

Firewall Competitive: WatchGuard vs SonicWall

For Internal and Partner Audiences Only

Target Market

SonicWall targets the SMB market well. Has a good presence in organizations that have more than 50 locations and desire site-to-site IPsec VPN connectivity. They also target use cases that prioritize integrated wireless access that can be managed centrally via the UTM.

Target Industries:

Public sector, K-12 ed, higher ed, retail, hospitality, financial services, healthcare, and carriers.

Key Facts and Financials

Founded in 1991, and self-proclaimed creator of the first firewall. SonicWall was briefly owned by Dell, but as of 2016 is privately held. They currently employ over 1,200 people, with a channel partner network of 26,000 partners globally. They serve over 500,000 customers in 200 regions.

Footprint and Flagship Customers

SonicWall is a big player in the network security space, bringing in nearly \$400 Million in revenue largely from their firewall product line.

Flagship Customers:

Dell, gettyimages, Orion Health, Transas, paylocity, Cedarville University, HealthLink, Park City Mountain Resort, City of Alexandria, Seminole County Public Schools, Air Works.

Product Offerings

SonicWall UTMs

SonicWall offers a ranges of entry-level, mid-range, and high-end UTMs. The TZ is their tabletop offering, while NSA appliances are rack-mounted. They also offer virtualized UTMs (NSv) for VMWare.

Email Security Platform

SonicWall offers a separate email security platform, available as a physical machine or VM, which is Cloud managed and has anti-malware capabilities.

WAN Acceleration

SonicWall offers a range of WAN Acceleration products (WXA) that can be centrally managed via SonicWall firewalls.

SonicWall Global Management System

GMS is a on-premises management system that can be deployed as software or a virtual appliance. It provides a scalable security management, analytic and reporting platform for distributed enterprises and data centers.

Customer Reviews/Ratings – G2Crowd

WatchGuard Network Security

★★★★★ 70 reviews | 2 discussions

SonicWall

★★★★★ 92 reviews | 1 discussion

Cloud Management Feature Comparison

	WatchGuard	SonicWall
Multi Tier, Multi Tenant Service		
Multi tier, multi tenant capabilities	4	2
Simplicity of activation and navigation	4	2
Onboarding of Customers and Operators	3	2
Centralized Deployment & Management		
Zero-touch deployment	4	3
Deploy secure policies by default	4	4
Easily deploy across many customers	4	4
Cyline Configuration	4	4
Configuration Templates	4	4
Management capabilities for security services	3	3
Policy management and configuration	4	4
Flexible Management		
Inventory management experience	4	3
Delegated management capabilities	4	3
Platform Accessibility		
Role-based access control	4	3
Identity-based management	4	4
Audit logs for changes	3	3
Licensing		
Licensing structure and options	4	2
Additional licenses for features or security services	4	1
Reporting & Visibility		
Reporting visuals and functionality	3	4
Custom reporting	4	4
Alerts and notifications	3	3
Custom branding	4	1
Dark Web Scan	4	0

Certification Coverage

Certification	WatchGuard	SonicWall
NIAP CC	✓	✗
CyberRatings.org	✓	✗

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Strengths

- + Single Pane of Glass**
SonicWall Capture Security Center is an all-inclusive security console that unifies management, analytics and control for wired, wireless, cloud and endpoint solutions through a single pane of glass.
- Dedicated Capture Labs Threat Research Team**
SonicWall has a large in-house threat research team.
- + Unlimited AV File Scanning Limit**
SonicWall's stream-based approach means they can scan files of any size to detect and block malware.
- + Simple Licensing and Low TCO**
SonicWall aggressively prices their Firewall platform and, similar to WatchGuard, offers bundle-based licensing, for an easier customer purchase experience.

Weaknesses

- x HTTPS Inspection**
SonicWall's performance degrades significantly in full UTM mode over HTTPS, with WatchGuard outperforming by 10x in head-to-head tests.
- x UTM as an SD-WAN Solution.**
SonicWall lacks key QoS features, including link monitoring and dynamic path selection.
- x Reports and Dashboards.**
SonicWall requires add-ons of GMS and Analyzer to get close to the reporting and visibility of Dimension.
- x Price performance** is weak throughout the portfolio, costing upwards of 5x as much as WatchGuard.
- x No Access Portal.**
SonicWall lacks a reverse proxy capability, meaning they have no ability to use their firewall to provide clientless access to internal apps.

Landmine Questions to Ask

1. Are you concerned about encrypted traffic throughput?
Why it works? SonicWall's performance degrades massively when inspecting in HTTPS.
2. Is your team comfortable deploying and configuring a complex device?
Why it works? SonicWall devices are notoriously difficult to deploy.
3. Are you interested in using your UTM for SD-WAN?
Why it works? SonicWall lacks dynamic path selection and link monitoring.
4. Do you want to run your UTM with all security features enabled?
Why it works? SonicWall's performance degrades significantly when security services are enabled.

Firewall

	WG	SonicWall	WatchGuard Advantage
Clientless VPN to Internal Applications	Yes	Yes	No reverse proxy capability.
Strong Auth for OWA	Yes	Yes	SonicWall does not support MFA for Microsoft application
Customizable Portal	Yes	Yes	WatchGuard Access Portal is easy to customize for your needs.
Offline Configuration	Yes	Yes	Fireboxes can be configured on-site without Internet access.
Proxy-Based AV	Yes	No	Gateway AntiVirus and IntelligentAV for two layers of protection.
Device Detection	Yes	No	WG offers a complete network map of all connected devices.
Hyper-V	Yes	No	WatchGuard supports VMWare and Hyper-V.
Cloud-ready Visualization Platform	Yes	No	SonicWall requires an Analyzer license.

Comparative Feeds and Speeds

	SOHO 250	T20	T2270	T40	T2370	TZ470	T80	TZ570	M250	TZ670	M650	NSA 2700	NSA 3700	M550	NSA 4700	M650	M4600	NSA 6700	M5600	NSA 9250
Firewall (Mbps)	600	1780	2000	3400	3000	3500	4700	4000	5800	5000	18000	5200	5500	20000	18000	29700	49600	36000	87000	12000
IPS (Mbps)	200	328	750	623	1000	1500	1150	2000	1467	2500	3125	2900	3500	5034	9500	6187	12242	18500	22324	6500
UTM (Mbps)	200	271	1000	510	1500	2000	909	2500	1214	3000	2341	3400	3800	3217	10000	4256	33000	20000	36000	7800
VPN (Mbps)	150	154	750	294	1000	1500	631	2000	1100	2500	2600	3000	3500	3300	9500	4670	5213	19000	11328	6500
HTTPS inspection (Mbps)	200	485	750	650	1300	1500	1400	1800	2400	2100	5280	2100	2200	6840	11000	9920	16400	19000	18800	6750
HTTSPs inspection	115	300	300	200	500	600	344	750	696	800	1,326	800	850	2,067	5000	2,941	2558	9000	2845	
Connections per second	3000	8,761	6000	19,456	9000	1000000	25000	12,50000	35,293	1500000	97,343	21500	22500	131,291	115000	147,456	254,273	153000	328,143	90000
# of Ports	5xGbE	5xGb	5xGbE	5xGb	8xGbE	8xGbE	8xGb + 1x Modules	8xGbE	8xGb + 1x Modules	8xGbE	8xGb + 1x Modules	16xGbE	24xGbE	8xGb + 1x Modules	16xGbE	8xGb + 1x Modules	8xGb + 2x Modules	15xGbE	8xGbE	8xGbE
Integrated Wireless	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	No	No	No	No	No	No	No	No	No	No	No
Basic 3-Year	\$ 870	\$875	\$ 1,040	\$1,655	\$ 1,670	\$ 2,410	\$ 2,815	\$ 3,280	\$ 4,014	\$ 4,220	\$ 5,820	\$ 5,960	\$ 8,840	\$9,815	\$ 14,145	\$16,648	\$24,020	\$ 24,320	\$60,860	\$ 65,995
Total 3-Year	\$ 1,400	\$ 1,260	\$ 1,260	\$2,650	\$ 1,885	\$ 2,965	\$4,505	\$ 3,780	\$6,420	\$ 6,725	\$9,310.00	\$ 10,140	\$ 15,390	\$15,705.00	\$ 24,460	\$26,680	\$46,120	\$ 71,980	\$107,110	\$ -

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