



NEWS

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For Immediate Release

Westcon Canada to Distribute Fortinet to its Reseller Base, Providing Canadian VARs a New Generation, Antivirus Firewall Solution

– Fortinet Chooses Westcon for its Breadth of Security Expertise and its Access to Deep, Specialized Solution Provider Base –

LACHINE, ONTARIO, November 17, 2003—Westcon Canada Systems, Inc., a channel provider of networking technology products and a division of the Westcon Group, Inc., announced it will be distributing Fortinet’s award-winning FortiGate™ systems throughout Canada. Fortinet is the only provider of ASIC-accelerated, network-based antivirus firewall systems for real time network protection. Fortinet’s FortiGate™ product won “Firewall Product of the Year” at the 2003 Networking Industry Awards.

Westcon Canada, which has been proactively educating its solution providers about the increased threats and liabilities corporations and their networks face in an age of increasing government legislation and malicious viral attacks, will distribute the full range of Fortinet’s highly differentiated FortiGate solutions that integrate into a single, dedicated platform several security services such as antivirus, firewall, VPN, intrusion detection/prevention, Web and email content filtering, and traffic shaping.

Lynn Smurthwaite-Murphy, general manager of Westcon Canada Systems, Inc., commented: “Our VARs are seeing a steady increase in security sales as companies are coming to terms with the fact that they can be exposed to litigation or network threats if they don’t proactively secure their entire network. Fortinet’s FortiGate™ platforms provide premium content security solutions that are easy to install and maintain, exactly what our VARs are looking for. And since the FortiGate Antivirus Firewalls are the only systems that can scan email and Web traffic for viruses and worms in real time, we expect very strong demand from our extensive VAR customer base.”

FortiGate antivirus firewalls are based on a groundbreaking architecture designed specifically to deliver application-layer security and content processing services in addition to network-layer services in real time. All models in the 10-member FortiGate product family employ Fortinet’s unique FortiASIC™ content processing chip and the powerful, secure, FortiOS™ operating system to achieve breakthrough price/performance. The unique, ASIC-based architecture analyzes content and behavior in real time, and delivers a combination of services and performance that cannot be matched using conventional layer 3/layer 4 networking architectures or by deploying software applications on conventional computer systems.

"We are delighted to have Westcon join our portfolio of partners as a major North America distributor," said Christophe Culine, Fortinet’s vice president for the Americas. "They are well respected and known as experts in networking and security technology, building tight relationships with key resellers, offering an unsurpassed breadth of services and technical support. We expect that Westcon Canada will play a key role in enabling our expansion in the North American market.”

Jon Tamblyn, President of IT Solution House, an Ontario-based solution provider, stated: “We are very pleased that the Fortinet product line will be available through Westcon Canada. Westcon understands that customers need to defend their networks against multi-layered threats, and has articulated the resulting opportunity like no other distributor. Until now, however, there has not been one solution that has attempted to cover all threats. The FortiGate systems do this better than any other system on the market.”

In June, Gartner recognized Fortinet as a visionary company that is defining the new generation of network protection systems: “Fortinet has demonstrated its investment in powerful network processing technology by filtering viruses on the fly, something that takes an unprecedented level of packet assembly and filtering to accomplish,” said Gartner analyst Richard Stiennon.

About Westcon Canada

Westcon Canada Systems, Inc. is a channel provider of networking technology and a division of the global Westcon Group, Inc. The Company offers products and services for connectivity, remote access, Internet and e-business, IP telephony, virtual private networks, videoconferencing, wireless connectivity and network security. Westcon Canada is located at 2595 Skymark Avenue, Mississauga, Ontario, L4W 4L5, phone 905-212-2650. Please visit our website at www.westcon.com.

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. FortiGate systems, the only quadruple-certified by ICSA (antivirus, firewall, intrusion detection, IPSec) also deliver a full range of network-level services – including firewall, VPN and traffic shaping – in addition application-level services in integrated, easily managed platforms. Fortinet is privately held and based in Sunnyvale, California.

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