

SonicWALL Introduces New MSSP Programme to Help Channel Partners Participate in \$21bn Managed Services Market

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Worldwide programme provides new framework for resellers to keep businesses of all sizes safe and in control of their networks

London, UK – January 24, 2005 – SonicWALL, Inc. (NASDAQ: SNWL today announced the next generation of its Managed Security Services Provider (MSSP) programme designed to enable channel partners to offer customers comprehensive, affordable security services to ease the administrative burden of maintaining a secure network. End users in organisations of all sizes will benefit from predictable costs, outsourced management of changing security requirements, 24x7 rapid response, and worry-free protection that enables them to focus on their core businesses.

The programme provides SonicWALL partners with a new framework for providing outsourced security services and allows them to take part in the worldwide market for managed services, estimated by IDC to reach \$21.7 billion by 2007.

While outsourced services are already prevalent in enterprise environments, the small and medium business (SMB) market presents substantial growth potential. This opportunity is driven by increasing demand for outsourced managed services to deal with the complexity of current security solutions coupled with the debilitating effect on productivity of today's network threats. While some 50% of SMBs define employees as the most likely to introduce vulnerabilities into the organisation, most do not have basic anti-virus software in place and some 8% have not installed any kind of network protection, according to an August 2004 report by the Institute of Directors.

"For some time now, we and several other Channel partners in Europe have been asking for a more formal programme to support the managed security services opportunities offered by the SonicWALL product range," said Paul Webb, managing director of Blue River Systems, a Guildford-based SonicWALL Gold Partner. "Today's announcement marks the recognition of what we have been seeking. This programme will reward those partners with a proven commitment to managed services by allowing them to visibly demonstrate their experience to customers and to differentiate themselves from other resellers through appropriate branding, discounting and accreditation."

Under its new MSSP programme, SonicWALL will help participating channel partners set up a robust MSSP infrastructure using its PRO 4060 or 5060 security appliances and its award-winning Global Management System for remote management of end user networks. MSSP customer systems will include the TZ or PRO series security appliances, running SonicWALL's comprehensive layered security services. MSSP partners will be able to access specially designed and priced hardware, software and services bundles; end-user marketing support; and tailored support services to help them maintain a high level of service for their customers.

"People buying managed security services are subscribing to peace of mind and productivity," said Matthew Medeiros, president and chief executive officer of SonicWALL. "Threats to network security are becoming increasingly complex, but at the same time the success of companies, whatever their size, is

dependent on uncompromised data and voice networks. Our MSSP programme offers the twofold benefit of enabling organisations without IT or security expertise to focus on their areas of core competence, and helping our channel partners to establish a predictable, recurring revenue model which will help them succeed.”

Elements of SonicWALL's MSSP programme for channel partners include

- Specialised product bundles incorporating SonicWALL's TZ 150, TZ 170 or PRO 2040 firewalls and software including SonicWALL's award-winning Global Management System for remote management and monitoring of SonicWALL Internet security appliances and security services;
- Services such as Gateway Anti-Virus/Intrusion Prevention Service (GAV/IPS) and Content Filtering Service
- Comprehensive marketing support programme and sales tools including return on investment calculator and multimedia collateral
- Customised support services, including direct helpdesk-to-helpdesk escalation, to help create up-to-the-minute protection against worms, Trojans and malicious attacks
- Expertise in remote management and comprehensive wireless security running layered security services
- Dedicated MSSP training curriculum, certification and access to the full range of SonicWALL consulting, best practices and custom ailored implementations

About SonicWALL, Inc.

SonicWALL, Inc. is a leading provider of integrated network security, mobility, and productivity solutions for the SMB, enterprise, e-commerce, education, healthcare, retail/point-of-sale, and government markets. Core technologies include firewall, VPN, wireless, gateway anti-virus/intrusion detection and prevention, SSL, desktop anti-virus, and content filtering, along with award-winning security management solutions. Together, these products and technologies provide the most comprehensive distributed enforcement architecture available. SonicWALL, Inc. is headquartered in Sunnyvale, CA. SonicWALL trades on the NASDAQ exchange under the symbol SNWL. For more information, contact SonicWALL at +44 (0)1344 668090 or visit the company Web site at <http://www.sonicwall.com>.

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Safe Harbor Regarding Forward-Looking Statements

Certain statements in this press release are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements include but are not limited to statements regarding SonicWALL's ability to enable its channel partners to offer comprehensive affordable managed security services; the ability of organisations with managed security services to focus on areas of core competence; the growth potential of the SMB market; the market acceptance of an outsourced managed security service mode; or the ability of SonicWALL's channel partners to establish a predictable and recurring revenue model. These forward-looking statements are based on the opinions and estimates of management at the time the statements are made and are subject to certain risks and uncertainties that could cause actual results to differ materially from those anticipated in the forward-looking statements. In addition, please see the "Risk Factors" described in our Securities and Exchange Commission filings, including our Annual Report on Form 10-K for the year ended December 31, 2003 and Form 10-Q for subsequent periods, for a more detailed description of the risks facing our business. All forward-looking statements included in this release are based upon information available to SonicWALL as of the date of the release, and we assume no obligation to update any such forward-looking statement.

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