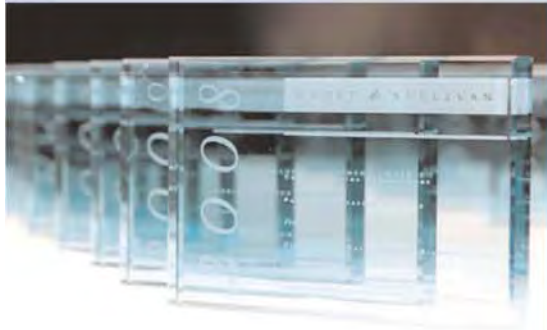




WatchGuard Technologies Inc: Recipient of the
2008 North American Network Security
Technology Innovation of the Year Award



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"We accelerate growth."

2008 North American Network Security Technologies Technology Innovation of the Year Award

Award Description

Frost & Sullivan's Technology Innovation Award is bestowed upon a company (or individual) that has carried out new research, which has resulted in innovation(s) that have or are expected to bring significant contributions to the industry in terms of adoption, change, and competitive posture. This award recognizes the quality and depth of a company's research and development program as well as the vision and risk-taking that enabled it to undertake such an endeavor.

Research Methodology

To choose the award recipient, Frost & Sullivan's analyst team tracks innovation in key hi-tech markets. The selection process includes primary participant interviews and extensive primary and secondary research via the bottom-up approach. The analyst team shortlists candidates on the basis of a set of qualitative and quantitative measurements. The analysts also consider the pace of research and technology innovation, and the significance or potential relevance of the innovation to the overall industry. The ultimate award recipient is chosen after a thorough evaluation of this research.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used to determine the final rankings. The recipient of this award has excelled based on one or more of the following criteria:

- **Significance of the innovation(s) in the industry, and across industries (if applicable)**
- **Potential of the products of innovation(s) to become industry standard(s)**
- **Competitive advantage of innovation vis-à-vis other related innovations**
- **Impact (or potential impact) of innovation(s) on company or industry mind share and/or company bottom line**
- **Breadth of intellectual property related to the innovation(s), that is, patents, scientific publications, and papers in peer-reviewed journals.**

The Frost & Sullivan 2008 North American Technology Innovation of the Year Award in the field of network security technologies for small and medium sized enterprises (SMEs) goes to WatchGuard Technologies Inc. of Seattle, U.S.A in recognition to the company's pioneering efforts and innovation of technologies for VPN gateway security services. With its innovative Firebox X Peak™, Core™ and Edge VPN SSL Gateway solutions, WatchGuard Technologies has not just addressed current security challenges for SMEs but has also revolutionized the progress in the area of secure remote access in enterprises.

Founded in 1996 and headquartered on Seattle, Washington, WatchGuard Technologies Inc. is one of the leading security companies that provide reliable and multi-layered unified threat management (UTM) solutions for global enterprise community. With offices throughout North America, Europe, Asia Pacific, and Latin America, WatchGuard Technologies develops innovative network security technologies for UTM solutions for worldwide enterprises. Through a series of

successful innovations, the company's products and solutions promise to address the growing needs of network security for small, medium and large sized enterprises. With the new VPN gateway security tool, WatchGuard Technologies Inc. today has grown into one of the leading global developers of enterprise network security solutions.

Recent trends in the network security industry shows that Secure Sockets Layer virtual private network (SSL VPN) is emerging as a mainstream technology for secure remote access for large enterprises. Concurrently, the industry envisions a rapid growth in the number of mobile users even in small and medium businesses, thereby creating a huge need for remote access in SMEs.

Towards this goal, WatchGuard Technologies Inc. has recently developed an SSL based secure remote access VPN that could be easily deployed among mobile workforces in SMEs. Their VPN gateways provide world-class dependability and availability of network applications and resources through SSL encrypted tunnels. Their VPN gateways also support end-to-end enterprise security by providing built-in endpoint enforcements and authentications methods. Device attributes such as registry, file and process and multiple authentications schemes for servers, processes and user groups constitute to the endpoint security features associated with Firebox SSL VPNs. Moreover, the Firebox Peak VPN gateway supports more than 6,000 concurrent tunnels, with each activated tunnel offering end-to-end connection for every user.

WatchGuard's SSL VPN appliances can be seamlessly deployed in the local area network (LAN) by connecting it behind the firewall or a load balancer or by straddling a firewall. The highly effective and easy deployment ability of the Firebox VPN gateway enables the company to provide the Information technology (IT) administrators with robust administrative and security command over the remote access network. Apart from this, VPN gateway can be easily aligned with the company's complimentary UTM solutions to deliver superior remote access security for SMEs.

The Firebox SSL VPN gateway also comprises of an original VPN manager which can automatically configure, monitor and manage the VPN tunnels across the enterprise. The VPN manager is built on an innovative Dynamic VPN Configuration Protocol (DVCP) technology, which helps in configuring the VPN logs on multiple network devices, thereby significantly reducing the time involved in the process. The proprietary DVCP technology facilitates the users to dynamically create VPN rules and tunnels in network devices without causing redundancy in policy creation for each device separately. This key feature aids the VPN manager to dynamically distribute VPN configurations, thereby launching the VPN tunnels instantaneously.

The current trend in the network security scenario in the SME industry shows an enormous need among developers to create security tools and technologies for all types of enterprises. Traditionally, only large enterprises were considered as potential markets for deploying various network security technologies. With WatchGuard Technologies Inc.'s breakthrough innovations in the SSL VPN domain, we can soon envision tremendous developments in the area of network security for SMEs and the industry will soon recognize this enterprise sector as a major market for global research, development and deployment. With dedicated research effort and strategic partnering with software companies towards implementing their technologies, WatchGuard Technologies Inc, has become one of the true global leaders of today's VPN security companies.

Due to its superlative capabilities to deliver advanced enterprise security solutions through the innovative Firebox SSL VPN gateway and DVCP technology along with the UTM solution, WatchGuard technologies Inc. is recognized with the Frost & Sullivan 2008 North American Technology Innovation of the Year Award.



About Frost & Sullivan

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