporate satellite office environments that require best in breed security solutions to protect and extend their network, the Nokia IP120 is a purpose-built, remotely manageable security appliance that is tightly integrated with Check Point VPN-1/FireWall-1 security software. The compact IP120 comes pre-configured and tested for rapid deployment, and is backed up with the world's best support. Unlike competitive offerings such as WatchGuard and SonicWall, the Nokia IP120 delivers best in breed Check Point software and is part of a complete family of purpose-built security platforms, backed with the Nokia brand name.



-- Final Resolution" technical

Existing Nokia Corporate Customer:

For the network security administrator who has already standardized on Nokia's security platforms for Check Point VPN-1/FW-1 implementations, but wants to deploy security solutions in small satellite offices, the Nokia IP120 delivers the same value proposition as IP110, but with 128MB RAM (versus the IP110 with 64MB). Existing customers who wish to upgrade from VPN-1/FW-1 4.0 or 4.1 will be able to move to Check Point NG for IPSO, when available, on the IP120. Unlike competitive offerings such as WatchGuard and SonicWall, the Nokia IP120 delivers best in breed Check Point VPN-1/FW-1 software, is part of a complete family of remotely manageable purpose built security platforms, and is supported by Nokia's "First Call -- Final Resolution" technical support. Deploying the IP120 for satellite offices, leverages your existing investments in training and personnel, and allows for consistent security architecture from the data center to the small remote office.

Existing Nokia Service Provider Customer:

For the managed service provider who utilizes the Nokia security platforms for medium and larger businesses, and who's business plans include providing small businesses with managed security services that include VPN and firewall, the IP120 provides Check Point VPN-1/FW-1 security software in a compact, integrated, rapidly deployable appliance. For customers requiring an upgrade to Check Point NG, the IP120 will support that release when it is made available by Nokia and Check Point.

Portfolio Positioning:

The IP120 is positioned within Nokia's portfolio of small office products as follows:

- **IP110**
 - Entry level security appliance ideal for small businesses and corporate satellite locations
 - High end security in a compact package
 - 64MB of RAM
 - Optimised for Check Point VPN-1/FW-1 v. 4.1 security software
- **IP120**
 - Entry level security appliance ideal for small businesses and corporate satellite locations
 - High end security in a compact package
 - 128MB of RAM
 - Optimised for full implementation of Check Point Next Generation security software, when available for IPSO.
 - Ships with Check Point VPN-1/FW-1 v. 4.1 security software
- **IP330**
 - Ideal for small & medium sized business
 - Full featured security/router appliance with WAN connectivity
 - One rack unit package
 - Optimised for Check Point VPN-1/FW-1 v. 4.1, Check Point Next Generation for IPSO (when available) security software and ISS RealSecure for Nokia

4. Target Markets

The Nokia IP120 is targeted toward small businesses and corporate satellite offices that need a security solution to protect and extend a network supporting less than 35 employees.

Approximately 85% of small businesses that have already established Internet connectivity many have not secured their network with a firewall. These customers are prime target customers for the IP120.

Value added resellers and managed service providers will be attracted to the IP120 's compact package, simplicity, and support for the Check Point Next Generation (NG) security software (when available).

5. Intended/Target Audience

The Nokia IP120 is intended for corporate directors of networking or security who:

- Need to deploy security solutions in small satellite offices
- Are responsible for protecting corporate resources
- Need to provide access to employees and trusted partners in satellite offices
- Need to deploy security as good as or better than that implemented at the corporate data center
- Would rather deploy technologies consistent with what they already use at other medium and larger centers
- Would rather deal with fewer suppliers, and leverage expertise, training, tools, procedures and policy

The small business network or information technology manager who:

- Needs to find a security solution which simplifies the typical hardware and software integration complexities
- Wants to focus on the security policy rather than the struggle to get the application up and running
- Wants to go with trusted brands for both the software application and hardware platform
- Feels that if the Fortune 500 trusts their network security to Nokia & Check Point, their business can too, no extensive research required.

The managed service provider: security services product manager, network architect, director of security services all need to find a small business security service solution which fits the following criteria:

- Trusted brand(s) especially the hardware platform which is visible to the target small business
- Simple enough to rapidly deploy
- Scalable to allow for customer growth
- Proven quality
- One stop technical support
- Customizable order fulfillment to line up with existing/emerging policies and procedures
- Global service and support to reach corporate extensions
- Compact attractive design

6. Benefits

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 firewall solution. The IP120 is quickly and easily setup and tuned from a remote central location through Voyager, the Nokia browser-based GUI management software.

Faster Deployment – Remote office equipment will often be deployed in environments where minimal IT skills exist to handle installation. The rugged desktop or wall-mount styling offers very little to fail – a power cable and three 10/100 Ethernet ports is a solid design for the less sophisticated user. Remote management capabilities allow maximum use of centrally located security expertise. For SP's, minimal training of remote maintenance personnel is necessary for them to be able to quickly get an IP120 to the point where it is ready for remote configuration.

Single Source – One vendor to supply all products is very appealing to many customers and value-added resellers. Nokia now offers products ranging from the high end to the very low end. All equipment can be field serviced by Nokia. Ongoing maintenance from one vendor continues to be strength.

First Call -- Final Resolution – Nokia continues its premier positioning around its world-class technical support. First Call -- Final Resolution provides customers a seamless support experience with one phone call to resolution, even when several applications might be involved with the Nokia hardware. The first priority of Nokia support is providing customers the most optimal support experience in the industry.

VAR Benefits – The Nokia IP120 opens up the SME market for our VARs. They now have a whole family solution for their customers. All levels of service providers can now effectively introduce managed firewall services with the security level of the market leading firewall. VARs can focus on offering a full security product line installation from a single vendor, simplifying their support burden.

7. Product Description/Key Features

The Nokia IP120 is a desktop firewall appliance for satellite and remote corporate offices from the IP Network Security Platform family. It protects remote satellite office users accessing corporate resources over a broadband Internet connection. The IP120 offers 128MB of RAM and is designed to fully support all Check Point current software versions including Next Generation for IPSO software to be announced in 4Q01.

The IP120 belongs to a suite of integrated security products that have been optimized for performance and ease of use in a full range of small business environments. It runs the full implementation of:

- Check Point VPN-1/FW-1 v. 4.1 security software
- IPSO, Nokia's hardened OS
- Voyager, remote browser based management

Other marketable features are:

- Routing capabilities
- Nokia's VRRP for redundant fail-over capability.
- Accelerated performance with *Firewall Flows* – further demonstrating the strength of our Check Point relationship

8. Competitive Information

The Nokia IP120 runs the same software as the rest of the Nokia network security platforms. The IP120 differs from the rest of the Nokia family only in that it is a more compact hardware package, intended for smaller office environments. The strengths of the full family apply.

- Best of Breed security software – Checkpoint VPN-1/FW-1
- Pre-integrated and pre-tested for rapid deployment
- Robust, optimized, secure IPSO operating system
- Remote management through Voyager
- Integration with Horizon Manager
- VRRP and a full suite of routing protocols
- World class 'First Call-Final Resolution' support
- A member of the market leading family of firewall appliances
- The consumer popularity of the Nokia name, the 5th most valuable brand in the world

Competitors:

Cisco PIX 506, 515

SonicWall SOHO, with VPN upgrade

NetScreen – 5

WatchGuard Firebox II and variations

Intrusion.com (ODS)

9. Launch Plans

[Internal Launch to Sales & Channel](#)

Nokia IP120 will be announced September 17, 2001 to NIC sales and September 24 to VARs. A Product Bulletin, FAQ, Data Sheet and other sales tools will be posted on the Marketing Intranet and Nokia Online.

10. Availability

The IP120 will be available to order GLOBALLY October 1, 2001 and will begin shipping November 1, 2001.

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Licensing options are standard for Check Point. No new licensing options have been introduced for this product.

[How do I order the product?](#)

The complete Nokia IP120 package includes these part numbers:

- IP120 Base System Bundle NBB0120000
- IP120 Demo System Bundle NBB8665000

11. Sales Training

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

Sales training for the Nokia IP120 will form a component of the Nokia IP series sales training module. Due to the similarity and familiarity of the IP110 platform, its operating system (IPSO), networking, and Check Point software functionality, no dedicated sales training seminar will be conducted on this product.

As a reseller in the NIC Channel Accreditation Program, you will be required to fulfill certification-training requirements, including the completion of IP Security sales training. For complete details, visit Nokia Online at www.nokia.com/connect and click on Training – Certification Training.

12. Technical Training

Information and registration for technical training is also provided at the Nokia Learning Channel via Nokia Online, www.nokia.com/connect and click on Training. 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 IP120 will form a component of Nokia IP series technical training, (Nokia Security Administration Course -- NTC 1002 000).

13. Sales Tools

All sales tools including product information, collateral material and presentations will be made available on the marketing intranet on September 17th and on the Nokia Online Extranet on September 24th. 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 IP120 Product Bulletin
Nokia IP120 Data Sheet
Nokia IP120 End Customer Presentation (4 & 10 slide versions)
Nokia IP120 FAQ

14. Technical Documentation

The Nokia IP120 platform ships with one Release Pack and one Installation Guide.

15. Technical Support

One, two and three-year technical support packages are available to complete the solution sale for the IP120. They comprise 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 Appendix A of the NIC Global Support & Services Price Book.

For Nokia Resellers Only:

NSP 1004 120 Essential Reseller Support provides Nokia IPSO Software Subscription, unlimited Support Web access, TAC support, and unlimited next business day shipping of Hardware Advance Replacement

NSP 250X 120 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 120 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 120 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 shipping of Hardware Advance Replacement

NSP 5001 120 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 shipping of Hardware Advance Replacement

NSP 502X 120 ACCESS PLUS 5x8 (NBD) service provides Nokia IPSO 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 120 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 120 Installation Services provides on-site hardware installation and coordination by Nokia

16. Configuration Information

The IP120 is a single configuration product, which comes fully equipped to run Check Point VPN-1/FW-1 software. There are no orderable hardware options for the IP120. The Nokia IP120 will initially ship with IPSO 3.4.1, and Check Point 4.1 with Service Pack 5.

17. System Specifications

- 3 10/100 Ethernet ports
- 2 Serial ports (auxillary & console)
- 128MB of memory
- Desk or wall mountable
- IPSO 3.4 optimized for Check Point VPN-1/ Firewall -1

Physical dimensions:

- Height – 2.10 in / 5.33 cm
- Width – 9.35 in / 23.75 cm
- Depth – 8.34 in / 21.18 cm
- Weight – 11.3 oz/ 317.8 g

Packing boxes

Individual

- Height – 4 3/4 in
- Width – 14 3/4 in
- Depth – 13 in
- Weight – 5.1 lbs

5-unit overpack

- Height – 24 in
- Width – 14 3/4 in
- Depth – 13 in
- Weight – 26 lbs



18. Upgrades

There are no hardware upgrades on the Nokia IP120. Software upgrades become available to customers with valid support contracts on a regular basis. They are made available through the Nokia support site on the World Wide Web, support.nokia.com.