Vendor Vulnerability and Spending

Based on in-depth interviews, this report allows you to compare the end-user spending intentions and loyalty ratings for 17 security vendors. In prior studies, this research appeared in the Vendor Performance report.
Vendor Vulnerability by Information Security Vendor

Are you considering switching from this vendor to a competitor?

- Websense: 30% Yes, 70% No
- HP: 27% Yes, 20% Maybe, 53% No
- EMC: 25% Yes, 25% Maybe, 50% No
- Trend Micro: 25% Yes, 75% No
- Sophos: 20% Yes, 20% Maybe, 60% No
- Juniper Ntwks: 19% Yes, 13% Maybe, 69% No
- Symantec: 16% Yes, 14% Maybe, 71% No
- McAfee: 14% Yes, 4% Maybe, 82% No
- Dell: 13% Yes, 25% Maybe, 63% No
- Cisco: 10% Yes, 10% Maybe, 81% No
- Microsoft: 9% Yes, 91% No
- Check Point: 6% Yes, 11% Maybe, 83% No
- IBM: 25% Yes, 75% No
- Palo Alto: 20% Yes, 80% No
- Tripwire: 17% Yes, 83% No
- Qualys: 100% No
- Blue Coat: 100% No

Websense, n=10; HP, n=15; EMC, n=12; Trend Micro, n=8; Sophos, n=5; Juniper Ntwks, n=16; Symantec, n=44; McAfee, n=28; Dell, n=8; Cisco, n=31; Microsoft, n=11; Check Point, n=18; IBM, n=8; Palo Alto, n=10; Tripwire, n=6; Qualys, n=9; Blue Coat, n=5; Total Sample, n=354.
Each individual report summarizes interesting portions of TheInfoPro’s Wave 15 Information Security Study and does not comprehensively review the hundreds of pages of research that form the full study. For access to TheInfoPro’s reports and services, please contact sales@451research.com. Methodology questions may be addressed to client.services@451research.com.

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