



WatchGuard Reports 20 Per Cent Spike in ANZ Sales Revenue

Company Launches "Get RED, Get SecuRED" Brand Marketing Program

Sydney – 27 July, 2009 – WatchGuard Technologies, a global leader in extensible network security and connectivity solutions, announced today that it has reported a 20 per cent growth in sales revenue in Australia and New Zealand for the financial year ending 30 June 2009.

At the same time, ignoring the global financial crisis, the company has also accelerated sales of its Firebox X Peak™ high performance line of Unified Threat Management (UTM) appliances and reported a 200 per cent hike in sales for this high-end enterprise security solution among local companies.

"With or without an economic slowdown, companies have shown that they still need to ensure that they have the proper security in place to safeguard their businesses. At the same time, we're seeing plans made to bolster network security as we emerge from the downturn yet face ever-evolving network threats. For all sizes and types of businesses, WatchGuard provides formidable, yet easy to use, network security solutions that integrate firewall, anti-virus, intrusion prevention, web filtering, spam blocking, and remote connectivity. All this adds up to a healthy market for WatchGuard," said Scott Robertson, ANZ Regional Director, WatchGuard Technologies.

As part of its program to further advance upon local momentum, WatchGuard plans to recruit at least ten new partners and further leverage its regional distributor relationships with Firewall Systems, WhiteGold Solutions, Exeed and Pactec.

"We're looking to recruit reseller partners that can prove strong skills in selling best-of-breed security solutions and have a motivated team who would relish the opportunity to foster a strong, dynamic and mutually beneficial relationship. These organisations may also have heightened expertise in VoIP which would be particularly attractive to WatchGuard right now.

"As organisations continue to converge networks and adopt VoIP, businesses both large and small will have to evolve their security architecture to ensure that their customers, users and data are safe from VoIP threats," said Robertson.

WatchGuard has also launched a new brand marketing campaign under the banner "Get RED, Get SecuRED" taking advantage of the distinctive red colouring associated with its best-selling UTM firewall appliances. Over the coming months, WatchGuard will roll out an integrated communications program, including advertising, direct marketing, sales promotions and events, aimed at bolstering the company's brand marketing presence in the region.

"WatchGuard's vision is to provide dynamic network security solutions that can be added to, or extended, thus addressing new types of threats, new types of working environments, and new types of information, application and network technologies. So, even though special strategies may need to be deployed during these difficult economic times, our Australian and New Zealand presence is buoyant and set for another year of strong growth," said Robertson.

More information about WatchGuard security solutions is at: <http://www.watchguard.com/>

About WatchGuard Technologies, Inc.

Since 1996, WatchGuard Technologies, Inc. has been the advanced technology leader of network security solutions, providing mission-critical security to hundreds of thousands of businesses worldwide. The WatchGuard family of wired and wireless unified threat management appliances and WatchGuard SSL VPN remote access solutions provide extensible network security, 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/>