



Firewall Buying Guide

How to choose, license and deploy a business firewall — India 2026

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The wrong firewall purchase shows up twice: first in the invoice, then in the breach. This guide condenses what Invitty's certified engineers check before recommending any appliance to clients across South India — use it to evaluate any dealer's proposal, including ours.

1 · Size It Right

■ Count concurrent users and total bandwidth

These two numbers drive everything. 40 users on 200 Mbps ≠ 300 users on 1 Gbps.

■ Size against THREAT PROTECTION throughput

Not the headline firewall throughput — SSL inspection cuts rated speed by 60–80%.

■ Plan for 3-year growth

Hiring plans, branch openings, bandwidth upgrades — buy for year 3, not day 1.

2 · Pick the Class

■ 5-50 users: FortiGate 40F/60F · Sophos XGS 87/107 · SonicWall TZ-270/370

₹35,000–₹90,000 with first-year security bundle.

■ 50-300 users: FortiGate 100F · Sophos XGS 2100/2300 · Cisco Firepower 1100

₹1.5L–₹4L; SSL inspection at scale, more interfaces.

■ 300+ users / campus: FortiGate 400F+ · Palo Alto PA-1400 · Checkpoint Quantum

Deploy in HA pairs; redundant power; 10G interfaces.

3 · Budget the License (the part everyone forgets)

■ Include the UTM/security bundle

IPS, web filtering, anti-malware, sandboxing — a firewall without it is an expensive router.

■ Prefer 3-year licenses

Typically 25–35% cheaper than renewing annually.

■ Set renewal reminders

Lapsed licenses = protection silently off while traffic keeps flowing.



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4 · Demand These From Your Dealer

- **Authorized partner status — verify it**
Grey-market imports carry no India warranty and licenses that may not register.
- **License registered to YOUR company**
Not the dealer's name — you own the asset and its support entitlement.
- **Professional deployment included**
Policies, VPN, SD-WAN, HA — out-of-box defaults are not protection.
- **Rule migration from your old firewall**
Like-to-like or cross-brand, with cleanup of years of rule debt.
- **GST invoice with input credit**
And a same-day quote — if a dealer can't quote fast, support will be slower.

5 · After Installation

- **Close default outbound allow-all policies**
The most common misconfiguration we find in audits.
- **Enable SSL inspection for high-risk categories**
Most malware now arrives over encrypted connections.
- **Schedule firmware updates and config backups**
Quarterly minimum; before and after every change.
- **Test the VPN failover and HA pair**
Before the day you need them.

Want it sized professionally — free? Invitty is an authorized Fortinet, Sophos, Cisco, Palo Alto & SonicWall partner in Chennai. Same-day GST quotes. Call +91 98405 87602 or visit invitty.com/products/firewall.html