



# Winfrasoft Appliance Series

## Competitive Analysis

Based upon information received from partners, consultants and customers this document provides a comparative view of the approaches Winfrasoft and Celestix have taken to the development of appliance-based security solutions to help partners select the solution best suited to their customers' business requirements.

Question	Winfrasoft	Celestix
<b>Is the solution Best of Breed?</b>	Winfrasoft utilises the world's most deployed server hardware supplied by Hewlett-Packard, Dell, IBM & Fujitsu to suit enterprise data centre requirements and are recognised as the most advanced innovator and integrator on Microsoft security edge solutions.	Celestix are assemblers of proprietary hardware solutions built in the far-east and shipped world-wide via Singapore.
<b>Am I getting the best/latest Technology?</b>	Winfrasoft utilises only the latest available platforms from top vendors, all models utilise server class multi-core Intel Xeon CPUs and high speed chipsets. The appliances benefit from the Tier-1 OEMs' hardware management solutions and the Winfrasoft Monitoring Agent for remote management over the Internet.	Celestix charge a significant premium for boxes that are relatively underpowered consisting of desktop class CPU's. Server class CPU's (e.g. quad-core Xeon) are only available in their top-end box priced at £12k. In addition hardware based management options are only available on the top models.
<b>Can I upgrade the box in line with my business needs?</b>	Winfrasoft uses an open-box policy on all platforms giving the customer the option to upgrade the RAM, CPU, hard drives, power supply etc without affecting the warranty and support agreements.	Celestix run a closed box policy with <b>no</b> supported upgrade option. To "upgrade" a box, one must either purchase a replacement unit at a higher price or, break the factory seal & forgo the warranty and support.
<b>Can I choose a support contract to fit my business needs?</b>	Winfrasoft leverages the direct support offerings from hardware vendors (Hewlett-Packard, Dell, IBM & Fujitsu) and as such can offer either an engineer on-site next day or a response within 4 hours 24 by 7. Since the entire appliance would rarely need replacing there is minimal down time and no requirement to re-deploy a replacement box.	When a Celestix box fails the entire unit must be replaced. The only available support option is a replacement within 24 hours which will require a complete reinstallation. (Box replacement depends on local availability of stock)
<b>Can I ensure that the solution has built in redundancy?</b>	All but the smallest Winfrasoft appliance ship with at least 2 hard-drives, hardware RAID and redundant ROM's. Mid-end systems support twin hot-swappable PSUs while higher-end systems are supplied with 2 hot-swappable PSUs. Spares are available off the shelf in virtually every city in the world.	All but the top ranges of Celestix boxes are deployed with a single hard-drive and single PSU. Top end units that do have hot swap capabilities utilise proprietary components.
<b>Does the solution include Disaster Recovery capabilities?</b>	Winfrasoft appliances cater for multiple scheduled "online" (VSS compliant) partition based snap-shots which can be saved off-box automatically. Additionally all ISA Server based appliances include Winfrasoft Backup for ISA Server. Hard disk redundancy with alerting further reduces the impact of a failure.	Celestix boxes rely on a single "last known good" snap-shot stored on the local (often the only) hard-drive. This snap-shot must be created manually, cannot be scheduled and the box must be taken offline to perform this operation.
<b>Does the appliance deliver a true solution?</b>	Winfrasoft's appliances include sophisticated wizards to simplify configuration and unique value added software including VPN-Q, X-Forwarded-For, Backup for ISA Server and best-of-breed third party utilities such as Paragon Drive backup etc.	Celestix boxes are typical installs of standard Microsoft software with limited extra value.
<b>What additional value do I get from the support offering?</b>	Winfrasoft provides 24x7 web, email and a one stop telephone support line. All Winfrasoft appliances include a monitoring agent which can provide alerting. The Premium service includes Microsoft incident support.	Celestix provide web and email support as well as some regional phone numbers which redirect to an Indian or US call centre. There is limited UK based technical support outside of a local distributor.



Security Solutions  
ISV/Software Solutions  
Networking Infrastructure Solutions





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Appliance	Form Factor	Processor	RAM	Hard Drives	RAID Type	HSM (FIPS 140-2)	Power Supply	Standard Support	Partner Build Option	Open Box Policy	RRP
<b>Winfrasoft IAG3000-HP</b>	1U	Intel Dual Core Xeon	2 Gb ECC	1 x 160 Gb SATA	JBOD	-	1 No Hot Swap	Next-Day Engineer On Site	Yes	Yes	£3,399
<b>Celestix WSA3000</b>	1U	Intel Single Core Pentium 4	2 Gb	1 x 80 Gb SATA	-	-	1 No Hot Swap	Box Replacement Only	No	No	£3,650
<b>Winfrasoft IAG4000-HP</b>	1U	Intel Quad Core Xeon	4 Gb ECC	2 x 160 Gb SATA	Mirror	Optional	1 No Hot Swap	Next-Day Engineer On Site	Yes	Yes	£4,499
<b>Celestix WSA4000</b>	1U	Intel Dual Core Pentium D	2 Gb	1 x 80 Gb SATA	-	-	1 No Hot Swap	Box Replacement Only	No	No	£4,450
<b>Winfrasoft IAG7000-HP</b>	1U	Intel Quad Core Xeon	4 Gb ECC	2 x 146 Gb SAS Hot Swap	Mirror	Optional	1 Hot Swap (2 Optional)	Next-Day Engineer On Site	Yes	Yes	£6,999
<b>Celestix WSA6000</b>	2U	Intel Dual Core Xeon	4 Gb	2 x 80 Gb SATA Hot Swap	Mirror	-	2 Hot Swap	Box Replacement Only	No	No	£7,650
<b>Winfrasoft IAG9000-HP</b>	2U	2 x Intel Quad Core Xeon	4 Gb ECC	4 x 146 Gb SAS Hot Swap	Stripe + Mirror	Optional	2 Hot Swap	Next-Day Engineer On Site	Yes	Yes	£9,999
<b>Celestix WSA8000</b>	2U	2 x Intel Quad Core Xeon	4 Gb ECC	2 x 73 Gb SAS Hot Swap	Mirror	-	2 Hot Swap	Box Replacement Only	No	No	£12,000