

Gartner Says 60 Percent of Enterprises Will Outsource Monitoring of at Least One Perimeter Security Technology by 2005

Gartner Analysts Discuss the Outlook for the Security Industry During Gartner IT Security Summit in Washington, D.C.

WASHINGTON, D.C., June 2, 2003 — As enterprises try to implement more detailed security initiatives, many will find that they need outside support to achieve their goals. By 2005, 60 percent of enterprises will outsource monitoring of at least one perimeter security technology, according to Gartner, Inc. (NYSE: IT and ITB).

Gartner analysts provided their outlooks for the security industry today during the morning keynote at the Gartner IT Security Summit, which is being held June 2-4, at the Washington Hilton in Washington, D.C.

Managed security services are relatively new to the marketplace, but during the past two years an impressive expansion has occurred in the number of vendors and the range of managed-service offerings.

"The target customers include those enterprises without core competencies in information security. Such enterprises have addressed perimeter security and gained experience in putting their security architectures in place, and they are looking for efficient operations, but not at the expense of their security postures," said Richard Hunter, vice president for Gartner.

Many enterprises have focused their attention on security functions that are designed to keep the "bad guys" out. Gartner analysts said e-commerce and business-to-business activities, however, require a focus on letting the "good guys" in.

"Most enterprises will not have the resources to do an effective job at keeping the bad guys out and letting the good guys in. Outsourcing keeping-the-bad-guys-out effort is a driver for the managed-security market," said Victor S. Wheatman, managing vice president for Gartner.

"Enterprises should evaluate managed security services providers that have approximately 50 professional service professionals because those companies will likely become the enterprise's security provider," Wheatman said.

Gartner analysts are providing further information on the security market during the Gartner IT Security Summit. The three-day summit is exploring critical issues, best practices and case studies through panel discussions with top experts from the private and public sectors. Also included are breakout sessions tailored to critical infrastructure sectors such as transportation; energy, utilities and water; banking and financial services; telecommunications; information services; and vital health, safety and emergency services. Additional information about the conference is available at www.gartner.com/us/itsecurity.