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DOCUMENT\* PRESENTED  
BY WICK HILL

## Press Release

### NEW LOWER PRICES AND 500 PERCENT BOOST IN PERFORMANCE ON WATCHGUARD FIREBOX X CORE UTM APPLIANCES.

WatchGuard takes top position in price-performance, throughput speed and anti-virus speed in its class

Woking, Surrey: 6<sup>th</sup> November 2007 - Wick Hill announces new lower prices and a 500 percent boost in performance on WatchGuard Firebox X Core UTM appliances. This has given WatchGuard® a substantial lead in price-performance over all comparable unified threat management (UTM) network security appliances. WatchGuard Firebox® X Core network security appliances are now in the number-one positions in throughput speed, anti-virus speed, and overall price-performance in their respective product classes. Throughput and anti-virus speeds have increased by as much as 500 percent and pricing lowered by around 20 percent.

**Prices reduced by around 20% and performance improved for WatchGuard Firebox X Core 1250e and 750e UTMs**

Designed to provide the best in business security for mid- to large-sized companies, the Firebox Core 1250e UTM bundle has reduced in price by around 20 percent from GBP 3876 to GBP 3119 (SRP); at the same time, performance has been optimised to give a throughput of nearly 1,500Mbps (up from 300Mbps). The Firebox X Core 750e UTM bundle has been optimized for a 250 percent increase in throughput performance at 750Mbps (up from 300Mbps), and priced around 20% lower, down from GBP 2856 to GBP 2268 (SRP).

**Performance for WatchGuard Firebox X Core network security appliances surpasses all competitive products**

Based on comparisons of WatchGuard's Firebox X Core packet filter throughput and anti-virus performance data with the product performance data published by Fortinet, Juniper, and SonicWALL, WatchGuard's Firebox X appliances deliver price-performance advantages of up to 5:1.

"As the technology leader in the UTM security market, WatchGuard is showing that UTM security no longer means slower network or business performance," said Tim Helming, WatchGuard senior product manager. "With this product update, we've eliminated the security-for-performance trade-off that has vexed companies employing UTM network security appliances. Now, companies can enjoy the benefits of using the most technologically robust UTM security products on the market, at throughput levels unmatched in their class, and do so at a lower cost."

Not only is the raw throughput outstanding, but the anti-virus throughput - which includes WatchGuard proxy technology and anti-virus scanning - is higher than the published performance data of any competitive product in these classes."

## WatchGuard: The Technology Leader in UTM Security Appliances and Proactive Zero-Day Threat Protection

WatchGuard Firebox network security appliances use a proven application proxy firewall technology that is fundamentally more secure than appliances relying on packet filtering as the foundation of product security. Packet filtering firewalls inspect only the bottom three-to-four layers of the OSI communication model (physical, datalink, network, and transport), leaving another three to four layers without any inspection and vulnerable to exploitation. Using its powerful application proxy firewall technology, the WatchGuard Firebox solutions inspect all seven layers of the OSI communication model, including the session, presentation, and application layers that the packet filtering firewalls leave untouched. With its advanced application proxy firewall, the WatchGuard protection capabilities are unmatched.

Among the leading vendors in the UTM appliance market, only WatchGuard provides UTM security appliances that offer proactive zero-day threat protection. Where other products react to known exploits through signature patches (which leave their customers' networks exposed until the exploits are identified and patched), WatchGuard's heuristic, zero-day protection engine proactively guards against malicious attacks, including zero-day threats, where the vulnerability or virus has not yet been discovered. With an engine that proactively identifies and eliminates threats before they've been discovered en-masse, WatchGuard Firebox X UTM appliances provide true, proactive zero-day threat protection.

### About Wick Hill

Established in 1976, VAD (value added distributor) Wick Hill specialises in secure infrastructure solutions. The company's portfolio covers security, performance, access, services and management. Wick Hill sources and delivers best-of-breed, easy-to-use solutions through its channel partners, providing customer support, implementation, technical services and authorised training courses.

### About WatchGuard Technologies, Inc.

Since 1996, WatchGuard® Technologies, Inc. has been the technology leader in network security appliances, providing reliable and easy-to-manage security solutions to hundreds of thousands of businesses worldwide. The WatchGuard Firebox® X family of unified threat management (UTM) solutions provides the best combination of strong, reliable, and multi-layered security with the best ease of use in its class. All WatchGuard products are backed by the WatchGuard LiveSecurity® Service, an innovative support, maintenance, and education program.

WatchGuard is a privately owned company headquartered in Seattle, Washington, and has offices throughout North America, Europe, Asia Pacific, and Latin America. To learn more, please visit <http://www.watchguard.com/>.

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