



PRESS RELEASE

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IRONPORT SYSTEMS™ Acquires SpamCop

*Strengthens IronPort's Position as the Leader in Email Sender Reputation,
Ensures SpamCop Viability*

SAN BRUNO, Ca- November 24, 2003 – IronPort Systems, the leading email infrastructure products and services company, announced today the acquisition of SpamCop, www.spamcop.net, the premier web-based service for reporting and blocking spam. Data from SpamCop's extensive complaint network will be integrated with IronPort's SenderBase™ and Bonded Sender™ Program—greatly strengthening the IronPort Systems information services portfolio. IronPort's information services are an integral part of the IronPort C-Series enterprise email gateways –high performance appliances designed to eliminate spam, enforce corporate policy and secure the network perimeter. In turn, IronPort's infrastructure will protect the SpamCop web site from attack and help scale the service. Julian Haight, SpamCop's Founder, will continue to manage the service.

The Importance of End User Data

End user complaints provide critical data in determining what is spam and what is not. Consumer complaint data helps to determine the reputation of senders—allowing network and service providers to determine policy. SpamCop allows recipients to take concrete action against spam. By reporting unwanted email through the SpamCop service, a consumer's complaints can be heard by the sender, network provider and Internet community as a whole.

“SpamCop has hundreds of thousands of users identifying and reporting spam. SpamCop sees nearly 500,000 complaints per day. This unparalleled network has proven to be tremendously effective at identifying spam in real-time,” said Patrick Peterson, General Manager of Information Services at IronPort Systems. “IronPort will invest over one million dollars in SpamCop, helping to protect and develop this valuable resource. In addition, this enhances IronPort's commitment to powering and protecting email.”

"IronPort's acquisition of SpamCop is a win-win situation—it's an asset and market differentiator for IronPort and a major contribution to the fight against spam and fraud. By integrating SpamCop data with SenderBase, IronPort is combining two effective techniques for tracking the quality of a sender's volume and complaints. While complaint data on its own is not totally effective, the use of this information with the

other techniques in the IronPort repertoire, such as the Bonded Sender Program, is a powerful combination," said Joyce Graff, Analyst at Graff and Co. "Spammers generate a disproportionately high number of end-user complaints. IronPort is using the complaint data from SpamCop and other sources to establish a sender's reputation. Understanding the identity and reputation of senders ultimately makes email a safer, more reliable medium."

Using Sender Reputation to Stop Spam

Many spam filters rely on message content to determine whether or not a message is spam. However, these "content-based" spam filters have certain inherent limitations. Content filters still force companies to bear the significant cost of accepting and scanning messages. Content filters are also defenseless against threats such as directory harvest attacks (DHA) and lose effectiveness as spammers adapt their messages to 'outsmart' filters. These problems give rise to the need for a sender reputation system, which goes beyond analyzing message content to tracking the quality of the sender.

Volume and complaint data from sources such as SpamCop are combined with dozens of other variables to calculate the SenderBase Reputation Score (SBRs). The SBRs is then integrated with IronPort's C-Series enterprise email gateways, allowing enterprises to dramatically reduce the load on content-based filters, detect threats such as DHA's, and help companies avoid false-positives.

A Benefit to the Internet

SpamCop has been fighting spam for over five years. Recently, the volunteer-based model SpamCop relies on has come under siege. Spammers have launched numerous denial of service attacks on anti-spam sites, dramatically increasing the cost to operate services and causing several anti-spam sites to shut down. IronPort's investment in SpamCop will help ensure the ongoing viability of a critical source of data in the fight against spam. Access to the SpamCop service will remain free of charge.

"I am pleased with the terms of the deal, in no small part because I feel IronPort will support my goals, helping me protect and nurture SpamCop," said Julian Haight, SpamCop Founder. "We all agree that SpamCop is valuable and needs proper care and feeding. I will continue as the driving force behind the product direction. IronPort will free me from other tasks so that I can focus on what's important. "

For more information on SpamCop visit www.spamcop.net. For more information on the IronPort C60 or other IronPort products and services, visit: www.ironport.com.

ABOUT IRONPORT SYSTEMS™

IronPort Systems is an email infrastructure products and services provider targeting the Global 2000. The company has developed a family of products called Messaging Gateway™ appliances that offer breakthrough performance, unprecedented ease of use, and reduced total cost of ownership. Additionally, IronPort Information Services, Bonded Sender www.bondedsender.com and SenderBase www.senderbase.org, help guarantee the delivery of legitimate email and thwart the voluminous threat of unsolicited commercial email (UCE) or spam.

IronPort A60, IronPort A30, IronPort C60, Messaging Gateway, AsyncOS, IronPort, SenderBase, and Bonded Sender are trademarks of IronPort Systems.

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