

# Equinet Named in Top Five UK Security Appliance Vendors by Leading Analyst

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15 June, 2005 - According to recent results published by market research company IDC, Equinet, the internet security and caching specialist, has become one of the UK's leading security appliance vendors with its NetPilot product.

IDC's 1Q05 release of its European Quarterly Security Server Appliance Tracker ranks Equinet fourth in the UK security appliance market with a unit shipment market share of 9.5% percent, behind Cisco and others, and third in the supply of firewall/VPN devices, with a unit market share of 13.4%, for the first quarter of 2005.

"Equinet's success results from a strong channel programme combined with a world class product. The security market in the UK offers resellers the strongest growth and ongoing service revenues of any area of the IT sector," said Bob Jones, managing director, Equinet.

Equinet's has benefited from being one of the first companies to identify the market for integrated security appliances, now broadly acknowledged as unified threat management (UTM).

Equinet originally defined the security appliance concept with the development of NetPilot, an integrated gateway security appliance, in 2003 to provide small and medium size businesses the broadest level of internet protection in a single appliance.

NetPilot, the SmartUTM appliance, provides comprehensive protection in a single appliance. In addition to the core UTM features of firewall, gateway anti-virus, and intrusion detection and prevention, NetPilot includes anti-spam, spyware blocking, URL filtering, and Virtual Private Network (VPN) functionality.

"Internet security is an area where it's notoriously difficult for users to judge performance and Equinet is the only security vendor to achieve certification from Checkmark, the independent test laboratory, for three key security functions, firewall, virtual private network (VPN) and gateway anti-virus scanning" said Jones.

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## About Equinet

Equinet specialises in integrated, appliance-based solutions that provide cost-effective, easy, fast and secure access to the Internet.

The NetPilot range of internet server appliances for businesses with up to 500 employees are Unified Threat Management devices protecting against all Internet threats by utilising a firewall with intrusion detection and intrusion prevention capability, anti-virus, anti-spam, spyware blocking, and URL filtering software

The market-leading CachePilot content delivery and smart caching appliance makes multimedia eLearning

content available to schools and businesses regardless of bandwidth constraints. CachePilot has 80% market share.

Based in Swindon, Equinet is the fourth technology start-up of serial entrepreneur Bob Jones. Visit [www.netpilot.com](http://www.netpilot.com) and [www.equinet.com](http://www.equinet.com) for more information.

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