

## FOR IMMEDIATE RELEASE

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## REDSEAL SYSTEMS LAUNCHES PARTNER PROGRAM TO FACILITATE ADOPTION OF SECURITY RISK MANAGEMENT PLATFORM

*RedSeal Signing Qualified Security Resellers for Partner Program to Support Market Growth*

**San Mateo, Calif. – Jan. 30, 2007** – RedSeal Systems Inc., a developer of innovative security risk management (SRM) platforms, today announced the launch of the RedSeal Partner Program to facilitate the adoption of security risk management solutions and help partners capitalize on the growth of security risk management.

RedSeal's new program will allow qualified security resellers to both sell RedSeal's SRM portfolio while also generating new revenue streams by wrapping security consulting services, such as network and security audits, around RedSeal products.

RedSeal's vendor-agnostic SRM architecture will enable partners to proactively identify, measure, and prioritize security remediation across their customers' entire infrastructure. It is designed to support heterogeneous networks, including devices such as firewalls, routers, vulnerability scanners and patch systems, meaning that partners use RedSeal to ensure customers are gaining full value from all existing security products while avoiding the need to replace products partners may have already sold. To ensure partner success, RedSeal's program will provide comprehensive assistance, including technical, sales, and marketing support.

"With RedSeal's unique SRM platform, we stand to capitalize on new revenue streams by offering value-add services" said Gordon Shevlin, executive vice president of business development at FishNet Security, a RedSeal partner. "Using the security insight that RedSeal provides, we will continue to keep customer's networks safely ahead of security exploits."

According to IDC's recent report, Worldwide Security and Vulnerability Management Software 2006-2010 Forecast and Analysis from December 2006, the Security and Vulnerability Management market is slated to grow to \$3.4 billion by 2010. RedSeal would like resellers to be able to capitalize on this market growth via its partner program.

"RedSeal is committed to making the channel an increasingly larger part of our go-to-market strategy, so we are intent on delivering a very channel-friendly program," said Matthew Foster, vice president of sales at RedSeal Systems. "RedSeal's SRM solutions have been developed to yield immediate value, which is essential to building credibility as a trusted channel partner. Even better, our products are designed to work hand in hand with partner service offerings, creating new sources of revenue for resellers."

RedSeal's Partner Program, for sophisticated security resellers and consultants, will offer technical, sales, and marketing support, including:

- Joint marketing and lead generation programs
- Deal registration and protection
- Assigned regional RedSeal sales teams support
- Extensive technical training and assistance
- Certified product training program
- Access to the partners program portal
- Use of branding and logos

More information on partner program qualifications and details can be found at the RedSeal partner website at <http://www.redseal.net>. RedSeal will also be discussing its partner program at the RSA Conference 2007, booth number 243, taking place Feb. 5 – Feb. 8.

### **About RedSeal Systems**

RedSeal Systems develops innovative security risk management (SRM) software designed to streamline and automate the security management lifecycle. RedSeal's award-winning solutions enable companies to quantify overall security, assess critical areas of risk and validate that their security infrastructure successfully stops attacks. With RedSeal, enterprises can measure and reduce security risks, increase responsiveness to business demands, and reduce operational costs. More information can be found at [www.redseal.net](http://www.redseal.net).

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