

## RE: [fw-wiz] Proverbial appliance vs software based firewall

*Source:* <http://www.derkeiler.com/Mailing-Lists/Firewall-Wizards/2002-10/0985.html>

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*From:* Marcus J. Ranum ([mjr@ranum.com](mailto:mjr@ranum.com))

*Date:* 10/26/02

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From: "Marcus J. Ranum" <[mjr@ranum.com](mailto:mjr@ranum.com)>

Date: Sat Oct 26 19:39:58 2002

Jared Valentine wrote:

>*John Pescatore (VP @ Gartner) wrote a good report/article on just this  
>subject. "Software security is soft security: Hardware is required."*

What constantly boggles my mind is that anyone takes Gartner's pronouncements on security seriously... They're so ignorant they have no idea how ignorant they are. You've got to understand that most of the input into Gartner is from briefings arranged by the marketing departments of companies that are paying them to listen to their briefings. Basically, Gartner sits at the apex of the hype food-chain; they consume pure hype and produce little sh&t-pellets of hype that is as dense as neutronium. Remember, these are the guys who get all excited and talk about revolutionary new technologies like "intrusion prevention" without realizing that it's just a buzz-word for stuff that has been around for ages. They're idiots.

>*"Throwing more security software at a security problem that is caused by the  
>essentially insecure nature of software is like going to a blind barber-it  
>can only end badly and, more likely than not, bloodily."*

Cute turn of phrase but what's he really saying?

He's saying he doesn't know what software is. And he probably doesn't know what hardware is either. He appears to think that buggy code only exists on hard disks, and doesn't realize that buggy code can also get compiled down into FPGAs or strongARM processors or coprocessors or whatever.

>*While it is correct that all security comes down to "software" at some  
>point, I*