



## Press Release

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**Zuken NetWave Announces Fortinet Alliance to Attack Rapidly  
Growing Network Protection Market in Japan**  
*Unique antivirus capabilities of Fortinet's FortiGate™ product line addresses  
weaknesses of conventional systems, expands market*

TOKYO, Nov. 22, 2002 — Zuken NetWave Inc., a Yokohama, Japan-based distributor of network security products, announced today its intent to penetrate the Network Protection Gateway market through an alliance with Fortinet, a provider of network protection systems and the only provider of ASIC-powered, network-based antivirus solutions.

The market for Network Protection Gateways (NPGs) is expected to grow rapidly fostered by Zuken's broad distribution of Fortinet's FortiGate™ product line, including the recently launched FortiGate 3000, which is well positioned for high-end enterprise and carrier-class customers. Ken Xie, who also founded Netscreen, founded Fortinet in October 2000, and the company formally launched a complete line of seven FortiGate NPG products this year.

Zuken NetWave is especially excited by the opportunity to provide an entirely new type of antivirus solution to the Japanese market, where enterprise customers are looking for ways to prevent harmful virus and worms from entering their networks and causing damage. According to Eric Takaya, President/CEO at Zuken NetWave: "Many Japanese companies have suffered damage from virus and worm attacks, even though they had

antivirus software installed on their PCs and servers. With the FortiGate products, we can now stop these attacks at the edge of the network – without compromising performance, and at an extremely affordable price. We see an enormous opportunity for the FortiGate products in our market.”

The power of Fortinet’s hardware-based antivirus engine is complemented by a full range of FortiResponse™ services that ensure a timely and continuous flow of information and updates that keep FortiGate units and their users up-to-date on the latest threats. These include: the global Threat Response Team, a group of virus industry experts that identifies and characterizes new threats; the FortiResponse Center Web portal that provides information on new attacks and responses; and the FortiResponse Update Infrastructure that provides fast, reliable, automatic downloads of new attack “signatures” to FortiGate units worldwide.

“We believe Zuken will be very successful with the FortiGate NPGs because they are the first ASIC-based antivirus gateway products that have earned dual certification by the ICSA for antivirus and IPSec VPN functions,” said Ken Xie, founder, president and CEO of Fortinet. “Because Fortinet’s integrated platforms include protection against threats to both network security and productivity, we have created a new category called ‘Network Protection Gateways’ that responds to the needs of companies large and small in Japan.”

The FortiGate 3000 NPG has just been launched in the United States as the premier product in the industry that meets the increasing demands for superior gigabit-performance network protection at significantly lower prices, and delivers a three times improvement in price/performance over previous models, including the ability to screen Internet/network traffic at accelerated speeds of up to three gigabits/second.

Toward the goal of becoming one of the top antivirus security solutions providers in Japan, Zuken NetWave is focusing on the enterprise, managed services and small office/branch office markets with targeted value propositions:

- Enterprise Market: Faster and lower cost solution with Fortinet Network Protection Gateways for antivirus screening
- MSP: New services or value-added services utilizing Fortinet Network Protection Gateways for managed network and security implementations
- Small Office/Branch Office: All-in-one solutions that are easier to deploy, manage, maintain and track, and clearly measurable in terms of their total cost of ownership vs. disparate point solutions from multiple vendors

**About Zuken NetWave ([www.znw.co.jp](http://www.znw.co.jp))**

Zuken NetWave is a strategic subsidiary of Zuken Inc., the worldwide leader of PCB/MCM/HIC software products in the field of electronic design automation (EAD). Zuken NetWave is focusing on the field of network security and Web site performance management.

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