



Report Focus

This report is focused on the demand drivers for solutions that are designed to address messaging and Web-related security threats. The research conducted for this report, and the report itself, are focused on the needs of vendors, investors and others who are interested in participating in the email, instant messaging and Web security markets in some fashion. The information included in this report is designed to help these vendors and interested parties make informed decisions about the future opportunities available in this market.

The research for this report was conducted, and this report was written, from a completely objective viewpoint, not with any predisposition for or against a particular vendor, solution or technology. Because multiple vendors were involved in funding this report, no one vendor's viewpoint had an influence on shaping the research focus. Early subscribers to this report were given the opportunity to provide input to the research program conducted specifically for it.

Table of Contents

| | |
|--|----|
| Chapter 1 | |
| Executive Summary | 1 |
| Chapter 2 | |
| Methodology and Background | 7 |
| Chapter 3 | |
| Where is Messaging and Web Security Today? | 13 |
| Chapter 4 | |
| Security Feature and Function Requirements..... | 27 |
| Chapter 5 | |
| Approaches to Security Policies | 37 |
| Chapter 6 | |
| Security Delivery Models | 41 |
| Chapter 7 | |
| Security Investment Plans..... | 47 |
| Chapter 8 | |
| Security Vendor Issues | 49 |
| Chapter 9 | |
| Security Market Forecast..... | 53 |



List of Figures

| | |
|--|----|
| North American Security Market Forecast, 2011-2014 | 2 |
| Distribution of End Users by On-Premise Messaging Platform, 2011 and 2013..... | 8 |
| Distribution of End Users by Cloud-Based Messaging Platform, 2011 and 2013..... | 9 |
| Penetration of Mobile Devices, 2011 and 2013..... | 10 |
| Security Incidents That Have Occurred During the Previous 12 Months..... | 13 |
| Concerns About Various Security Issues, 2010 and 2011 | 15 |
| Proportion of Organizations Reporting a Successful Security Violation by Mode, 2007-2011..... | 18 |
| Changes in Percentage of Spam Blocked Over Time | 19 |
| Changes in the Spam False Positive Ratio Over Time..... | 20 |
| Changes in Web-Based Threats Over Time | 21 |
| Priorities for Security-Related Spending During 2011 | 22 |
| Plans for Overall IT Spending in 2011 Compared to 2010 | 23 |
| Plans for Email Security Spending in 2011 Compared to 2010 | 24 |
| Plans for Web Security Spending in 2011 Compared to 2010 | 25 |
| Importance of Features That Influence Decisions for Anti-Spam Solutions | 27 |
| Importance of Features That Influence Decisions for Anti-Malware Solutions | 28 |
| Importance of Features That Influence Decisions for Web Filtering Solutions | 30 |
| Importance of Features That Influence Decisions for Web Security Solutions | 31 |
| Current and Preferred Models for Point vs. Centralized Email Security Solutions | 32 |
| Current and Preferred Models for Point vs. Centralized Security Solutions | 33 |
| Desirability for Manual vs. Automatic Encryption | 34 |
| Perceived Legitimacy of Various Tools For Use in a Business Context | 37 |
| Perceived Legitimacy of Various Tools For Use in a Business Context, 2007-2011..... | 38 |
| Status of Allowing and Blocking Various Tools | 39 |
| Desirability of Various Delivery Models for Email Security..... | 42 |
| Desirability of Various Delivery Models for Mobile/Smartphone Security | 43 |
| Desirability of Various Delivery Models for Web Security | 44 |
| Agreement With Various Statements About Security..... | 45 |
| Solutions For Which Organizations Have Switched From One Vendor to Another During the Previous Two Years | 49 |
| North American Security Market Forecast, 2011-2014 | 53 |
| Likelihood of Using a Managed or Cloud-Based Service Provider for One or More Email Security Services Within the Next 12 Months | 54 |



List of Figures (concluded)

| | |
|---|----|
| Likelihood of Using a Managed or Cloud-Based Service Provider for One or More Web Security Services Within the Next 12 Months | 54 |
| Cloud-Based Security Capabilities Deployed, 2011/H2 and 2013/H1 | 55 |
| Plans for a Cloud-Based Email Security Service Among Organizations Planning to Use One During the Next 12 Months | 57 |
| Plans for a Cloud-Based Web Security Service Among Organizations Planning to Use One During the Next 12 Months | 58 |
| Installed Base of Anti-Malware Solution Deployments by Delivery Model, 2011 and 2012..... | 59 |
| Installed Base of Anti-Spam Solution Deployments by Delivery Model, 2011 and 2012..... | 60 |
| Installed Base of Web Security Solution Deployments by Delivery Model, 2011 and 2012..... | 61 |
| Deployment of Encryption Capabilities by Type, 2011 and 2012..... | 62 |

List of Tables

| | |
|--|----|
| Concern About Various Security Problems..... | 14 |
| Reasons for Deploying a Web Security Solution | 29 |
| Agreement With Various Statements About Cloud-Based Email Security Providers | 41 |
| Likelihood of Investing in New Security-Related Deployments or Upgrades | 47 |
| Likelihood of Purchasing Various Security-Related Solutions..... | 48 |
| Likelihood of Considering Various Security Vendors..... | 50 |



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Osterman Research, Inc. provides market research, cost modeling, benchmarking and related services to vendors of messaging and collaboration products and services.

We help vendors, IT departments and other organizations make better decisions through the acquisition and application of relevant, accurate and timely data on markets, market trends, products and technologies. We also help vendors of technology-oriented products and services to understand the needs of their current and prospective customers.

Part of what makes us unique is our market research panel: a large and growing group of IT professionals and end-users around the world with whom we conduct our research surveys. This allows us to conduct surveys quickly and accurately.

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For more information on Osterman Research,
or if you have any questions about this
report, please contact us at:

Osterman Research, Inc.

P.O. Box 1058

Black Diamond, WA 98010-1058

Tel: +1 253 630 5839

Fax: +1 253 458 0934

Email: info@ostermanresearch.com

<http://www.ostermanresearch.com>

twitter.com/mosterman



Osterman Research, Inc. • P.O. Box 1058 • Black Diamond, Washington 98010-1058

T: +1 253 630 5839 • F: +1 253 458 0934 • info@ostermanresearch.com • www.ostermanresearch.com • Twitter: @mosterman



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