



Press Release

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Fortinet Expands to EMEA; Launches Ideal/Bell Microproducts Distribution Campaign to Focus on SME Market

LONDON, 19 Nov. 2002 — Fortinet – a provider of network protection systems and the only provider of ASIC-powered, network-based antivirus solutions – announced today that it has established a new office in the UK, with regional headquarters oversight for EMEA. Additionally, the company announced it has signed a distribution agreement with Ideal, the UK operation of Bell Microproducts, one of the largest value-added distributors of computer products in the world.

To kick-off the relationship, Fortinet and Ideal are mounting a campaign focused on meeting the needs of small and medium size enterprises (SMEs). This is a group that has significant IT security needs but chronically underserved by conventional technologies and products. As a key part of the campaign, Ideal is leveraging Fortinet's multifunction Network Protection Gateways (NPGs) as the cornerstone of the company's value-added network security and productivity solutions.

“We see enormous demand for effective network protection solutions to meet the needs of small and medium size business customers. Until now we have been unable to find a suitable solution with the functionality, performance and price appropriate for this market,” said Richard Hemmington, head of security at Ideal. “Fortinet's solutions are

changing the picture, delivering the right set of products at the right time, and for that we see enormous opportunity.”

Ideal will distribute Fortinet’s complete line of FortiGate™ NPGs, from the SOHO-focused FortiGate 50 model to the recently introduced, gigabit capacity FortiGate 3000 NPG. FortiGate units are ideal for the SME market because they combine a wide range of functions including antivirus, content filtering, firewall, VPN, intrusion detection and traffic shaping – in dedicated, all-in-one units that are easy to install and manage, yet cost a fraction of conventional systems.

Said Julian Maule, director of information technology at Liquid Capital, a London-based trading company that recently deployed the FortiGate 400: “We’ve been using a conventional firewall for the past two years, but we were keen to add anti-virus and content filtering protection. What’s really made a difference to us is the unit’s flexibility and ease of configuration. It is now not an issue adding and changing network services. We’re also comfortable knowing that we have a lot of scope for our future expansion plans.”

The FortiGate units provide the best combination of performance and value available for small and medium-size businesses, branch offices and telecommuter/SOHO applications, and serve both stand-alone and multi-site applications.

“We are very excited by the opportunity to work with Ideal to expand our presence into the UK and EMEA,” said Jens Andreassen, Fortinet’s managing director for EMEA. “Ideal has tremendous reach with its extensive network of thousands of resellers. Our EMEA channel partners and customers alike will now have easy access to and local support for their FortiGate products, bringing improved, cost effective network protection to the broad European market.”

According to a recent Gartner Group survey, SMEs rated security as the category they were most likely to invest in for 2003 IT infrastructure expenditures, in addition to operating systems upgrades. A related Gartner Dataquest report found that among Western European SMEs, 40 percent plan to increase their IT spending in 2003.

About Ideal (www.ideal.co.uk)

Ideal is the UK subsidiary of the world's largest storage-centric, value-added distributor, Bell Microproducts Inc. Ideal's product portfolio includes a comprehensive range of data storage, systems, software and services solutions from over 80 market leading IT vendors including HP/Compaq and Microsoft. In 2001, Ideal was awarded Storage Distributor of the Year for the third consecutive year.

About Bell Microproducts (www.bellmicro.com)

Bell Microproducts (NASDAQ: BELM) is an international, value-added provider of a wide range of high-technology products, solutions and services to the industrial and commercial markets. The company is an industry-recognized specialist in storage products and is one of the world's largest storage-centric value-added distributors with offices in the Americas and Europe.

About Fortinet (www.fortinet.com)

Fortinet, privately held and based in Santa Clara, Calif., enables enterprises and service providers to improve the security of their networks, reduce misuse and abuse, and better utilize network resources without compromising performance – at dramatically lower costs. Fortinet's industry-leading FortiGate Series of NPGs breaks the Content Processing Barrier, delivering application-level services such as virus protection and content filtering along with firewall, VPN, intrusion detection and traffic shaping functions, as high-performance network services in dedicated, easily managed platforms. The FortiGate Series is powered by Fortinet's patent-pending FortiASIC™ content processing engine, providing the first and only systems with ASIC-accelerated, network-based antivirus protection.

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