

GREAT LAKES NETWORKS

IT Made Secure

Great Lakes Networks and Fortinet Boosts ServerWare's Network Security and Operational Efficiencies

Great Lakes Networks and FortiGate™ Network Security Platform Help Leading Rochester Top 100 Company Secure its Corporate Headquarters, Remote Office and Mobile Workforce

Rochester, New York., January 4, 2006 – Great Lakes Networks – and Fortinet—the confirmed market leader in Unified Threat Management (UTM) and only provider of ASIC-accelerated, network-based antivirus firewall systems for real-time network protection - today announced that ServerWare, one of the largest data storage resellers in the North East United States, has deployed a network security platform from Fortinet to protect and manage its corporate headquarters in Rochester, New York, remote office and mobile workforce.

As a Rochester Top 100 company and growing quickly through additional customers and employees, ServerWare realized the need to boost security and network capabilities to protect its customer data and improve operational efficiencies for its remote offices and employees. The company looked for a solution to protect its data against evolving network threats such as viruses and spyware, secure remote office and traveling employees, and control Web access. "ServerWare's current vendor firewall was limited and difficult to configure and maintain," according James Kegelmeyer, ServerWare's President. "We were looking for a solution that was easy to implement and with a limited in house staff we could easily manage. The Fortinet appliance is very appealing, with features available a la carte such as Anti-Virus, Anti-Spam, Virtual Private Network, Firewall and Web Content Filtering, we could choose the features we need and add more later," said Kegelmeyer. With the addition of an Albany remote office, a Virtual Private Network (VPN) via the Internet was important to growing the business so remote office and mobile employees could access Internet and email resources at ServerWare's corporate office. ServerWare has technical staff dedicated to its customers, but as a small company, was looking for an easy to manage security solution for its internal networks. The company needed a way to centrally-manage these sites while easing the burden of providing and maintaining secure connectivity.

With all of these factors to consider, ServerWare evaluated and benchmarked several leading security solutions and selected Great Lakes Networks and Fortinet for its integrated network security platform that includes a full-range of the essential security services, such as antivirus, firewall, intrusion detection and prevention, Web content filtering and spyware blocking at both the perimeter and core of their network.

"We chose Fortinet's FortiGate appliance over competing products because of the comprehensive feature set, pricing and ease of configuration and management of Fortinet's network security platform," said Jeff Karpenko, Systems Engineer for ServerWare. "Since implementing the Fortinet solution, we have had no known incidence of malware on our PCs and we have maximized IT resources because we can centrally manage our remote users through automatic updates, making this a successful, hands-off experience for us."

ServerWare's Fortinet deployment included the FortiGate-60 system in its remote office, which is securely connected to headquarters through secure IPsec VPN tunnel. The company also installed a FortiGate-60 system for high availability capabilities at its headquarters and FortiClients onto mobile employee laptops to effectively enforce company Internet usage policies to company Internet and mail-based resources.

The FortiGate systems receive automatic updates for antivirus signatures with Fortinet's FortiGuard as well as Web content filtering in all locations and laptops to control Web access. The systems cost-effectively deliver Complete Content Protection™ through the integration of a broad range of security

functions in real time -- including antivirus, firewall, virtual private networking (VPN), intrusion detection and prevention (IDP), content filtering, traffic shaping, spyware blocking, and anti-spam.

"Distributed businesses require real-time network security to protect company and customer data wherever it resides, and must also be able to easily and efficiently manage numerous remote sites and VPNs," said Allen Scalise, president of Great Lakes Networks, a Fortinet GOLD Partner. "ServerWare's investment in Fortinet's network security platform provides them with a cost-effective, easy to manage, best-in-class integrated solution to secure their entire distributed IT infrastructure without slowing network performance, which is absolutely critical when running a growing business."

About ServerWare (www.serverwarecorp.com)

ServerWare Corporation, a Sun iForce(SM) Partner, is a New York-based IT solutions provider. We provide Sun Microsystems™ solutions to deliver mission critical systems and services that simplify complex IT solutions for our customers, who include the Fortune 2000, colleges and universities, and government. To address our customers' IT challenges most effectively, we've shaped our key capabilities to include Specialties in data management and support services., A service mentality that permeates throughout our organization - Service to our customers is #1, Strategic partnerships with leading technology and service providers, And technical expertise considered levels above the rest from both a certifications and training standpoint. Our mission is to simplify complex IT solutions for our customers. We strive to become your advocate to ensure you get the systems and services you require, and the time- and cost-savings you deserve.

About Great Lakes Networks (www.greatlakesnetworks.com)

Great Lakes Networks, a Fortinet GOLD Partner, is a New York based, leading network security reseller whose focus is to provide customers with the most up-to-date technology to secure their networks. Great Lakes Networks offers a full range of solutions to meet its customer requirements in the areas of Anti-Spam and Anti-Virus, Application Acceleration and Security, Secure E-mail Gateway, Secure Instant Messaging, Intrusion Prevention, Network Access Control, Patch Management, Security Event and Information Management (SEM/SIM), Unified Threat Management, Vulnerability Assessment and Management and Web Content Filtering.

About Fortinet (www.fortinet.com)

Fortinet is the confirmed leader of the Unified Threat Management market. The company's award-winning FortiGate™ series of ASIC-accelerated antivirus firewalls, winner of the 2004 Security Product of the Year Award from Network Computing Magazine and the 2003 Networking Industry Awards Firewall Product of the Year, are the new generation of real-time network protection systems. They detect and eliminate the most damaging, content-based threats from e-mail and Web traffic such as viruses, worms, intrusions, inappropriate Web content and more in real time - without degrading network performance. FortiGate systems are the only security products that are quadruple-certified by the ICISA (antivirus, firewall, IPsec, NIDS), and deliver a full range of network-level and application-level services in integrated, easily managed platforms. Named to the Red Herring Top 100 Private Companies, Fortinet is privately held and based in Sunnyvale, California.