

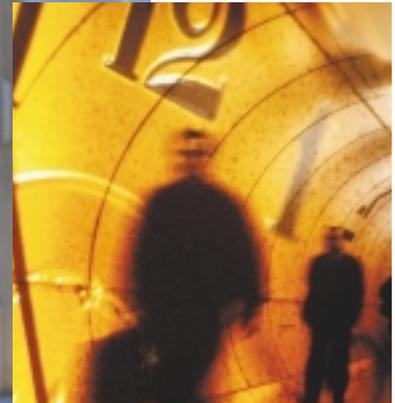
F O C U S I N G O N P A R T N E R S H I P



Nokia and Check Point

A Partnership of Excellence

NOKIA
CONNECTING PEOPLE



A Partnership of Excellence

Enterprise organizations around the world are reaping enormous benefits from Internet connectivity, including company-wide productivity gains, reduced operating costs, global reach, greater flexibility and more. But today's well-connected enterprise faces the challenge of opening up the network for easy global access while ensuring appropriate and secure access to precious resources. To make the most of the Internet's potential, companies need security solutions that are easy to deploy, customize, operate and manage, and are also backed by responsive support—around the world and around the clock. Nokia Internet Communications and Check Point™ Software Technologies Ltd. have partnered to deliver recognized world-class solutions, backed by an unmatched history of cooperation and innovation, and a commitment to continued leadership in the future.

Leadership that Results from Close Cooperation

"The fact that Nokia and Check Point have collaborated to deliver this kind of value and price performance in a gigabit firewall appliance (the Nokia IP740) reinforces their strong position and the power of their combined efforts."

– Joel Conover, Analyst, Current Analysis

The five-year old strategic partnership between Nokia and Check Point has proven to be one of the most successful in the industry. Nokia provides the appliance platform, hardware management software and support services. Check Point provides the Virtual Private Network (VPN) and firewall applications, security management, and support services. Both companies, as well as their many customers and channel partners, continue to benefit from Check Point's market leading security application offered with the Nokia Network Security Platform Advantage—pre-installed, pre-configured appliances designed from the ground up for secure networking.

This legacy of cooperation is behind both companies' priority to tightly integrate, fully optimize, rigorously test and formally certify the Check Point VPN-1® and FireWall-1® applications on the entire IP Series of Nokia network security appliances. Everything from "Secured by Check Point"™ certification to throughput performance is covered, resulting in a Check Point Internet security solution noted for fast deployment, trouble-free installation and unparalleled robustness.

The widespread market acceptance of the tightly-integrated Nokia/Check Point portfolio has allowed both organizations to further invest in cooperative engineering, marketing, channel and sales activities. To ensure continued success, each company devotes substantial resources to the relationship at all levels and across all functional organizations, such as quarterly meetings where the two companies share their product plans and roadmaps and creation of a virtual "Mountain View to Redwood City Express" in Silicon Valley between their respective headquarters.

Nokia and Check Point continue to work closely together on a number of marketing fronts, including product evaluations by independent third parties, mutual conferences and Webcasts to industry analysts, joint road shows and trade show participation, cooperative market incentive programs, and more. For example, Nokia continues to be a Diamond Sponsor of the popular and global "Check Point Experience" program, and Check Point is a lead sponsor of Nokia's Connect channel conference. In the area of sales, representatives from both companies regularly participate in mutually sponsored training efforts and sales meetings, and routinely make joint sales calls.

A History of Collaborative Technology Innovation

"Enterprise and Managed Service Provider customers are constantly faced with the triple challenge of security, reliability and performance. Nokia and Check Point have once again come up with an innovative way to answer the market's call."

– Mark Bouchard, Analyst, META Group

In the area of engineering, the two companies recently completed their most ambitious joint development effort, the Firewall Flows feature, which dramatically increases the performance of Check Point FireWall-1 operating on Nokia's network security appliances.

Firewall Flows now forms a key architectural component of Nokia's security-hardened operating system. This new feature incorporates the early elements of Check Point's SecureXL performance API to reduce per-packet overhead, a development that required the cooperative effort of engineers from the operating system, hardware and application disciplines. The end result of such close cooperation was an impressive three-fold improvement in firewall packet-per-second throughput. *Network World* has verified the power of Firewall Flows in a recent performance test that had FireWall-1 outperforming ASIC-based firewall systems in small packet throughput tests.

Other areas of focus over the years have ranged from improvements in performance to high reliability features, such as integration of Nokia's support for the Virtual Router Redundancy Protocol (VRRP) with Check Point's FireWall-1 Synchronization feature to provide fault tolerance for VPN and firewall connections on all Nokia IP Series appliances.

These and many other areas of cooperation between Nokia and Check Point demonstrate how this industry-leading strategic partnership is still achieving new heights at all business levels.



Cooperation That Has Yielded the Industry's Broadest Portfolio

Nokia and Check Point appliances span the full spectrum of price/performance points, and secure the widest range of security deployments—from the smallest branch office to the largest Internet data center. The expansive product line provides customers the ability to deploy multiple solutions from a single product family to secure all elements of a distributed enterprise.

One of the newest Nokia Network Security Platforms, the Nokia IP740, expands the reach of the product portfolio at the high-end, featuring breakthrough multi-gigabit performance. With the IP740, Nokia and Check Point offer a solution that meets the needs of the most demanding networks at an unprecedented cost-effective price point.





Market Validation of a World-Class Portfolio

"Nokia has a strong portfolio and understanding of their customer security needs, and is well positioned to continue its strong growth curve."

– Chris Christiansen, Analyst, IDC

The five-year old strategic partnership between Nokia and Check Point has proven to be a tremendous success—for both companies, as well as for their many customers and distribution partners.

Check Point's VPN-1 and FireWall-1 products are the undisputed leaders in the VPN and firewall marketplaces, with an overwhelming 62% share of the VPN market (Datamonitor, June 2001) and 42% share of the firewall market (IDC, November 2000). Leading technology, manageability, and interoperability are among the reasons for this success, as well as for Check Point's being named the world's Number One Software Company by *Business Week* (Info Tech 100 Issue, June 18, 2001).

In just the last two years of their partnership, Nokia has emerged as an ideal choice for appliances running market-leading Check Point VPN-1/FireWall-1. According

to a June 2001 IDC study, Nokia has the fastest growing product line in the world-wide firewall/VPN appliance market with an astounding 430% growth in 2000. *Fortune Magazine* ranks Nokia as the #1 Network Communications Internet Technology Company.

Unmatched Synergy That is Just Beginning

The first five years of partnership have created a tradition of innovation and success for Nokia and Check Point. Nokia and Check Point offer an unmatched legacy of close partnership forged with constant cooperation that has been duly rewarded by the marketplace. It is a legacy worth building on, one that both companies continue to re-commit themselves to every day through teamwork. And with each new award granted to Nokia/Check Point for product excellence the industry continues to recognize the power of this partnership.

To learn more about how *you* can benefit with Nokia and Check Point as *your* partners for network security, call Nokia at **1-877-997-9199**, Check Point at **1-800-429-4391** or visit us on the Web at **www.nokia.com** or **www.checkpoint.com**.

Results of a Strong Partnership

Here is a sampling of the many awards and accolades which have been bestowed by the industry to the joint Nokia/Check Point VPN/firewall appliance:



Well-Connected Award, Best Enterprise Firewall System –
Network Computing
(May 2001)



Editor's Choice –
Network News
(April 2001)



Real World Labs Best Marks –
Network Computing Germany
(April 2001)



Firewall of the Year –
Network Industry Awards at Network Telecoms UK
(June 2000)



Well Connected Award –
Network Computing
(May 2000)



Best Security Hardware –
Secure Computing
(April 2000)



Best Firewall –
Secure Computing
(April 2000)



Editors Choice Award –
Network Computing
(April 2000)



CHECK POINT
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Jerry Ungerman, President, Check Point Software Technologies Ltd.

"Check Point is pleased to work with Nokia to deliver premier Internet security solutions to the marketplace. Together, Check Point and Nokia have a tradition of continually setting technology and innovation benchmarks. Our partnership with Nokia is one of our longest and most successful, and we are committed to even greater success in the future."



Pekka Ala-Pietilä, President, Nokia Corporation

"Nokia is pleased to have such a long standing, close working relationship with Check Point. It is through this relationship that we have together been able to raise the bar for delivery of world class Internet Security solutions. We are pleased that our strategic partnership has established a clear leadership that will continue as our two companies continue to innovate and deliver together in the future."



Nokia/Check Point in Action—Cable & Wireless

Cable & Wireless, a major global telecommunications and Internet service provider, needed a world-class VPN and firewall solution to meet the demanding needs of its worldwide customers. Cable & Wireless got just what the company wanted based on the strong strategic partnership between Nokia and Check Point: an integrated industry-leading solution. The combined solution is totally seamless, and is fully supported by both organizations.

"The unprecedented partnership between Nokia and Check Point gives Cable & Wireless the best of both worlds: industry-leading security applications on the industry's premiere security appliance," commented Brian Clark, global product manager for managed firewall and IP-VPN services at Cable & Wireless. "Collectively, based on the close cooperation between both companies, the combined product offering is simply unbeatable."

About Nokia

Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and a leading supplier of mobile, fixed and IP networks. By adding mobility to the Internet, Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is a broadly held company with listings on six major exchanges.

About Nokia Internet Communications

Nokia Internet Communications, headquartered in Mountain View, California, provides world class Network Security and Virtual Private Network solutions that ensure the security and reliability of corporate enterprise and managed service provider networks. Nokia is committed to enhancing the end user experience by bringing a new level of security and reliability to the network, enabling an Internet transaction that is personal and trusted—each and every time.

For more information, please visit www.nokia.com/ and click on Secure Network Solutions.

About Check Point Software Technologies

Check Point Software Technologies is the worldwide leader in securing the Internet. The company's Secure Virtual Network (SVN™) architecture provides the infrastructure that enables secure and reliable Internet communications.

SVN secures business-to-business (B2B) communications between networks, systems, applications and users across the Internet, Intranets and extranets. Check Point's Open Platform for Security (OPSEC™) provides the framework for integration and interoperability with "best-of-breed" solutions from over 300 leading industry partners. Check Point solutions are sold, integrated and serviced by a network of over 1500 certified partners.

For more information, please call us at (800) 429-4391 or (650) 628-2000 or visit us on the Web at

<http://www.checkpoint.com> or at <http://www.checkpoint.com/securedby>.

Nokia Internet Communications

Americas

313 Fairchild Drive
Mountain View, CA 94043
Tel: 1 877 997 9199
E-mail: internet.na@nokia.com

Europe, Middle East and Africa

1st Floor, Building 3, Southwood
Farnborough, Hampshire, GU14 0NG UK
Tel: +44 (0) 8700 555 777
European Customer Inquiry Number (toll-free): 00800 5543 1816
Outside toll-free area: +49 231 754 6011
E-mail: internet.emea@nokia.com

Asia Pacific

438B Alexandra Road
#07-00 Alexandra Technopark, Singapore 119968
Tel: +65 588 3364
E-mail: internet.apac@nokia.com

www.nokia.com



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References to the "partnership" between Check Point and Nokia describe the strong strategic alliance and collaboration of the two independently managed companies and not a separately formed partnership for the purpose of legal identity.