



Press Release

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Fortinet Establishes German Office and Distribution Partnership with eSeSIX; Announces Germany Regional Director

SANTA CLARA, Calif., Feb. 25, 2003 — Fortinet – the only provider of ASIC-powered, network-based antivirus firewall systems for real-time network protection – today announced that it has established a new office in Ludwigshafen/Rheinm, Germany headed up by security industry veteran Michael Grace as regional director.

Additionally, the company announced it has signed a distribution agreement with eSeSIX Computer GmbH, a leading German distributor of server-based computing, storage and security products. To kick off the Fortinet- eSeSIX strategic alliance, the two companies are jointly exhibiting at CeBIT Hannover March 12-19, 2003, Halle 15, Stand B05.

“We believe the demand for high speed, network-based antivirus gateways, at exceptional price-per-performance, particularly in the German market, is the next big growth area in enterprise networking and communications,” said Engelbert Tretter, Managing Director and Founder of eSeSIX Computer GmbH. “As a result of this agreement, we’ll be able to utilize our unmatched capabilities in networking and security to leverage Fortinet’s unique expertise in real time, policy-based antivirus screening. We also have many customers who are longing for a cost-effective integrated security platform and the Fortinet product is exactly what they’re looking for.”

eSeSIX will distribute Fortinet's complete line of FortiGate™ Antivirus Firewalls, from the SOHO-focused FortiGate 50 model to the recently introduced, gigabit capacity FortiGate 3000. Fortinet's FortiGate family of antivirus firewalls combines hardware and software in integrated platforms that deliver a full complement of network- and application-level security and productivity services. The ASIC-based content processing engines in the FortiGate units enable real-time analysis of content at the application level, and support perimeter deployment of services – including antivirus protection and content filtering – that have traditionally relied on host- or client-based processing.

Fortinet's new German headquarters will provide sales and technical support to Fortinet's Western European customers and enable the company to serve its customers throughout the Central European region including Austria, Switzerland and Scandinavia. Adding to the already established offices in the UK and France, Fortinet is extending its reach to key European markets to capitalize on growth opportunities for antivirus firewall and VPN solutions.

"Establishing a German presence reflects Fortinet's strong commitment to develop and grow our presence in the European market," said Jens Andreassen, Fortinet's managing director for Europe. "As companies increasingly move to more real-time communications such as Web services and wireless LANs, Fortinet believes our comprehensive gateway antivirus solutions offer our customers the most secure network protection available, and provide our channel partners with the greatest opportunity for growth and profitability."

Grace will be responsible for working with Fortinet distribution partners to drive marketing, support and sales management of Fortinet's FortiGate Series of antivirus firewalls. Previously, Grace was regional VP for Europe at Watchguard, a leading provider of Internet security solutions. Prior to that, he was regional director for Australia and New Zealand at Netscreen, a leading developer of integrated network security solutions.

About eSeSIX (www.esesix.com)

eSeSIX Computer GmbH, based in Pfaffenhofen/Ilm, offers end-to-end solutions and services for all issues related to server-based computing, storage and security and manufactures THINTUNE, a thin client product family. The company was founded in 1989 and has advanced to the eSeSIX Group, whereas eSeSIX Computer GmbH represents an integral part of the complete enterprise. In addition there are three more subsidiaries: eSeSIX Software GmbH, eSeSIX NET GmbH and eSeSIX Technologies GmbH. eSeSIX offers a range of security and storage products from other leading vendors.

About Fortinet (www.fortinet.com)

Fortinet's award-winning FortiGate series of ASIC-accelerated antivirus firewalls are the new generation of real-time network protection systems. They detect and eliminate the most damaging, content-based threats from email and Web traffic such as viruses, worms, intrusions, inappropriate Web content and more in real time – without degrading network performance. The FortiGate systems deliver a full range of network-level services – firewall, VPN, intrusion detection and traffic shaping – as well as application-level services such as antivirus and content filtering, in dedicated, easily managed platforms. Fortinet is privately held and based in Santa Clara, California.

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