

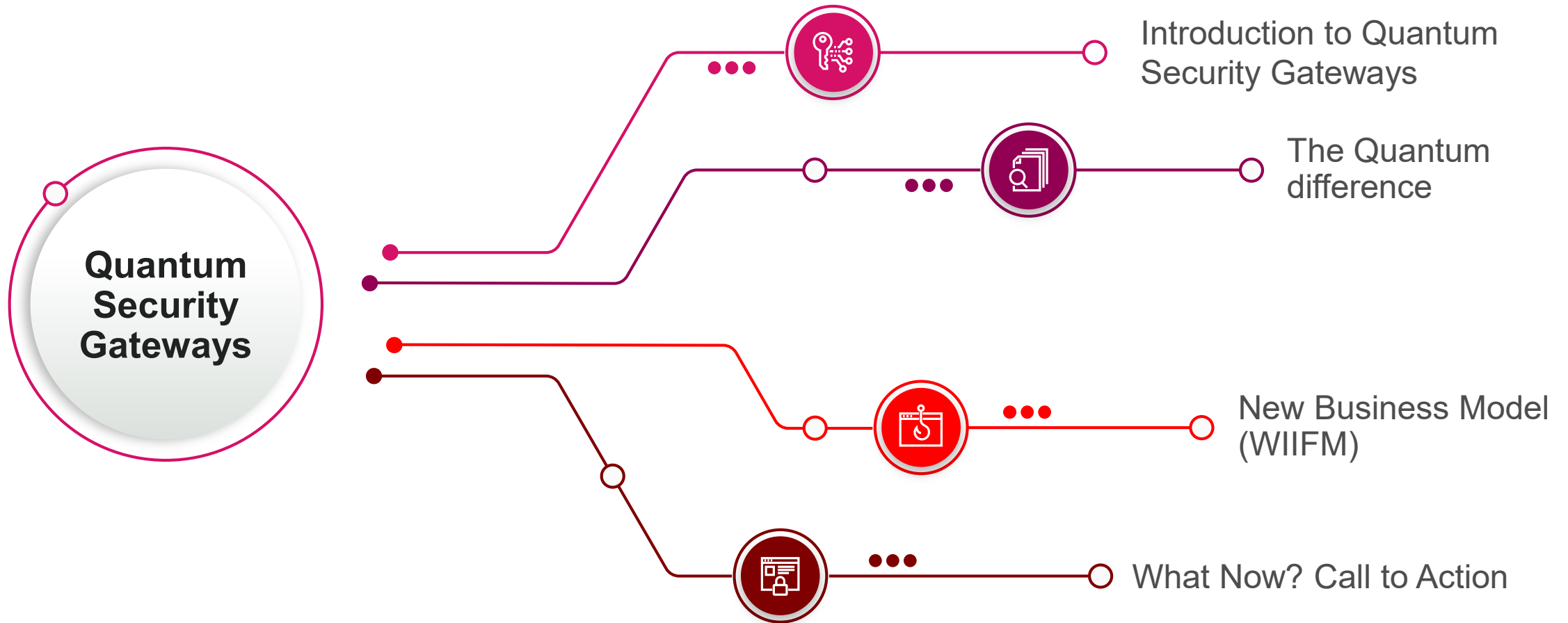


**Check Point®**  
SOFTWARE TECHNOLOGIES LTD

# A QUANTUM™ LEAP FOR NETWORK SECURITY

Product Introduction and Commercials

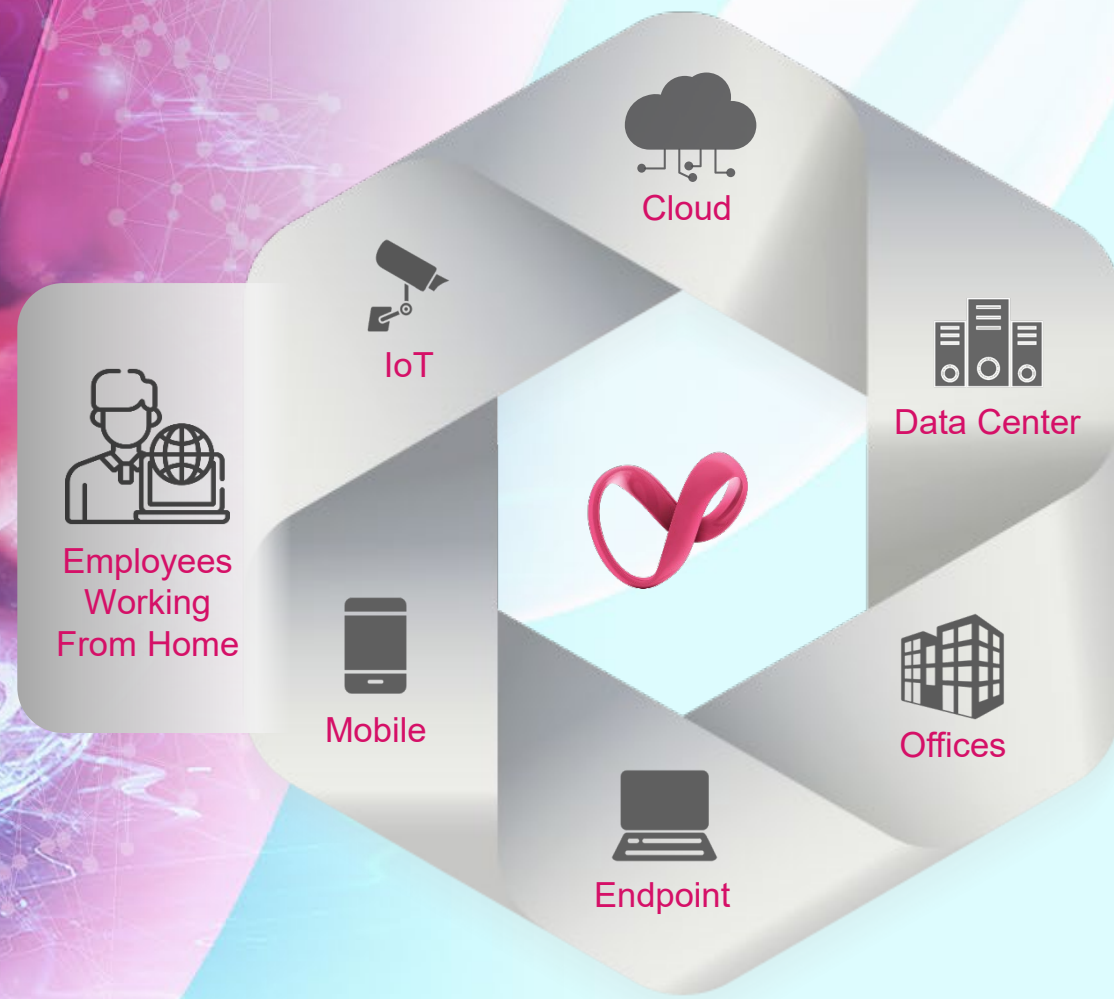
# AGENDA





CHECK POINT

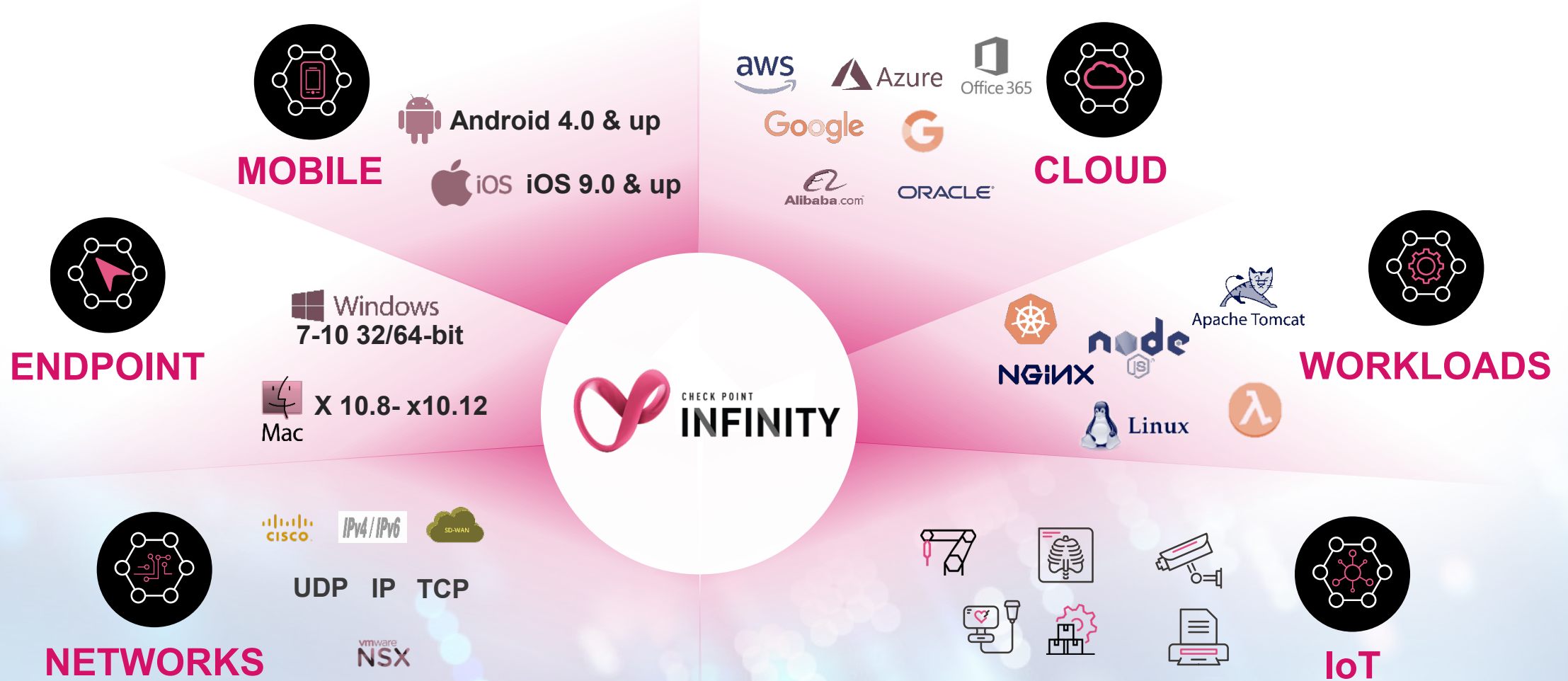
# INFINITY



**WITH CHECK POINT INFINITY  
YOU CAN SECURE YOUR EVERYTHING**



# Infinity Provides Security for 50+ Types of Assets

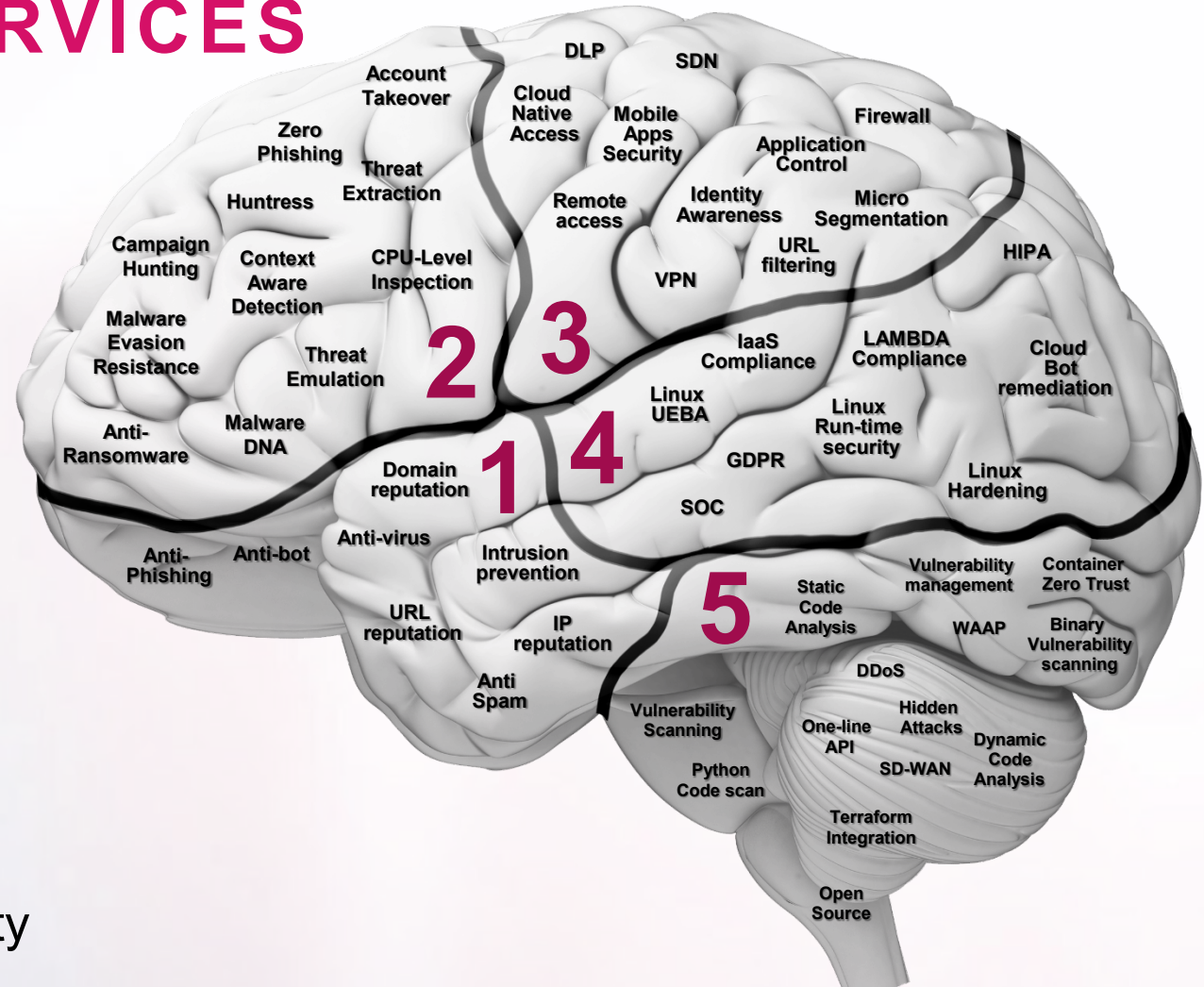




# Infinity is Powered by 60+ SECURITY SERVICES



- 1 Prevent Known
- 2 Prevent Unknown
- 3 Zero Trust Access
- 4 Hardening & Compliance
- 5 Code & API Security



# Enterprise needs are evolving





# They Need Enterprise Network Security

## Stop Cyber Attacks



“  
I am getting too many security alerts from products that don't prevent the breach  
”

## Growth on Demand



“  
It takes days to replace my gateways every time I need more capacity  
”

## Unified Products



“  
I don't have enough people to manage so many security products  
”



Introducing...

# Quantum Security Gateways™





# The Best Security meets the **Ultimate Hardware**

## Uncompromising



**Highest caliber prevention with SandBlast out of the box**

## Hyperscalable



**On-demand expansion with Hyperscalability**

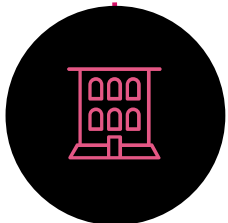
## Consolidated



**Cut security operations by up to 80%**

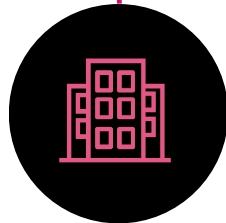
# Quantum Security Gateways™

## Complete lineup for businesses of all sizes



Quantum 3600 & 3800  
for Branch Offices

1.5 Gbps



Quantum 6200 & 6400  
for Small Enterprises

2.5 Gbps



Quantum 6600 & 6700  
for Midsize Enterprises

5.8 Gbps



Quantum 7000 & 16200  
for Large Enterprises

17.6 Gbps



Quantum 26000 & 28000  
for Data Centers

30 Gbps

THREAT PREVENTION THROUGHPUT



# Uncompromising

Highest caliber prevention with any appliance





# Highest Level of Security

## 1<sup>st</sup> Year of SandBlast Included with Quantum Appliances

The advertisement features two large overlapping circles. The left circle is pink and contains the text "UNCOMPROMISED SECURITY" at the top and "SECURITY GATEWAYS" at the bottom. In the center is a black Quantum Security Gateway appliance, the "Quantum™" logo, a small laptop icon, and the "Check Point SOFTWARE TECHNOLOGIES LTD" logo. The right circle is white and contains a large, pixelated "Q" made of pink dots. To the right of the "Q" is the text "Check Point SandBlast™" and "ZERO-DAY PROTECTION". A yellow and red badge in the top right corner of the white circle reads "SPECIAL OFFER 1 YEAR SANDBLAST".

UNCOMPROMISED SECURITY

Quantum™

Check Point  
SOFTWARE TECHNOLOGIES LTD

SECURITY GATEWAYS

Check Point  
SandBlast™

ZERO-DAY  
PROTECTION

SPECIAL OFFER  
1 YEAR  
SANDBLAST





# #1 Prevention in the Industry

## Prevention not Detection!



**100%** Breach Prevention System Combined Score

**100%** Protection against Drive-By exploits

**100%** Protection against Social Exploits

**100%** Protection against HTTP Malware

**100%** Protection against Email Malware

**100%** Protection against Off-Line infections

**0.0%** False Positives & **99.2%** Evasions

\*NSS Labs Breach Prevention System Report, 2019



# Growth on Demand

Expansion with Hyperscalability





# Best Scalable Security Platform



**50% - 70%**

more throughput than older models



**1.5 Tbps**

of Threat Prevention scalability



**x2.5 Greener**

than competition

# Quantum Security Gateways™

## A new lineup for businesses of all sizes

New Models

Old Models

Branch Office

3600, 3800

Up to 1.5 Gbps

+180%

3100 - 3200

0.58 Gbps

Small Enterprise

6200, 6400

Up to 2.5 Gbps

+60%

5100 - 5400

1.46 Gbps

Midsized Enterprise

6600, 6700

Up to 5.8 Gbps

+55%

5600 - 5900

6.1 Gbps

Large Enterprise

16600 Hyperscale



7000, 16200

Up to 17.6 Gbps

+70%

15000

10 Gbps

Data Center

26000, 28000



Up to 30 Gbps

+50%

23000

20 Gbps

Telco & High-End

Maestro 140 | 170



Up to 1,500 Gbps

+680%

64000



44000

Up to 190 Gbps

THREAT PREVENTION THROUGHPUT



# A Quantum Leap in Security Performance

## Datacenter & High-End comparison: Old vs New



	23800 Older Gateway	26000 Quantum Gateway	Quantum Advantages
Out of the Box Security	Gen IV Prevent Known	Gen V Prevent Known & Unknown with <b>SandBlast</b>	Prevent Zero-Day Attacks Out of the Box
Gen V Performance (Gbps)	16.4	<b>24</b>	<b>+45%</b>
Hyperscale Span	Enabled	Enabled	Scale Up to 1.2 Tbps
Max Connectivity	20x10 GbE, 6x40/100 GbE	32x10 GbE, 16x40/100 GbE	Highest in the Industry
CPU Cores	48	<b>72</b>	More Simultaneous Workloads

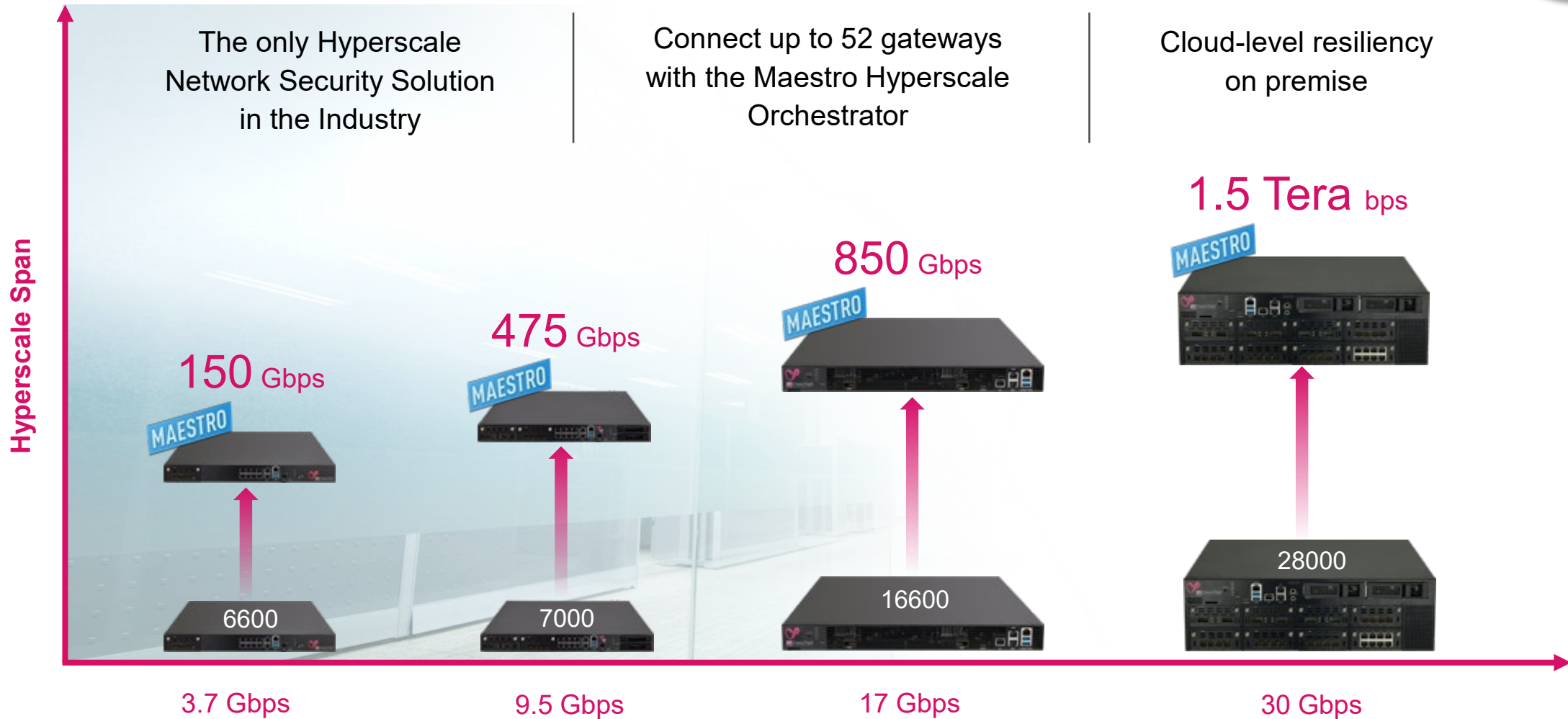
# A Quantum Leap in Security Performance

## Mid-size enterprise comparison: Old vs New



	5400 Older Gateway	6400 Quantum Gateway	Quantum Advantages
Out of the Box Security	Gen IV Prevent Known	Gen V Prevent Known & Unknown with <b>SandBlast</b>	Prevent Zero-Day Attacks Out of the Box
Gen V Performance (Gbps)	1.46	<b>2.5</b>	<b>+70%</b>
Hyperscale Span	Not Supported	Enabled	Scale Up to 125 Gbps
Max Connectivity	1 GbE	<b>10 GbE</b>	Greater Resiliency
CPU Cores	2	<b>4</b>	More Simultaneous Workloads

# Quantum Leap to Hyperscale with Check Point Maestro

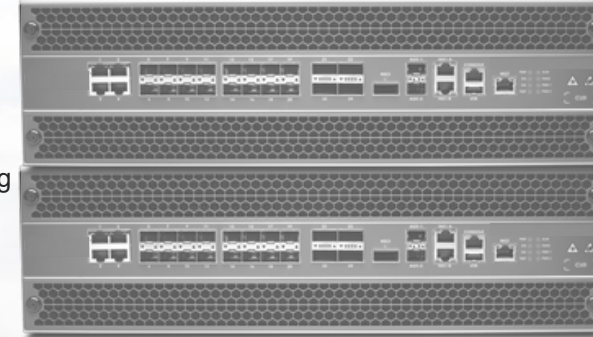


# Check Point Scalable Gateways are Prevention, Security 2x Faster and 2.5x Greener than others



VS.  
Competing  
6U

Competition



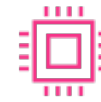
Threat Prevention (Gbps)  
Security Enforcement  
Security Generation  
Hyperscale Span (Gbps)  
Power Efficiency (W/Gbps)

**68**  
**Prevention**  
**Gen V**  
**850**  
**20.9**

**30**  
**Detection**  
**Gen IV**  
**30**  
**52.7**



# Best Hardware Leveraged by Quantum Security Gateways™



**Latest CPUs**



**Modular Hardware**



**100% Enterprise SSD**



**2<sup>nd</sup> Power Supply Unit**



**Lights Out Management**

# Highest Port Density in the Industry

## Quantum Security Gateways™



8 Expansion Slots - Maximum Flexibility in Network Connectivity



Up to **64** x 1GbE NIC



Up to **32** x 10GbE



Up to **16** x 40GbE



Up to **16** x 100GbE



# Consolidate

Cut security operations by up to 80%





# Quantum Gateways, the new members in the Infinity Architecture



26000, 28000



7000, 16200



6600, 6700



6200, 6400



The only single architecture to secure your everything!

# Zero Touch Access to Threat Prevention for Installing a New Gateway





# The Power of R30

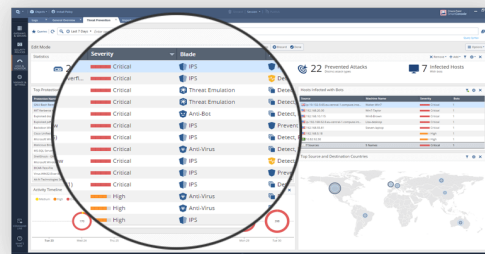


## Operational Efficiency



- Unified Policy & Logs
- Admin Multi-Tasking
- Open APIs

## Better Security



- Real-time forensics
- Inline threat extraction
- Patent-pending SSL inspection

## Utmost Flexibility



SmartCloud



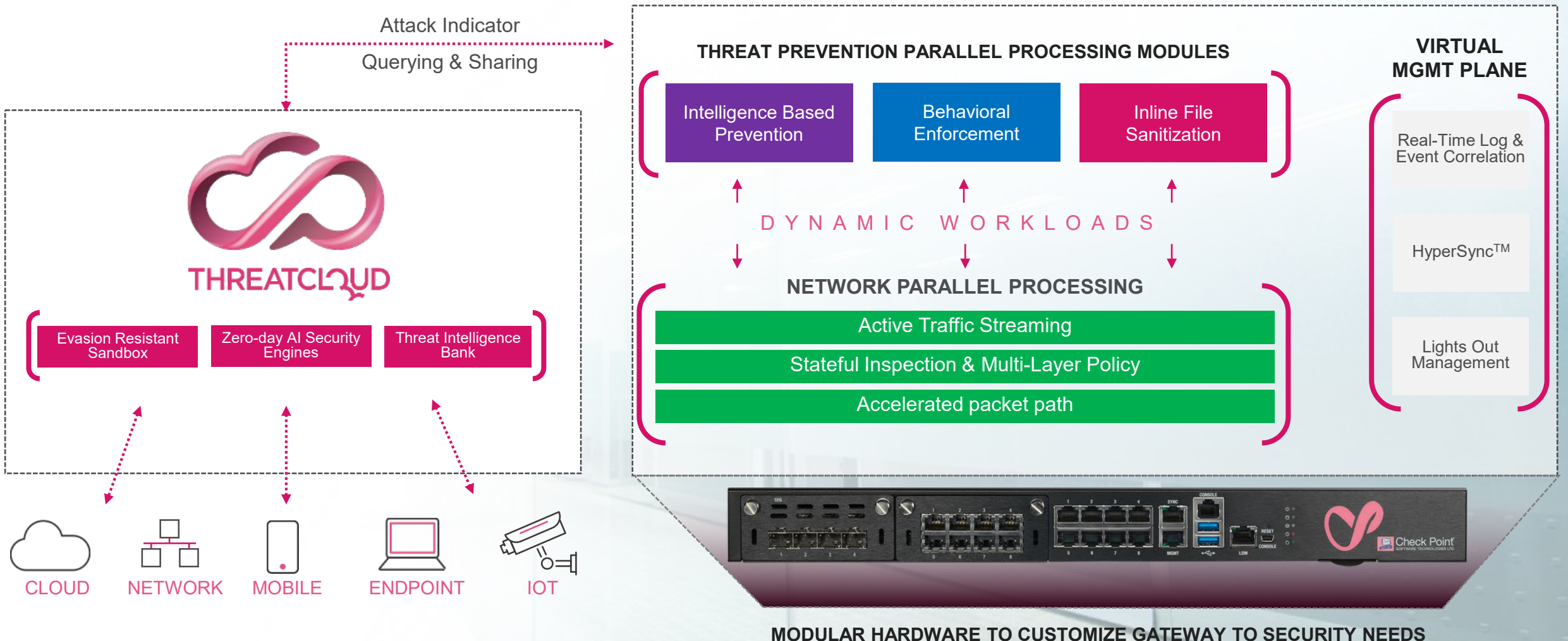
Smart-1

Manage your Quantum gateways

- From on premise with Smart-1
- From the Cloud with SmartCloud



# Quantum Security Gateway Architecture



# COMPETITIVE DIFFERENTIATION

05/0211 SEARCH...A01

# Superior Security with the Best Renewal Rate



**Check Point**<sup>®</sup>  
SOFTWARE TECHNOLOGIES LTD

**Gen V Prevention**

**40% Renewal Rate**

**SPECIAL OFFER**

**1 YEAR**

**SANDBLAST**

**Competition**

**Gen IV Detection**

**60% Renewal Rate**



# Check Point Quantum Datacenter

## Best Security, Environment Friendly, Better TCO

**Quantum 26000**



**PA-5250**



**The Check Point Advantage**

	Gen V <b>Prevention</b>	Gen IV <b>Detection</b>	
Security Level			Superior Security
Performance (Gbps)	24	21	15% stronger
Max Connectivity	16x 100 GbE	4x 100 GbE	x4 port density
Max Power consumption (BTU/hr)	1509	2340	30% Green
1 Year TCO (full security)	\$187K	\$178K	Best Price
3 Year TCO (full security)	\$324K	\$334	Performance

# Check Point Quantum Midsize

## Best Security, Environment Friendly, Better TCO

Quantum 6700



PA-3260



**The Check Point Advantage**

Security Level	Gen V <b>Prevention</b>	Gen IV <b>Detection</b>	Superior Security
Performance (Gbps)	5.8	4.4	31% stronger
Form Factor	1U	2U	Half rack space
Max Power consumption (BTU/hr)	429	819	x2 Green
1 Year TCO (full security)	\$60K	\$64K	Best Price
3 Year TCO (full security)	\$118K	\$120K	Performance

# Check Point Quantum Branch Office

## Best Security, Environment Friendly, Better TCO

Quantum 3800



PA-850



**The Check Point Advantage**

	Gen V <b>Prevention</b>	Gen IV <b>Detection</b>	
Security Level			Superior Security
Performance (Gbps)	1.5	1	50% stronger
Form Factor	Half-width	1U	Half rack space
Max Power consumption (BTU/hr)	82.6	256	x3 Green
1 Year TCO (full security)	\$11K	\$17K	Best Price
3 Year TCO (full security)	\$23K	\$31.5K	Performance



# MOVING TO QUANTUM APPLIANCES



# Quantum Conversion Chart: 2016 to 2020

2016 line		Intermediate Release	Quantum		
Old Models	Performance (Gen V)	Old Name	New Model	Performance (Gen V)	Boost
3100	510 Mbps	3600 Base	<b>3600</b>	<b>780 Mbps</b>	<b>+53%</b>
3200	0.58 Gbps	3600 Turbo (renamed)	<b>3800</b>	<b>1.5 Gbps</b>	<b>+159%</b>
5100 / 5200	1 / 1.16 Gbps	6200 Base/Plus	<b>6200</b>	<b>1.8 Gbps</b>	<b>+55%</b>
5400	1.46 Gbps	6200 Turbo (renamed)	<b>6400</b>	<b>2.5 Gbps</b>	<b>+71%</b>
5600	2.78 Gbps	6500 Turbo / 6600 Base/Plus	<b>6600</b>	<b>3.7 Gbps</b>	<b>+33%</b>
5800	4 Gbps		<b>6700</b>	<b>5.8 Gbps</b>	<b>+45%</b>
5900 / 15400	6.1 / 6.4 Gbps	6800 Turbo 6900 Base/Plus	<b>7000</b>	<b>9.5 Gbps</b>	<b>+56%</b>
15600 / 23500	10.1 / 11 Gbps	16000 Base/Plus 16000 Turbo (renamed)	<b>16200</b>	<b>15 Gbps</b>	<b>+49%</b>
23800	16.4 Gbps	26000 Base/Plus	<b>26000</b>	<b>24 Gbps</b>	<b>+46%</b>
23900	20 Gbps	26000 Turbo (renamed)	<b>28000</b>	<b>30 Gbps</b>	<b>+50%</b>

# Branch Office



1 <sup>st</sup> year Security	NGTP	SandBlast	NGTP	SandBlast
Performance (Mbps)	510	780	580	1,500
Redundancy Features	None	Power Supply (option)	None	Power Supply (option)
Form Factor	Half-Width	Half-Width	Half-Width	Half-Width
Connectivity	6x 1 GbE	6x 1 GbE	6x 1 GbE	6x 1 GbE
RAM	8 GB	8 GB	8 GB	16 GB



# Small Enterprise



1 <sup>st</sup> year Security	NGTP	SandBlast	NGTP	SandBlast
Performance (Gbps)	1.16	1.8	1.46	2.5
Hyperscale	Not supported	<b>MAESTRO</b> Enabled	Not supported	<b>MAESTRO</b> Enabled
Connectivity	Up to 1 GbE	Up to 10 GbE	Up to 1 GbE	Up to 10 GbE
Redundancy Features	None	Power Supply	None	Power Supply

# Midsize Enterprise



1 <sup>st</sup> year Security	NGTP	SandBlast	NGTP	SandBlast
Performance (Gbps)	2.78	3.7	4	5.8
Connectivity	Up to 10 GbE	Up to 10 GbE	Up to 10 GbE	Up to 40 GbE
Redundancy Features	Power Supply	Power Supply	Power Supply	Power Supply

# Large Enterprise



1 <sup>st</sup> year Security	NGTP	SandBlast	NGTP	SandBlast
Performance (Gbps)	6.1 / 6.4	9.5	11	15
Connectivity	Up to 40 GbE	Up to 40 GbE	Up to 100 GbE	Up to 100 GbE
Redundancy Features	Power, Storage	Power, Storage	Power, Storage	Power, Storage



# Data Center

23800



Quantum 26000



23900



Quantum 28000













1 <sup>st</sup> year Security	NGTP	SandBlast	NGTP	SandBlast
Performance (Gbps)	16.4	24	20	30
Connectivity	5 Exp. Slots Up to 100 GbE	8 Exp. Slots Up to 100 GbE	5 Exp. Slots Up to 100 GbE	8 Exp. Slots Up to 100 GbE
Form Factor	2U	3U	2U	3U
Redundancy Features	Power, Storage	Power, Storage	Power, Storage	Power, Storage

# Quantum Security Gateways™

## The Best Security meets the Ultimate Hardware



	Branch Office	Small Enterprise	Midsize Enterprise	Large Enterprise	Data Center
					
<b>Models</b>	3600   3800	6200   6400	6600   6700	7000   16200	26000   28000
<b>Security</b>					
<b>Hyperscale span</b>	-	<b>MAESTRO</b> Enabled	<b>MAESTRO</b> Enabled	<b>MAESTRO</b> Enabled	<b>MAESTRO</b> Enabled
<b>Sandblast Performance (Gbps)</b>	0.78   1.5	1.8   2.5	3.7   5.8	9.5   15	24   30
<b>Max connectivity (interfaces)</b>	1 Copper GBE	6	18	26   34	66
	10 GBE	4	4	8   16	32
	40 GBE		0   2	4   8	16
	100 / 25 BE			0   8	16
<b>Redundancy</b>	2xPower	2xPower	2xPower	2xPower 2x Storage	2xPower 2x Storage
<b>Form Factor</b>	Half-Width	1U	1U	1U   2U	3U
<b>Pricing starting at</b>	\$5K   \$9.9K	\$14K   \$22K	\$36.5K   \$52K	\$85K   \$122K	\$160K   \$222K

# NEW BUSINESS MODEL





# Guiding Principles for our Business Model

1

The highest level of security in every product

2

Most candid subscription rates in the industry

3

Simple and modular offering

# Highest Level of Security

## 1<sup>st</sup> Year of SandBlast Included



Check Point  
**SandBlast**<sup>TM</sup>  
ZERO-DAY  
PROTECTION

**SPECIAL OFFER**  
**1 YEAR**  
SANDBLAST

# Simplified Offering Model

## Stage #1

Select the Gateway Model

- **Base Model** –Modular
- **Plus Model** – Optimal configuration

**SandBlast included for the 1<sup>st</sup> year**

## Stage #2

Select the Support Level

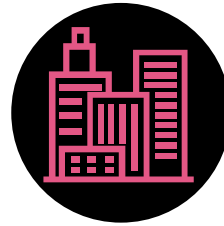
- **Premium** – 7 Days x 24 Hours
- **Diamond** – Designated team



# BUSINESS MODEL USE CASES

15/12/11 SEARCH...A01

# Usecase #1 – Datacenter Security



5000 employees



26000  
Quantum

**Plus**  
All hardware Features

Configuration

**SandBlast**  
Full Gen V Prevention

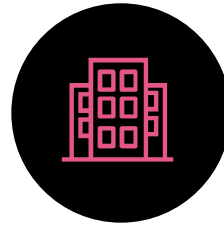
Subscription



**Diamond**  
Designated Team

Support

## Usecase #2 – Small Enterprise Security



1500 employees



6200  
Quantum

**Base**  
With added 10G NIC

Configuration

**SandBlast**  
Full Gen V Prevention

Subscription



**Premium**  
24 x 7 support

Support



# **Your Business Opportunity**

## **Refresh End Of Support Appliances**



**There is a HUGE business POTENTIAL with EOS Appliances**

# Trade in Promotion

## Up to 25% Additional Discount



Trade-in  
Old Check Point Appliances



=

100% Credit  
Current Price list of old appliance



25%

DISCOUNT

IP Products



or

DISCOUNT

Non-IP  
Products



20%

# Deal Registration

## Up to 25% Additional Discount on New Customer Deals

**New  
Customer**

**25% Additional Discount**  
Deals above \$5K List Price

or

**Competitive  
Replacement**

**15% Additional Discount**  
Deals above \$20K List Price

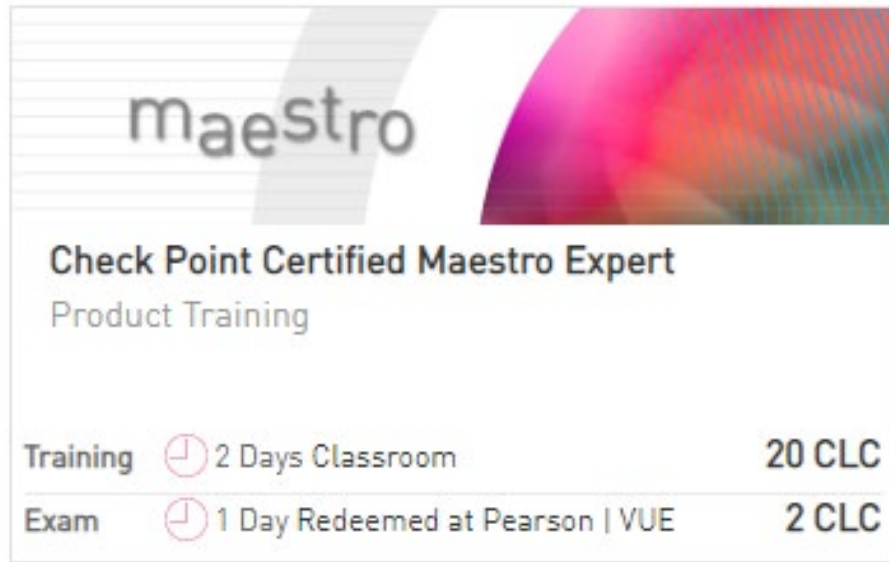
or

**Emerging Tech**

**15% Additional Discount**  
Deals above \$20K List Price



# Unique Specialization with CCME



The image shows a training card for "maestro". The word "maestro" is written in a large, lowercase, sans-serif font. Below it, the text "Check Point Certified Maestro Expert" is followed by "Product Training" in a smaller font. At the bottom, there is a table with two rows: "Training" and "Exam". The "Training" row shows a clock icon, "2 Days Classroom", and "20 CLC". The "Exam" row shows a clock icon, "1 Day Redeemed at Pearson | VUE", and "2 CLC".

Activity	Duration	CLC
Training	2 Days Classroom	20 CLC
Exam	1 Day Redeemed at Pearson   VUE	2 CLC

- Gain skills of a scalable platform expert
- Earn PartnerMAP specialization
- Support fast path to product team

Differentiate your offering with Maestro Training (CCME)



# WHAT'S NEXT?

# How can Customers Benefit?

## Quantum & Maestro Use Cases

1

**Industry:** Insurance

**Deal:** Dual site  
installation, <\$100K

**Why Quantum?** Ability to  
scale up, simplicity of the  
upgrade process without  
down time and the price.

2

**Industry:** Government

**Deal:** \$800K

**Why Quantum?** Ability to  
scale up and especially  
the possibility to update  
SW without service  
breaks

3

**Industry:** Finance/Banking  
(10,00+ branches)

**Deal:** \$7M

**Why Quantum?** Simple  
unified architecture,  
ability to scale up with  
little to no disruption to  
their business &  
consolidated management



# Call to Action

## What's Next?

1

Reach out to your Check Point representative for **refresh potential**

2

Leverage unique **Quantum differentiators** when pursuing **New customers**: highest level of protection, hyperscalability & R80 unified security

3

Emphasize unique **Business Model**: candid subscription rates & modular offering

4

Take advantage of relevant **promotions**

5

Become a **Maestro expert** with CCME training

6

Check out the **FAQ** for more information

For Any Questions Contact [CPPA@Checkpoint.com](mailto:CPPA@Checkpoint.com)



# TO SUMMARIZE...

# A Quantum Leap for Network Security

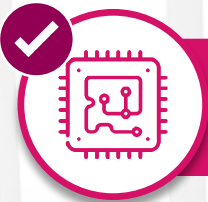
## The Best Security meets the Ultimate Hardware



1<sup>st</sup> year SandBlast Threat Prevention Included



Hyperscalability with 1.5 Tera-bps of Threat Prevention



Faster processing with optimal CPU utilization







**Check Point**<sup>®</sup>  
SOFTWARE TECHNOLOGIES LTD

**THANK YOU**