



PRESS RELEASE

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IRONPORT SYSTEMS™ Launches Worldwide Channel Partner Program

IronPort Provides Channel Partners with High-Performance Email Security Appliance for Small and Medium Business Markets

SAN BRUNO, Calif. — March 15, 2004 – IronPort, the leading email infrastructure products and services company, today announced that it has launched the IronPort Worldwide Channel Partner Program. Through this program, IronPort has established relationships with 40 leading VARs and resellers in 20 countries to provide customers with world-class email infrastructure. By offering customers the local expertise and resources of qualified partner organizations, IronPort both aggressively extends its market reach, and ensures that its customers maximize the value of their email infrastructure.

“IronPort is one of the few channel-friendly product manufacturers left. Their relevant technologies, great margins and product lines whose win ratios are significant give us great impetus to speak with existing customers, to go back to past customers and to pursue new markets,” said Bob Cohen, president and CEO of CG Atlantic, a technology provider for several high profile New York businesses. “In addition to delivering state of the art technology, they also provide the highest level of pre- and post-sales support.”

Today, the company also introduced the IronPort C10 Messaging Gateway™ appliance, an all-in-one product designed especially for small and medium businesses. Based on the technology and features of the IronPort C60, the messaging gateway used by Fortune 500 companies and major ISPs, the IronPort C10 provides a single, affordable solution for spam protection, virus protection, threat prevention and policy enforcement for companies with fewer than 250 email users. The IronPort C10 will be sold exclusively through IronPort’s Authorized Channel Partners.

“IronPort has built the most sophisticated email security products on the market,” said Jim Hyman, Director of Channels at IronPort. “The IronPort C10 compliments the overall product line by bringing our technology to small and medium businesses. We’ve built a go-to-market strategy around the expertise, value and services offered by our channel partners. Together, we can satisfy customer needs and increase market share.”

IronPort has experienced tremendous demand and rapid adoption for its C-Series appliances – the IronPort C60, used by the Global 2000, and the IronPort C30, for companies with up to 1000 email users. The IronPort C-Series Messaging Gateway appliances provide the ideal perimeter defense against email virus attacks or malicious spam attacks with a unique layered approach to security. The outer layer is IronPort's Reputation Filters™, which prevent hostile traffic from entering the network. The inner layer of spam defense uses Brightmail's anti-spam technology to detect spam, and Sophos anti-virus technology to detect viruses. This combination of prevention and detection yields the highest performance and highest accuracy of any system on the market. The IronPort C-Series products have remote management as well as unique reporting capabilities for IT providers and email administrators.

“Some of the largest companies in the world have deployed IronPort email infrastructure products,” said Jason Knight, Security Practice Group Director for Accudata, an independent IT professional services and solutions firm that specializes in enterprise network and security infrastructure. “With the introduction of the C10, IronPort now has next generation messaging functionality targeted to our entire range of customers. Through our partnership, we can now meet the growing demand with the best technology on the market and provide customers with the local support, value and services they expect.”

The IronPort A-Series, a line of messaging gateway appliances optimized for delivery of outbound commercial email, is also available through the channel program. IronPort's Worldwide Channel Partner Program provides both marketing and sales, training, implementation and support. For more information on IronPort products or channel program visit www.ironport.com

ABOUT IRONPORT SYSTEMS™

IronPort Systems is the leading email infrastructure products and services provider for organizations ranging from small businesses to 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.com), help guarantee the delivery of legitimate email and thwart the voluminous threat of unsolicited commercial email (UCE) or spam. For more information on IronPort products and services, visit: <http://www.ironport.com>.

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