

Security Switch Assures Significant Savings

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HarrierZeuros and Crossbeam partnership saves one customer £400,000

Hook, Hampshire (20th April 2004) – IT security and network experts HarrierZeuros announced today that it is saving its corporate customers hundreds of thousands of pounds from their IT security budgets through consolidating internal infrastructures, aided by a new partnership with Crossbeam Systems.

The relationship is already enabling HarrierZeuros' customers to cut the costs of their operational budgets and identify savings in capital expenditure. HarrierZeuros and Crossbeam allow customers to reduce the complexity, therefore simplifying the management, of security infrastructures. In addition, HarrierZeuros consultancy services enables customers to make better use of their existing security appliances.

In just a short space of time, HarrierZeuros has been accredited as a CAPP Foundation X Partner, allowing the company to readily sell, install and support Crossbeam's X-Series and C-Series solutions. The Crossbeam product line consists of a suite of highly available, self-healing security services switches that integrate Crossbeam's patent-pending load balancing and switching technologies with best-in-class security engines, such as firewall, intrusion detection, anti-virus, and Web filtering.

James Clegg, sales director of Northern Europe for Crossbeam Systems comments, "In a relatively short space of time we have built a very strong relationship with HarrierZeuros. We believe that the market for multi-application security services switches will grow considerably this year and with HarrierZeuros as a partner we expect to be ahead of the field."

One HarrierZeuros customer has already saved £400,000 on management costs alone. This does not take into consideration the future savings the company will realise from ongoing licence and maintenance costs, which will be dramatically reduced.

"This new relationship forms part of a key strategic direction within HarrierZeuros to provide ongoing effective cost management of IT systems for our customers. Crossbeam enables our customers to implement security technology within their high speed networks at an acceptable cost point, allowing them to protect their networks at every point of vulnerability in the network, not just the perimeter, the cost of which previously made it prohibitive," explains Sarah Carter, Sales and Marketing Director of HarrierZeuros.

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About Crossbeam Systems

Crossbeam Systems is a global growth company that pioneered the integrated security device market and is a leading developer of total security solutions required for safer, simpler networks. The company has tailored security solutions for global corporations, carrier networks and small to medium-sized enterprises. Founded in early 2000 and led by senior executives from Bay Networks, Cisco, Nortel/Wellfleet and Alcatel, Crossbeam is headquartered in Concord, Massachusetts, USA, and has offices

in Europe and Asia Pacific. The company is backed by top-tier investors including Matrix Partners, North Bridge Venture Partners, Commonwealth Capital Venture Partners, Intel Capital and Charles River Ventures. More information is available at www.crossbeamsystems.com.

About HarrierZeuros

HarrierZeuros provides a range of information protection, assurance and continuity services that enable organisations to maximise the value of their existing IT investment. The company offers an independent approach to technology led solutions with a range of services, including consultancy, secure managed services and training, covering the entire spectrum of data protection and data availability technology. Incorporating two sister companies, HarrierZeuros Ltd and HarrierZeuros Storage Solutions Ltd, HarrierZeuros secures and protects the business critical data of many of the UK's leading blue chip companies. Clients include Boots, Friends Provident, Prudential and Vodafone.

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