



## Press Release

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### **Fortinet and Guarded Networks Partner to Enable BorderShield 'Security on Demand' Offering for SMBs**

SANTA CLARA, Oct. 21, 2003 — Fortinet – the only provider of ASIC-powered, network-based antivirus firewall systems for real-time network protection – today announced that Guarded Networks, a managed security services provider (MSSP), has chosen to support Fortinet's FortiGate™ Antivirus Firewall products in its BorderShield™ managed security service platform to capitalize on the growing demand by small- and medium-size businesses (SMBs) for outsourced security services.

The Fortinet deal, in addition to a number of existing firewall and IDS manufacturers supported under BorderShield's managed security and reporting services, makes BorderShield one of the most versatile managed security services within the SMB and enterprise services marketplace. Guarded Networks offers managed security including security monitoring, reporting and real-time response under the BorderShield™ brand. BorderShield services, enabled by Fortinet's FortiGate systems, are currently operational and have been deployed to a wide range of customers in the southeastern United States.

"The time required to accurately identify, trace and rectify security violations is a major drain on the ability of IT departments to effectively manage their other day-to-day operations and support their companies' business objectives," said Mariano Dy-Liacco X, executive vice president and chief operating officer, Guarded Networks. "BorderShield

managed security services and reporting enables our VAR partners and customers a security service offering that few MSSP and internal IT security departments can match.”

In addition to supporting end users directly, Guarded Networks and Fortinet are offering the BorderShield “security on demand” service, powered by Fortinet, to value-added resellers (VARs) to remarket under Guarded Networks’ BorderShield label.

BorderShield’s 24 x 7 IT security services empower organizations with a proactive approach to managing a sound IT security program. BorderShield’s security reporting offerings are designed to meet the stringent requirements of Gramm-Leach Bliley (GLB), Healthcare Insurance Portability Accountability Act (HIPAA) and ISO 17799.

With IT security breaches growing at a dramatic rate, it is increasingly difficult for SMBs to keep abreast of the new defensive developments and analyze their significance relative to the company’s business strategy. The Internet also enables more sophisticated security breaches, especially the fast-spreading and costly content-based attacks that cause the most damage. The level of skills necessary to manage security in this sophisticated, fast-changing environment is often beyond the resources of all but the largest enterprises.

“By dramatically increasing the revenue that can be derived from each deployment while greatly reducing the equipment and management costs required to deliver security services, Fortinet has changed the economics of managed security services and enabled a new generation of profitable MSSPs,” said Richard Kagan, vice president of marketing, Fortinet. “Our ASIC-accelerated, integrated security platforms provide higher performance, more comprehensive security at the network perimeter and greatly reduce equipment and operating costs – enabling MSSPs like BorderShield to provide their value-added services to meet customer needs and drive additional revenue and profit to their resellers’ bottom line.”

The Fortinet-powered BorderShield offering provides VARs with a multitude of new revenue opportunities including the ability to deliver antivirus, content filtering, intrusion detection/prevention, firewall, VPN and other security services either as bundled or a la

carte, fee-based services. BorderShield leverages the flexible FortiGate platform to enable all of these services at a cost that is 5-10 times less than a collection of point solutions. Additionally, the FortiGate platforms are extremely simple to install and maintain, and require minimal operating expenses compared with conventional systems. This enables VARs to turn on services or policies on the fly to derive recurring, subscription-based revenue from multiple customers.

**About Guarded Networks ([www.guardednetworks.com](http://www.guardednetworks.com))**

Guarded Networks Inc. (GNI), and its BorderShield MSS offerings provide the ultimate level of security. BorderShield's service offerings include managed firewall and IDS security services, assessment services, security training services and reporting services that are designed to meet the stringent requirements of GLB, HIPAA and ISO17799. Guarded Networks offers its suite of BorderShield™ ([www.bordershield.com](http://www.bordershield.com)) managed security service offerings through authorized channel partners, VARS and co-marketing partners who promote value added information technology services to their banking, healthcare, and telecommunications customers in exchange for a substantive share in the respective revenue generated from its customers.

**About Fortinet ([www.fortinet.com](http://www.fortinet.com))**

Fortinet's award-winning FortiGate™ series of ASIC-accelerated antivirus firewalls, winner of the 2003 Networking Industry Awards Firewall Product of the Year, are the new generation of real-time network protection systems. They detect and eliminate the most damaging, content-based threats from email and Web traffic such as viruses, worms, intrusions, inappropriate Web content and more in real time – without degrading network performance. FortiGate systems, the only ICSA quadruple-certified security products (antivirus, firewall, IPSec, NIDS), also deliver a full range of network-level services – including firewall, VPN and traffic shaping – in addition application-level services in integrated, easily managed platforms. Fortinet, named to the “Visionaries” category in the 2003 Gartner Enterprise Firewall Magic Quadrant, is privately held and based in Santa Clara, California.