



Beyond Legacy Firewalls

How Partners Can Win Migration Opportunities With Stormshield



Dominic Ryles – Cloud & Cybersecurity Director,
Hammer Distribution

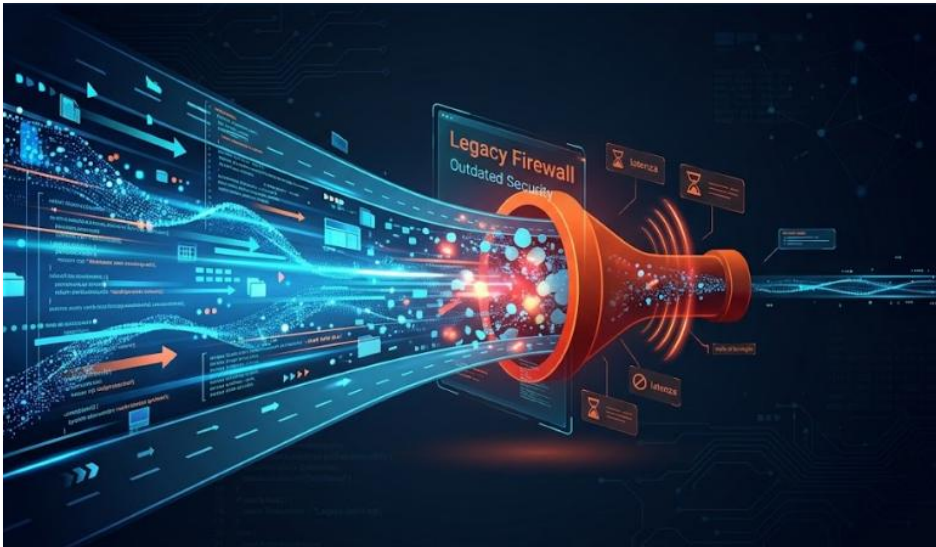
September 2026

The Unsustainable Trade-Off in Legacy Systems

Speed vs Security: A False Choice

Aging appliances disable IPS to prevent major network bottlenecks.

Over 80% of modern web traffic is encrypted and completely blind to hardware without accelerated DPI.



STORMSHIELD

-70%

Typical throughput collapse

On legacy firewalls when deep inspection and SSL decryption are enabled

3 Core Risks of Aging Firewall Estates



Threat Blindspots

Zero visibility into encrypted payloads and advanced malware.



End-of-Life Appliances

Unpatched firmware vulnerabilities without vendor support.



NIS 2 Inadequacy

Failing regulatory compliance under modern EU cybersecurity directives.

4-Step Partner Migration Playbook

PHASE 01

Estate Audit

Map outdated hardware, throughput caps, and support gaps.

PHASE 02

SNS Sizing

Accurate capacity sizing with all-inclusive licensing models.

PHASE 03

Trade-in Program

Leverage replacement discounts to maximize deal margins.

PHASE 04

Zero Downtime

Seamless policy conversion through our partners or professional services

Digital Sovereignty as a Sales Weapon

Why customers demand trusted European alternatives

Immune to the extraterritorial reach of the US CLOUD Act.

100% European R&D with guaranteed zero state backdoors.

Direct compliance with NIS 2, DORA, and GDPR mandates.



Highest-Level European Certifications

ANSSI



Qualification

Highest-tier French national cybersecurity agency approval.

NATO



Restricted Level

Certified for defense and critical allied infrastructures.

EU / EAL4+



Common Criteria

Cross-border validation recognized across all EU member states.

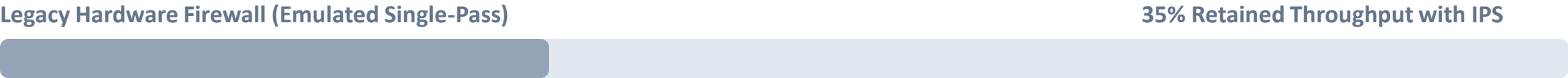


RESTREINT EU

Restricted Level

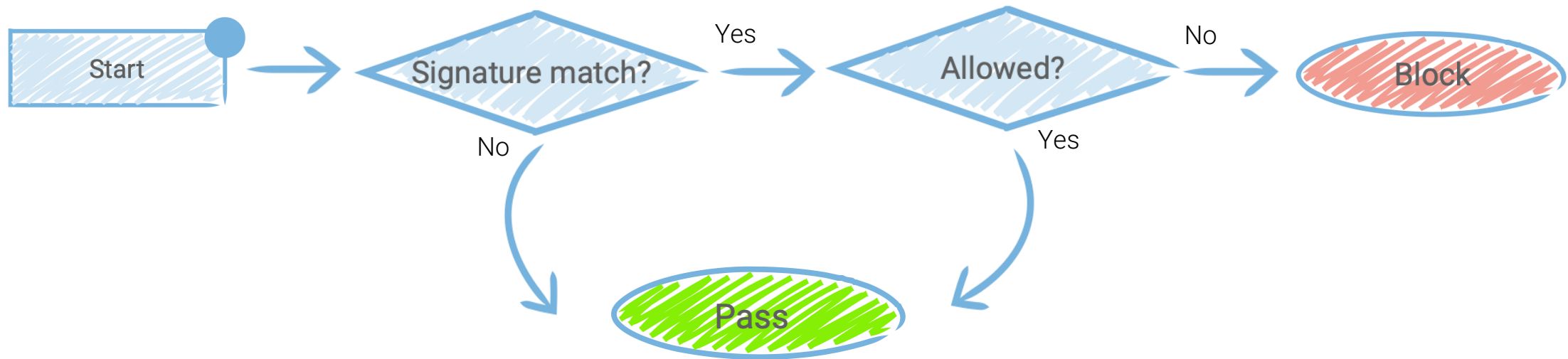
Infrastructures of European Union

Maximum Throughput with IPS Active

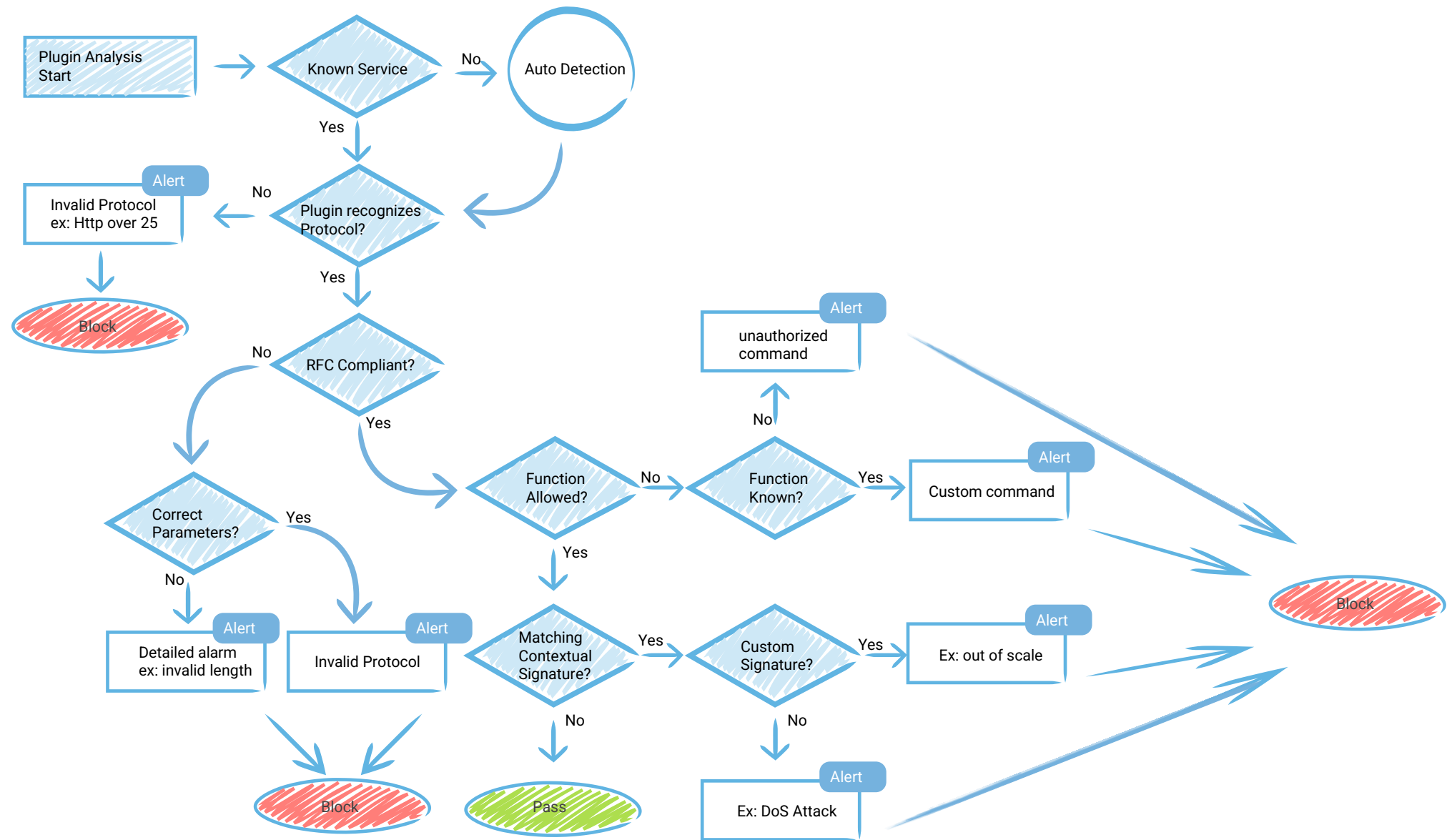


 Proprietary kernel inspection delivers minimal latency and active intrusion prevention without sacrificing user experience.

Traditional signature based IPS analysis



Stormshield intelligent plugin analysis



Beyond IT: Securing Operational Technology



High-value Industry 4.0 expansion plays

- Native deep inspection of industrial protocols
- DIN-rail mounted, ruggedized appliances certified for harsh factory conditions.
- Proven IT/OT micro-segmentation aligned with the IEC 62443 standard.
- Safety mode with Pass-on-fail



Stormshield SNS vs Traditional Vendors

KEY CAPABILITY	LEGACY / TRADITIONAL VENDORS	STORMSHIELD NETWORK SECURITY
Legal Framework	Subject to the US CLOUD Act	100% European Sovereignty / GDPR Immune / ITAR FREE
IPS Performance Impact	High latency and packet drops under load	Kernel-integrated real-time inspection
Defense Certifications	Commercial vendor self-assessments	NATO Restricted, ANSSI qualification, EAL4+, Restreint EU
IT & OT Convergence	Expensive modular add-ons or signatures	Native OT protocol support & ruggedized lines

Thank you

Looking forward to hearing from you



STORMSHIELD

Get in Touch



22, rue du Gouverneur Général Éboué
92130 Issy-les-Moulineaux FRANCE



+33 (0) 9 69 32 96 29



sales@stormshield.eu

The Stormshield Security Range

Cyber-serenity for your business **with trusted European firewalls and network protection.**



Virtual environments



Stormshield
Elastic Virtual Appliance

KVM vmware

openstack.

Microsoft
Hyper-V

amazon
web services

Microsoft Azure



Small businesses and remote sites



SN-XS-Series
170



SN-S-Series
220/320



Medium-sized companies and large agencies



SN-M-Series
520



SN-M-Series
720/920



SN1100



Head offices and VPN concentrators



SN-L-Series
2200/3200



SN-XL-Series
5200/6200



Constrained environments



SNxr1200



SNi10



SNi20



SNi50

UNIQUE FIRMWARE - IT & OT

CENTRALISED MANAGEMENT

LOG MANAGEMENT

hammer
cloud cybersecurity

+



STORMSHIELD

The European choice for cybersecurity

Together, advancing
Sovereign Security



Scan to start your 21-day
Proof of Value ➔



hammer

cloud & cybersecurity

Thank you!
Q&A...

2026