



## As Predicted, VoIP Security Market Heats Up with Telia's Deployment of Ingate SIPerator

### Event Summary

Ingate announced on April 8 that Telia International of Stockholm, Sweden will begin deploying Ingate's Voice-over-IP (VoIP) firewall—the SIPerator. The SIPerator is a customer-premises-based firewall for Session Initiated Protocol (SIP, the new IETF protocol for IP telephony applications), which allows an enterprise to open up a session on a traditional firewall and allows voice traffic to securely pass over the data network and manage the IP telephony applications.

### Market Impact

One of the top five predictions for 2002 made by the Yankee Group Security Solutions & Services Report "Security Industry Predictions 2002: Where the Money Will Go," published in March 2002 was that VoIP security products would be deployed and tested throughout the end of 2002 and into 2003. The Yankee Group was clearly ahead of itself as Ingate is gaining traction with the announcement of a potentially several-hundred unit deployment in Telia's network. Telia International is a multinational carrier that provides IP transit, voice services, infrastructure, and carrier-neutral collocation services as a major provider of transatlantic IP traffic from Europe to the United States. This deployment, which is to be rolled out throughout its global enterprise, will be one of the most significant deployments of a customer-based SIP firewall to date.

SIP has been embraced by Voice-over-IP suppliers including Microsoft, Cisco, Pingtel, Siemens, Avaya, 3Com, WorldCom, Broadwing, GoBeam, Net2Phone, and TalkingNets. However, corporations have not been deploying the technology because of its inherent security weaknesses. The technology requires opening a range of ports on a corporate firewall and is a challenge to do this securely while masking and managing public IP addresses with private IP addresses on a corporation's network through network address translation (NAT).

### Conclusions

- VoIP security vendors such as Permeo and Aravox, will be helped by this further validation of the market for VoIP security.
- VoIP deployments will no longer be in trials by the end of 2002 and significant services will be deployed by all enabled by customer-premises-based VoIP firewall technologies.

- Carrier-based VoIP security vendors will begin partnering with customer-premises-based VoIP security vendors to ensure end-to-end security from customers through the carrier cloud and both session and media gateways, and back again to the customer's network.
- Systems integrators should take advantage of a largely untapped opportunity by familiarizing themselves with the implementation and operational security issues surrounding VoIP technologies.