

Press Release

gateProtect to maintain growth in 2012

gateProtect can look back on a successful 2011. The German-based IT security provider pursued its global growth strategy last year and – for the first time in its history – generated more revenue internationally than in Germany. As a result, the company has significantly increased its headcount. The Common Criteria EAL4+ certification process, which the company has been following since fall 2011, is also an important milestone for gateProtect. Management sees this growth continuing in 2012, accompanied by product and technology innovations.

Hamburg, Germany. January 24, 2012 – Working closely with its resellers is of key importance to gateProtect because its solutions are sold exclusively via channel partners. The company has now introduced the gateProtect Partner Award as a public recognition of the commitment and success of its many partners in Germany, Austria and Switzerland. gateProtect has also grown its international partner network, resulting in prestigious new customers and contracts with several large distributors, including Securematics in North America, Ingram Micro in Canada, and others throughout the African continent and in the Middle East. This has been accompanied by a growth in headcount with 30 new staff joining the company last year in sales, development and support functions. To meet its ongoing requirement for staff, the company is planning to recruit additional personnel at a double-digit rate this year (<http://www.gateprotect.com/en-GB/company/jobs.html>).

Common Criteria Certification

A further milestone for gateProtect is the Common Criteria certification process that the company has been involved in since fall 2011 at Germany's Federal Office for Information Security. The certification processes focuses on the core components of gateProtect's new firewall generation, due to be launched in mid-2012. Certification in accordance with Common Criteria Evaluation Assurance Level 4 Augmented (EAL 4+) is proof for customers and partners that gateProtect's solutions comply with the most stringent international data protection standards. The certification process also verifies the company's development and organizational processes to ensure that they comply with the highest security standards.

Outlook for 2012

On the technology side, gateProtect's focus this year will be on launching its new generation of firewalls. It also plans a completely new managed security solution that will provide centralized configuration and management capabilities for several administrators and multiple firewalls.

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The new solution will enable system houses and service providers to expand their business model to encompass managed security as a service. In addition, gateProtect is working hard on a firewall-as-a-service concept that can replace conventional company firewalls.

“From the IT perspective, there were several security-related incidents in 2011 that demonstrated how cyberthreats are increasingly complex and dangerous,” says Dennis Monner, CEO of gateProtect. “It’s becoming a real challenge for companies to ensure they are protected against these threats – and gateProtect’s innovative firewall solutions respond directly to this challenge.”

This press release can be downloaded at: <http://www.gateprotect.com> and <http://www.phronesis.de>

About gateProtect

gateProtect Germany is a leading provider of IT security solutions in the area of network protection. Its primary products are next-generation firewalls, managed security and VPN client systems.

Differentiators

Alongside their technical highlights, gateProtect products stand out from their competitors with their unique ease of use. gateProtect is a leading provider of next generation firewalls with an end-to-end implementation of the ISO NORM 9241 guidelines relating to ergonomic product design. With its innovative and patented eGUI® (ergonomic Graphic User Interface) technology and its Command Center, gateProtect again raises the bar for easier configuration and management of firewall systems for Managed Security Service Providers (MSSPs). The eGUI® technology enables a significant increase in enterprise security as well as higher efficiency levels for ongoing system maintenance. This delivers lower operating costs for customers.

Customers

gateProtect currently has 40,000 installations around the world. The company’s customers in Europe include well-known companies and institutions such as TÜV Thüringen, E.ON Energy, Mercedes Benz, Galileo Satellite Systems, Deutsche Bahn, Kneipp, Constantin Film, and the Technical University of Dresden.

<http://www.gateProtect.com/>

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