

# Enterprise NAC Survey 2007: The Dynamic and Evolving Scope of NAC in the Enterprise

An IDC Special Report

## IDC ANALYSTS

Security Products and  
Services



**Gerry Pintel**  
Research  
Manager



**Charles Kolodgy**  
Research Director



**Jon Crotty**  
Research Analyst

## OVERVIEW

Network security continues to be a major focus for enterprise IT management and professionals. A significant challenge for IT is securely keeping pace with the proliferation and use of existing and newly introduced endpoint devices, including PDAs, iPods, printers, and copiers. Many of these newly introduced IP devices that seek access to the network are unmanaged or unmanageable by IT and clearly represent added security exposure to the network's overall security posture.

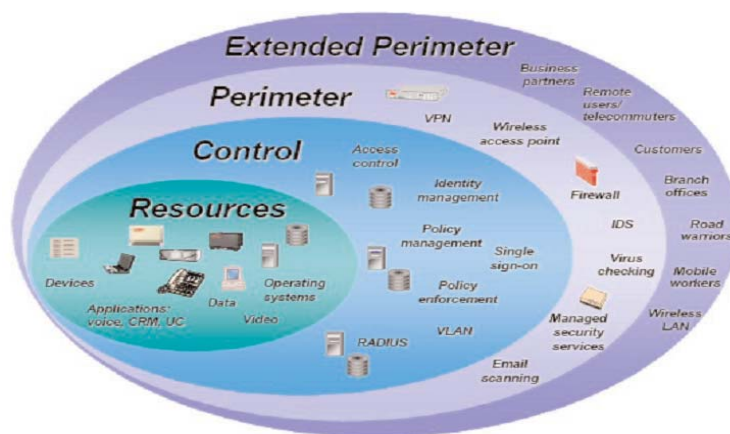
Network access control (NAC) is seen by many IT professionals today as the most promising network security innovation enabling IT to enhance overall network security and health.

IDC's Enterprise NAC Survey 2007 survey was conducted with the goal of determining the nature of and extent to which enterprises are adopting NAC as a networking security solution. Further, IDC sought to determine who the current leading NAC vendors are in the eyes of the participants.

## BENEFITS TO VENDORS

- ◆ Gain critical information to make important decisions in how to position products and services to customers.
- ◆ Understand how IT executives view NAC and what is their driving interest into this new technology.
- ◆ Comprehend the business problems being solved with NAC.
- ◆ Clarify what is driving adoption of NAC.
- ◆ Gain insight into the sales cycle-buying process around NAC and how is NAC being deployed.
- ◆ Understand how NAC will be leveraged in the enterprise and in what time frame.

## A Typical Enterprise Extended Perimeter



## KEY FINDINGS

This study reveals areas of both consistency and striking differences among small, medium-sized, large, and very large companies regarding the extent of planning, budgeting, and deployment of NAC.

- ◆ 75% of IT professionals representing very large enterprises have already deployed NAC, are in the evaluation process, or are planning to deploy NAC within the next 24 months.
- ◆ Nearly 60% of large companies reported the same NAC rollout plans as very large organizations.
- ◆ However, as many as 53% of IT professionals in small and midsize businesses participating in this survey have no immediate plans to deploy NAC.

- ◆ **Web-based survey** - IDC conducted a Web-based survey with 657 individuals
- ◆ **Respondents qualification** - Respondents represented more than 20 industries, included IT executives, managers, and/or professional staff, and were directly responsible for network infrastructures within their organizations.
- ◆ **Demographics** - Companies represented were as follows: 42% small (1-99 employees), 23% medium sized (100-999 employees), 19 % large (1,000-9,999 employees), and 16% very large (10,000+ employees).