



Press Release

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Fresh Egg Alliance Chooses Fortinet to Enable Branded Managed Security Service Offerings for UK Resellers

SANTA CLARA, Calif., July 17, 2003 — Fortinet – the only provider of ASIC-powered, network-based antivirus firewall systems for real-time network protection – today announced an initiative to enable UK resellers to offer managed security services to their customers without requiring any up-front investment in people or equipment. In conjunction with Fresh Egg NT, the security distributor and managed security service provider based in the UK, Fortinet resellers can offer Fresh Egg's managed security services under their own brand using Fortinet's FortiGate™ antivirus firewall systems. The Fresh Egg service is designed for small- and medium-sized companies that traditionally have not had the internal resources and expertise necessary to deploy and manage complete network security systems that can protect against the full range of today's increasingly sophisticated network threats.

With the FortiGate Antivirus Firewall platform integrated into the Fresh Egg NT managed services suite, resellers are now able to provide a managed service alternative for their customers that provides email content filtering, antivirus protection, firewall and perimeter security, web filtering, monitoring and reporting, intrusion detection and prevention, in either an a la carte or bundled service fashion. The FortiManager system's centralized, role-based management system ensures that the service is easy to provision, enabling services and policies to be added and changed on the fly to deliver differentiated, high-value services. Fresh Egg's customizable portal enable's each reseller to offer a custom-tailored suite of services

under their own brand. Fresh Egg provides installation support as well as ongoing monitoring, management and reporting for resellers' end user customers.

Jens Andreassen, Fortinet's vice president of sales for Europe, believes this type of "white label" service forms a powerful opportunity for the channel: "VARs are now able to very quickly launch and derive recurring revenues from a managed service offering, in their brand, without all of the investment in people and infrastructure normally needed for this type of service. It's a great way for resellers to build deeper, higher value, longer lasting relationships with their customers, and lowers the barrier to adoption by new customers. By enabling an unprecedented range of high-value services on a single, low-cost system Fortinet has changed the economics of managed security services, enabling a new generation of profitable managed service providers."

Fresh Egg NT Managing Director, Graham Fox said. "We're finding this is an ideal way for resellers to expand revenues to a market that was historically resistant to getting too involved with IT security because of the perceived high investment and skill sets needed. Now as regulations tighten on data protection, IT security is a major issue and companies of all types are seeing how the 'no hassle' managed services option uniquely fits their needs. The Fortinet products are ideally suited to this model, and our approach can rapidly take Fortinet-powered managed security services to a much wider range of resellers and their customers."

Axial Systems – a leading supplier of network management systems and analysis tools to the UK market – is one of the first companies to offer the Fresh Egg managed security service combined with Fortinet's platform. Paul Spencer, Managing Director of Axial Systems said: "A great benefit to providing this service is that we're able to monitor and analyze the threat activity on Fresh Egg's network, take preventative measures and make the client more aware of potential attacks. With Fortinet there are no complicated licence issues, and with all of the services provided in a single unit the configuration and management are a breeze."

Gartner Dataquest estimates that the Western European IT security services market for managed security services will grow from \$547.8 million in 2002 to \$1.2 billion in 2006, which is a CAGR of 19.3 percent.

About Fresh Egg NT (www.fresheggnt.com)

UK-based network equipment distributor Fresh Egg Network Technologies Ltd. (FENT) has developed an extensive range of pre- and post-sales support and managed services uniquely tailored to meet the specific needs of both SME and corporate end-users. FENT's managed security services help customers manage the technical complexity and chronic skill shortages that are driving many organizations to look at outsourcing the management of their information security.

About Fortinet (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 prevention 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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