

BorderWare Customers Lead "Blissfully Charmed Lives" According to New Research Report from Aberdeen Group

Submitted by: Marylebone Media Relations

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London, UK – 15 January 2004 – "All interviewed customers said that they have led blissfully charmed lives during the past five years. None suffered business disruptions or system intrusions from viruses, worms, Trojan horses, etc... [although] viruses and worms were knocking out IT services for many other organisations."

The quotation is cited in a new research report from Aberdeen Group entitled "New Directions in Risk Management, Electronic Safeguards, and Protection Systems" that includes a vendor Spotlight piece on BorderWare Technologies Inc. The Spotlight piece is part of Aberdeen's 178-page report and provides a snapshot and analysis of BorderWare, its products and feedback from customers who were directly interviewed by Aberdeen Group analysts. The "New Directions" report provides insight into the frameworks and mainstream substitution technologies that will decrease risk levels, assist with transformational business processes, and establish a way of thinking about the relationship between business risk and electronic safeguards that is "outside the boxes."

According to the Aberdeen Group report, BorderWare's award-winning MXtreme Mail Firewall "is the equivalent of a Swiss Army knife for network gateway security. Containing an abundance of features at a low price...."

In respect to some of the reasons why customers have chosen BorderWare the report finds: "Usability, scalability, convenience, deployment, maintenance, and reliability of the BorderWare appliances are rated very highly by customers. In addition, customers state that the appliances are very cost effective and backed by excellent customer service."

Aberdeen's Conclusions

"Combining antivirus with firewall, filtering, secure Web mail for Outlook Web Access (OWA) or iNotes, and Spam might have seemed overkill as recently as two years ago. However, as the enterprises' needs expand beyond fighting viruses to include Spam, inappropriate usage of email, networks that are overloaded by huge file attachments and new threats such as spyware, the options are clear: huge costs for sourcing and deploying multiple independent security products or the use of modularized multifunction security gateways.

BorderWare's products are good examples of the new class of multi-function security gateways that aggregate common filtering functions from one network location.

"Although there are other 'hardened OS' platforms that deliver multiple security functions, the

BorderWare security appliances are distinguished by their simplicity, ease of use, and a rock-solid foundation that has few peers."

The "Spotlight" document on BorderWare is available at:

<http://www.borderware.com/pdfs/aberdeenspotlight.pdf>

The full "New Directions in Risk Management, Electronic Safeguards, and Protection Systems" Aberdeen Group report is available from Aberdeen at:

http://www.aberdeen.com/ab_company/hottopics/newdirections/default.htm

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About BorderWare

BorderWare Technologies Inc. is The Security Appliances Company. The company's comprehensive network firewall+VPN and "application-specific" appliances for email, DNS, and document collaboration, protect mission-critical network resources in sensitive environments and are deployed at various military, intelligence, defence, national security agencies, and corporations worldwide. BorderWare has affiliations and partnerships with some of the industry's most prominent companies in Internet infrastructure and security including Cisco Systems, Sun Microsystems, RSA Security, Brightmail, Kaspersky Labs, BlueCat Networks, Network Engines and SSH Communications Security.

Founded in 1994, BorderWare is a private company headquartered in Toronto, Canada with offices in London, Frankfurt, Stockholm, Dallas, San Jose, and Washington DC. For more information visit

<http://www.borderware.com>

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