

Fortressware Initiates Program to Simplify Data Security for SMB's

Workgroup Fortress Product Deploys Quickly at Lower Cost

MOUNTAIN VIEW, Calif., July 22, 2008 -- Fortressware announced today its enterprise class data leakage prevention solution for small and medium businesses. Fortressware's Workgroup Fortress enables business users of any size to deploy data protection quickly with minimum IT support, thus enabling sensitive information to be distributed inside an organization or to outside business partners without risking a data breach.

In a break from large footprint data loss prevention products requiring time consuming and IT-resource intensive enterprise wide deployments, Fortressware, the leader in providing data protection for online, offline, and mobile users anywhere, inaugurated its simpler, faster SMB engagement strategy today. By making a solution available that is deployable in days rather than months, Fortressware effectively delivers data loss prevention to smaller firms which have long lacked a flexible, lower-cost option.

Complexity of Existing Data Loss Prevention Products

The approximate 8 million SMBs in the United States face the same pressures as larger enterprises to secure the creation, transmission, and use of sensitive content for legal, regulatory, and business reasons. Much as they have required robust solutions, SMBs have been stymied by the complexity of integrating data loss prevention products with their operations and devising the rules that determine how sensitive data is handled. The scale of such solutions exceeds the technical and business resources available.

Data Loss Prevention Without the Overhead

In presenting to a Silicon Valley Rotary Club gathering, Dr. Ann Ting, President and CEO of Fortressware, described how Workgroup Fortress solves the problem of ensuring data security with the limited IT resources available to smaller businesses. As Dr. Ting noted, "We designed a graphical user interface that makes it straightforward for business people to secure their own data at any time and from anywhere, enabling them to share sensitive content with their third party partners without leaking it through such methods as printing, writing to portable devices, or attaching to instant messages. Fortressware's software works harder, eliminating the overhead imposed by traditional enterprise products that require technical personnel to devise and maintain the complex rules which identify and track confidential information."

As Carroll Jenkins, the Executive Director of Cystic Fibrosis Research, Inc. and past Rotary Club president remarked, "Our members are every bit as vulnerable as larger enterprises when it comes to the damage a data leak can cause us and our customers. So we're quite interested in any technology that can provide us with better security. At the same time, we are always concerned about the

administrative burden. We do not have large IT support teams, and we don't have time to become experts in security. Fortresware provides a solution that enables administrators to control data and keep it secure without the need for a lot of handholding to set up or maintain the system.”

Workgroup Fortress

Fortresware designed Workgroup Fortress for scalability, from ad hoc project groups, through departments, to large enterprises – for any organization that has an immediate need to control the content it is creating and distributing. It also complements installed discovery and gateway security products by elevating the level of protection to include shared information, both inside and outside the firewall.

Workgroup Fortress includes the following components:

- **Fortress** (client software) – enforces information security policies at the endpoint.
- **Policy Server** – enables the rapid creation, administration, management and replication of access policies.
- **Connection Server** (optional) – secures all data exchanges with designated servers.

Pricing for Workgroup Fortress is available by calling the company at 650.472.3886, ext. 488.

About Fortresware

Fortresware's mission is to ensure that sensitive information is protected immediately at the time of creation and remains protected at all points of use. It specifically addresses the needs of globally distributed enterprises without requiring changes in users' tools or processes through its Workgroup Fortress product.

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