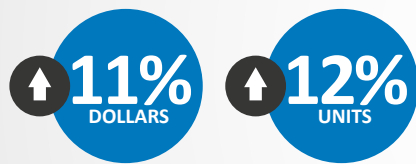


Security Appliance Market in the U.S. B2B Indirect Channel:

Double-Digit Dollar and Unit Sales Growth

U.S. dollar and unit sales in the security appliance market are on the rise as companies large and small look to protect their information with advanced products, such as next-generation firewalls.



The security appliance market grew 11% in dollars and 12% in units in the U.S. B2B indirect channel through August, compared to the same period a year ago.



By comparison, revenue for the total U.S. **B2B hardware market** grew 6% in the same channel.

How do the top-selling network security brands rank in the U.S. B2B indirect channel?

- 1 Cisco
- 2 SonicWall
- 3 Fortinet
- 4 Palo Alto Networks
- 5 WatchGuard Technologies



“Given the importance of security, we expect to see continued channel sales growth of next-generation firewalls, as well as IT services, such as vulnerability assessments, that continually test a firm’s threat readiness.” —Michael Diamond, Director, Industry Analysis, Commercial Technology, The NPD Group

Source: The NPD Group/Distributor Track® and Commercial Reseller Tracking Service, January-August 2017

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