Brightmail Listed in Leaders Quadrant in First Magic Quadrant for Enterprise Spam Filtering

Brightmail today announced that Gartner has listed Brightmail in the leader quadrant in the anti-spam market. Published on March 2, 2004, the report analyzes the Enterprise Spam Filtering Industry and evaluates providers on their completeness of vision and ability to execute and is the markets first official guide to evaluating and selecting an anti-spam provider. Gartner defines leaders as those companies that are performing well today, have a clear vision of market direction and are actively building competencies to sustain their leadership position in the market.

To achieve Magic Quadrant recognition, Brightmail was evaluated by Gartner in the following areas:

Ability to Execute: Brand/ Business clout, business operation fundamentals, leadership/management team, size and quality of enterprise install base, and Business strategy. Business operations fundamentals and enterprise install base were weighted most heavily.

Vision: Strategic plan, sophistication of detection, management and administration, content expertise and customer support/ infrastructure, and platform capabilities and capabilities beyond spam filtering. Sophistication of detection and management and administration were the most heavily weighted categories.

Gartner assesses vendors on both vision and ability to execute, placing companies in relative positions within the Magic Quadrant. In assessing vision, Gartner looks at, the degree to which a vendor anticipates and influences the market's trends. And, Gartners execution criteria include, the degree to which the vendor has delivered a viable and competitive product to date, as well as its record of business execution.

We are thrilled to be listed in the leader quadrant in the anti-spam Magic Quadrant. Customers tell us what they care about most is the ability to block spam and prevent false positives, and this report confirms our ability to meet that need, said Enrique Salem, president and chief executive officer, Brightmail. Brightmails mission is to eliminate spam and this acknowledgement from the worlds leading IT research firm only invigorates our efforts.

According to the report, Gartner advises that customers should carefully consider the vendors core business fundamentals and if it has a quality installed base to mitigate short-term vendor risks. Brightmail has most or all of the best-of-breed features and functionality that enterprises require for effective spam filtering. The company also demonstrates those capabilities needed to move to the next level of customer requirements and support large enterprises effectively.

Brightmail is the anti-spam market leader, filtering about 15% of all Internet email worldwide for more than 300 million end users. In January of 2004, of the 62% of Internet email, which was spam, Brightmail filtered 85 billion messages. Brightmail Anti-Spam's "Complete Spam Defense" offers an unparalleled layered protection that combines source filters, signatures, heuristics, content filters and call-to-action rules to deliver an unmatched range of spam protection for e-mail environments. In addition, Brightmail marked its sixth consecutive quarter as cash flow positive, celebrating its first full year of profitability (Q1-Q4 2003), and 100% year-over-year revenue growth. Brightmail also continued to demonstrate international growth, with greater than 20% of new business coming from Europe and Asia-Pacific.

We recognize that an evaluation like this is based largely on the feedback from customers, and wed like to take this opportunity to thank our customers for their partnership and vote of confidence, said Franois Lavaste, vice president of Marketing at Brightmail. We will continue to help our customers and the market at large evolve from anti-spam solutions into the broader category of secure email offerings.

About Brightmail

Brightmail, the anti-spam market leader delivers anti-spam technology that makes messaging environments secure and manageable. PC Magazines EDITORS CHOICE for best enterprise anti-spam software, Brightmail Anti-Spam protects the email networks of businesses, government agencies, and service providers, blocking unsolicited bulk email, or spam, while assuring that legitimate mail is reliably delivered. Brightmail protects over 1,800 of the worlds leading enterprises, including Airbus, Avaya, eBay, Bechtel, Booz Allen Hamilton, Cisco, Deutsche Bank, Hersheys, Lucent Technologies, Microsoft, Motorola, SAS and Terra Lycos. Brightmail also provides spam protection for the leading Internet service providers, including AT&T WorldNet, EarthLink, MSN, TelstraClear, Telstra Wholesale, Primus Telecom, Xtra and Verizon Online. Brightmail now protects more than 300 million service provider customers, and 5 million enterprise email users worldwide. Headquartered in San Francisco, California, Brightmail is a private, profitable company backed by world-class investors and partners. For more information, visit www.brightmail.com.

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