

KaVaDo Announces Record Success for 2002 Financial Year

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IT security vendor KaVaDo, the technology leader in Web Application Protection, announces today its achievements for the 2002 financial year. Highlights include over 100 new customers and revenue growth of over 300 percent. Tal Gilat, KaVaDos CEO, attributes much of this growth to the companys industry-leading product offerings and global network of partners and resellers.

While we continue to enjoy great success in the United States, we have also seen tremendous adoption overseas in European and Asian markets, with definite potential for future growth, Gilat says. A primary key to our success is our AutoPolicy technology, which integrates our application firewall with results obtained from our scanner product. This has helped us achieve a very high success rate when approaching new sales opportunities. Analysts predict the Web application security market to be one of the fastest growing areas in the industry, and with our proven technology and global network of partners, KaVaDo fully expects to improve on our numbers in 2003.

KaVaDo has continued to prove its technology leadership in Web Application Protection with the success of its InterDo and ScanDo product lines. Combining state-of-the-art Web application firewall and scanner technologies, the company offers customers a distinct advantage over other solutions on the market. The integration of the two products enables customers to quickly set a high level of security for their entire application environment, preventing known and unknown threats without requiring constant updates or new signatures.

The products have sold exceptionally well in industries that rely heavily on large amounts of sensitive information, such as financial services, healthcare and government. KaVaDo is seeing tremendous growth potential for the telecommunications, manufacturing and retail markets as well, which are quickly expanding their use of Web applications and services.

One of KaVaDos new customers in the last year, Paymentech, has incorporated the companys solutions to protect its Web applications as part of a layered approach to security. We have been using firewalls and intrusion detection systems to protect our network, but realised that there are a number of threats that are not addressed by these technologies, said Bill Kline, Data Security, Paymentech. With KaVaDo we can prevent attacks at the application layer in order to leverage new Web applications without exposing our IT resources to additional methods of attack. The products have integrated very well within our existing application environment and have become an important component of our security strategy.

As well as positive feedback from customers, KaVaDo continues to receive strong response from industry experts in the form of awards, including Windows & .NET Magazines Readers Choice Award for InterDo and SC Magazines Pick of 2002 for both ScanDo and InterDo. KaVaDo has also been named a finalist for eWeeks Excellence Awards and Network Computings Well-Connected Awards. As further recognition, KaVaDos customer, Paymentech, won an Information Security Leadership Award from the Information Management Network for its use of InterDo in a comprehensive security strategy. KaVaDos comprehensive approach to Web application security has spawned much of their success and continues to be a great asset for us as partners, said Robert J. Mehler, Chief Information Officer, BruteForce Security. Web-enabled businesses are clearly recognising the importance of an end-to-end security solution for the multitude of Web

application attacks they are getting hit with. We are proud to

be a partner and share in this success with KaVaDo, who has done well to address the marketplaces growing concerns.

BruteForce Security is one of KaVaDos premier global partners and a member of its Protected Path Alliance Program announced earlier this year. KaVaDos open architecture and unmatched ease-of-use make it a perfect candidate to be integrated with other solutions and services. The modular design of the companys products also enable it to address the newest technologies including SOAP and WebServices as they emerge, so customers and partners can be sure that the products value will be sustained as application technology continues to evolve.

KaVaDo provides next-generation Web application protection solutions and vulnerability assessment products for the corporate market using its patent-pending Protected Path technology. These solutions account for the various types of threats against Web applications and allow IT management to apply only the necessary protection against anticipated threats, known and unknown. KaVaDo offers a unique, effective approach to Web application protection with minimum strain on system resources, easy installation and management, and flexibility to handle a variety of applications under different environments.

The company is based in New York with international research and development, sales and support facilities. KaVaDo has secured funding from Banc of America Equity Partners, Neurone Ventures and 3i. More information on the company can be found at <http://www.kavado.com>.

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For More Information:

Geoff Twibell, Sage Partnership +44 (0)118 934 4007

geoff@sagepartnership.com