



PRESS RELEASE

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IRONPORT SYSTEMSTM Leverages Success With Global 2000 to Extend its Worldwide Reach

*IronPort Expands Channel Program—Enabling Partners to
More Effectively Service Small to Mid-Sized Businesses*

SAN BRUNO, Calif. — February 1, 2005 – IronPort, the market share leader in email security, today announced the expansion of its already proven and rapidly growing Worldwide Channel Partner Program. Launched in March 2004, IronPort's Channel Partner Program is designed to offer customers local expertise and resources. The expanded program will enable partners to easily market, sell and support IronPort email security solutions in the mid market. IronPort's expanded channel program now features a three-tier structure that offers additional discounts, a formal training and certification program, additional sales and marketing resources and access to an online portal.

"IronPort's vision is to be the leading email security company. Our strategy all along has been to build unique technology to dominate the ISP and Global 2000 markets and then make this technology available to the mid-market through our channel partners," said Shrey Bhatia, vice president of International Sales at IronPort. "We have proven our success today with 1,000 enterprise and ISP customers, a channel program consisting of over 100 partners, and a worldwide presence in 42 countries. Now is the right time to grow our channel. The expanded program represents a major milestone for IronPort in its strategic direction."

When it comes to evaluating and selecting new technologies, companies rely on local resources, especially within the mid-sized market. IronPort's strategy to leverage trusted channel partners who have strong security expertise and knowledge of their geographic market has proven to be the most successful way to meet the needs of these companies.

“As an early member of the IronPort channel program, Milestone Systems has benefited first hand from IronPort’s technology innovation and industry leadership. We appreciate the fact that IronPort offers a solid product, knows what our customers need, and provides our company the resources it needs to serve our customers,” said Mark Greer, Senior Vice President, Milestone Systems. “We are looking forward to this next evolution of IronPort’s program—particularly taking advantage of the new technical training certification and marketing commitments.”

More information about IronPort’s channel partner program can be found on <http://www.ironport.com/about/partners.html>

ABOUT IRONPORT SYSTEMS

IronPort Systems is the leading email security provider for organizations ranging from small businesses to the Global 2000. The company has developed a family of email security appliances, the IronPort C-Series™, that offer breakthrough performance, unprecedented ease of use and reduced total cost of ownership. IronPort is driving new standards and providing innovative products for those faced with the monumental task of managing, protecting, and growing mission-critical email systems. For more information on IronPort products and services, visit: <http://www.ironport.com>.

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