



WatchGuard Receives Growth Leadership Award from Frost & Sullivan

WatchGuard Technologies, a global leader of business security solutions, today announced that it has received the Frost & Sullivan Global 2010 Growth Leadership Award for Unified Threat Management (UTM). The Growth Leadership Award is a prestigious recognition of WatchGuard's accomplishments in the UTM market; it is presented to the company that demonstrates excellence in capturing the highest annual compound growth rate for the last three years.

"It is a tremendous honour to be recognised by Frost & Sullivan as a UTM growth leader," said Eric Aarrestad, Vice President of Marketing at WatchGuard Technologies. "This award illustrates what so many of our customers and channel partners know – no other competitor beats WatchGuard solutions for protecting business networks, applications and data."

WatchGuard Technologies – Key Performance Drivers

Frost & Sullivan reports that WatchGuard witnessed the highest growth rates from 2006 to 2009 as validation of its market strategy and product strengths. Furthermore, they add that WatchGuard's growth is largely due to its product leadership, as well as continued product line development, strategic expansion and a clear company vision.

"WatchGuard has proven to be a formidable vendor the network security market," said Robert Ayoub, Industry Manager Network Security, at Frost & Sullivan. "The combination of high-performance security appliances and stellar management and reporting tools makes WatchGuard solutions a highly desirable offering to protect mission critical IT resources."

Key Growth Factor – Product Excellence

WatchGuard offers extensible threat management (XTM) solutions that enable customers to build a security platform that best meets their needs. This approach provides strong security, management flexibility and improved networking capabilities. Furthermore, WatchGuard XTM appliances provide tremendous value in their ability to be easily upgraded over time. This allows customers to adjust and scale their security coverage along with their company's growth, new and inchoate threats, and evolving technologies.

Frost & Sullivan summarises that WatchGuard's excellence in product features, functionality and performance is a prominent factor in the company's strong growth rates.

Key Growth Factor – Strategic Expansion

WatchGuard has demonstrated healthy organic growth in recent years, however the company made a crucial decision to expand its market presence by acquiring BorderWare Technologies in August of 2009. BorderWare proved to be a natural fit for WatchGuard and by November 2009, the company released its first line of extensible content security (XCS) appliances. The acquisition of a best-in-class content security technology expands WatchGuard's market base and opens new opportunities for expansion.

Frost & Sullivan report, "This move demonstrates WatchGuard's ability to analyse its competitive positioning, create a viable strategy and implement the plan to great success. This ability has helped WatchGuard's growth and makes the company a leading market contender."

Key Growth Factor – Continuous Product Line Improvements

Despite the company's initial success, WatchGuard continues to analyse its product offerings for opportunities to improve. The company has broadened its XTM line of appliances to meet the needs of small office/branch office environments all the way to mid-market and large-scale enterprises. Furthermore, WatchGuard continues to improve on its Managed Security Service Provider (MSSP) offerings, and with its debut of Reputation Enabled Defense, WatchGuard stands to bring cloud-based security services to mainstream markets.

Key Growth Factor – Clear Company Vision

WatchGuard's success in the UTM market can be traced to its company vision to provide affordable, all-in-one network and content protection. This unrelenting focus on security has enabled WatchGuard to offer quality and flexible products and implement successful market strategies. With this

advantage, WatchGuard is positioned to continue growing in terms of revenue and market share.

For more information about WatchGuard is available at www.watchguard.com

About WatchGuard Technologies, Inc.

Since 1996, WatchGuard Technologies, Inc. has been the advanced technology leader of business security solutions, providing mission-critical protection to hundreds of thousands of businesses worldwide. The WatchGuard family of wired and wireless unified threat management appliances, messaging, content security and SSL VPN remote access solutions provide extensible network, application and data protection, as well as unparalleled network visibility, management and control. WatchGuard products are backed by WatchGuard LiveSecurity Service, an innovative support, maintenance, and education program. WatchGuard is headquartered in Seattle and has offices serving North America, Europe, Asia Pacific, and Latin America. To learn more, visit <http://www.watchguard.com/>

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