

## MEDIA MONITOR SHEET

Publication : *NEW INDIAN EXPRESS*

Date : *20/02/05*

Bangalore

### Fortinet launches mail-filtering & anti-spam service

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Bangalore, Feb 19: Security needs of companies today are driven by a new genre of attacks from network-based to content-based attacks via email, web and file transfers. To address this threat, most enterprises are turning to Unified Threat Management (UTM) appliances which combine various security technologies like firewall, virtual private networks (VPNs), intrusion detection and prevention (IDP) and gateway anti-virus.

According to IDC, by 2007, 80 percent of all security solutions will be delivered via a dedicated appliance and California-based Fortinet Inc. has taken the lead in the UTM security appliance market with 29.5 percent market share. Fortinet has unveiled two new additions to its network security solutions and services portfolio, for its customers in the APAC region. They are, FortiGuard for URL filtering and FortiShield, an anti-spam service.

"Fortinet's mail filtering and anti-spam service will augment our product portfolio in India. Th-

ese new services will enhance employee productivity, save bandwidth, improve the processing power of the mail server and minimise false positives," said Vishak Raman, Country Manager - India, Fortinet. With this value addition in the product range, Raman is confident of touching the \$2.5 million mark in sales by March 2006.

One of the key differentiators of the new product, according to Raman is that Fortinet would charge a flat fee for the box which is based on unrestricted user licence, rather than charge every user or mailbox. Unlike competing products which are expensive, as they charge a 'per user based' fee. Within a year of commencing operations in India, the company has bagged orders from Biocon, BITS Pilani, Amity Business School, Pantaloon, Tata Infotek, Hyundai and repeat orders from Sonata and Malayala Manorama.

The network security market in India stands at \$28 million and it is expected to show a CAGR of 24.1 percent, the highest in Asia Pacific region.