



## Press Release

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### **Fortinet Continues Rapid European Expansion with Major New Distributors and Management**

*New Distribution Agreements Spanning Southern & Central Europe to Scandinavia;  
Security Industry Executive Joins as Regional Director for Southern Europe*

SANTA CLARA, Calif., March 4, 2003 – Fortinet – the only provider of ASIC-powered, network-based antivirus firewall systems for real-time network protection – today announced a slew of new distribution partners to significantly strengthen its reach across Southern and Central Europe to Scandinavia to serve the rapidly growing demand for Fortinet’s award-winning, industry-leading security products.

The Fortinet agreements, announced in conjunction with Fortinet’s upcoming appearance at CeBIT, include the following new partners and markets:

- France – Softway, a leading French distributor of specialized security and networking products
- UK – Wick Hill Group, a leading international value-added distributor specializing in secure infrastructure solutions for e-business
- Italy – Sidin SpA, a leading distributor of value-added networking and security products to systems integrators, Internet service/telephone providers and carriers, and VARs

- Spain – Sofecom’s Mambo Technology, a value-added distributor specializing in the distribution of security and wireless products
- Norway – Trygg Data, a specialized value-added distributor of security products to the broader market, providing expert security knowledge and support to systems integrators, service providers, VARs and the education sector
- Austria – Corex, a primary value-added distributor of networking and security products, providing systems integrators and VARs with project and solution planning training and support
- Belgium –Attraxion, a leading Belgian distributor of networking and security solutions
- Switzerland – Boll Engineering, a specialized distributor of security and connectivity products and solutions; Boll represents high caliber security project, training and support management for the Swiss market

These newest members of the Fortinet Partner Program will be responsible for distributing Fortinet’s complete line of FortiGate™ Antivirus Firewalls, from the SOHO-focused FortiGate 50 model to the gigabit-capacity FortiGate 3000. The FortiGate family of antivirus firewalls combines hardware and software in integrated platforms that deliver a full complement of network- and application-level security and productivity services, including antivirus, content filtering, intrusion detection, firewall, VPN and traffic shaping. The ASIC-based content processing engines in the FortiGate units enable real-time analysis of content at the application level, and support perimeter deployment of services – including antivirus protection and content filtering – without degrading network performance.

“These agreements reinforce Fortinet’s growing position in the European enterprise security market as a provider of highly differentiated products,” said Jens Andreassen, Fortinet’s managing director for EMEA. "Our customers are looking to improve the security of their networks, affordably, while maintaining the performance of their network applications. Our partners are looking for highly differentiated, competitive

products that will give them an edge in today's competitive marketplace. Our FortiGate systems and our aggressive, flexible channel programs enable us to satisfy both of these needs."

Today's announcements build on Fortinet's previously announced alliances in the UK with Bell Micro's Ideal, and in Germany with eSeSIX, with whom Fortinet is jointly exhibiting at CeBIT Hannover March 12-19, 2003, Halle 15, Stand B05.

"I was amazed to find an early-stage company like Fortinet to have such a mature product line in terms of its range, capability and product stability, in addition to offering an automated support/maintenance structure already in place to keep the FortiGate antivirus firewall products constantly updated," said Fari Boustantchi, Softway's managing director and CEO.

### **Andre Stewart Appointed Regional Director**

In order to support its growing partner base, Fortinet has appointed security industry executive Andre Stewart as regional director for Southern Europe. Stewart, based in Fortinet's French office in Sophia Antipolis, comes to the company from Netscreen where he was a regional director. Prior to that he founded Datascape, a permission-based online marketing company, and also founded Agora, an M&A IT consultancy business.

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

Fortinet's award-winning FortiGate series of ASIC-accelerated antivirus firewalls 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. The FortiGate systems deliver a full range of network-level services – firewall, VPN, intrusion detection and traffic shaping – as well as application-level services such as antivirus and content filtering, in dedicated, easily managed platforms. Fortinet is privately held and based in Santa Clara, California.

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