

SiegeWorks Corporate Backgrounder

Overview

Information security is one of the most important yet complicated technology issues facing companies today. Creating a truly secure IT infrastructure requires access to highly specialized and continuously refreshed expertise and intelligence in order to stay one step ahead of the risks.

SiegeWorks, a leading global enterprise security services, consulting and integration firm, serves as clients' first line of defense. Its Digital Defense Services (SiegeWorks DDS™) are based on a highly specialized area of information or data security, called Business Process Security (BPS). By taking into account critical and outsourced business processes, SiegeWorks' methodologies and practices prioritize and automate your network and application protections according to policies and rules.

SiegeWorks offers a complete portfolio of services that address every security risk and requirement. From digital risk assessment and management, to business continuity assurance, its services include: security architecture and design; network security assessments; business and Web-based applications security; threat correlation and gap analysis, and more. These are complemented by technology implementations that provide ongoing protection of information assets through integrated state-of-the-art products and solutions. Continuing value is provided through regularly scheduled checkups, executive programs and management reports, and training, education and certification offerings tailored to their needs.

For clients, SiegeWorks means proactive business and revenue protection, and unconstrained information exchange. They obtain a direct connection to the company's vast global resources, knowledge and expertise, which are especially renowned in one of the most advanced and complex areas of security—large applications and databases.

SiegeWorks has long-standing strategic alliances with technology industry leaders, including Cisco, Check Point, RSA, Symantec, Network Associates, Secure Computing, PGP, Websense, and Sun.

Headquartered in Dublin, CA, SiegeWorks has offices worldwide, including: Sacramento, CA; Seattle, WA; Salt Lake City, UT; Raleigh, NC; Philadelphia, PA; New York, NY; Tokyo, Manila, Singapore, Hong Kong and Mexico City. The company serves more than 400 clients primarily in the financial services, energy, utilities, healthcare, biotech, pharmaceutical, telecommunications, legal, retail, technology and government sectors.

Positioning

SiegeWorks. The First Line of Defense.

SiegeWorks plays a pivotal role in Digital Defense Services (SiegeWorks DDS). From assessment and remediation of application vulnerabilities, to the identification of potential threats to the network and beyond, and utilizing advanced protection strategies that are tightly linked to specific business processes, SiegeWorks has become the first line of defense with comprehensive risk management services, integrated technology solutions, as well as training and education.

Vision

Fortify organizations seeking to prepare for—and easily continuously respond to—rapidly changing security threats.

Mission

Architect, deploy and harden secure IT infrastructures and business processes for global enterprises, so that they can respond strategically, intelligently and effectively to ongoing digital threats and attacks.

Value Proposition

Business Process Security has become a driving need in a digital economy in which new threats are continuously being introduced, making security a rapidly moving target. It is a competitive issue for companies as they adopt new technologies and must integrate them with legacy systems, processes and applications, while remaining agile and ready for further change.

CIO Magazine estimates that security breaches occur in 85 percent of all U.S. businesses and government agencies. And, according to PricewaterhouseCoopers, hackers and viruses cost businesses worldwide about \$1.6 trillion per year. It is easy to see how information in-security directly affects both the corporate top and bottom lines. Far more is at stake than ever before.

Enterprise IT is tasked to build, maintain and ensure highly secure digital infrastructures. They must then keep security up-to-date and patched. Perhaps most importantly, they are measured in their ability to assure that business processes are always-on and ever-ready to serve key constituencies.

SiegeWorks is their first line of defense, enabling clients to stay at least one step ahead of the risks. Its services and solutions enable business growth and revenue protection, cost savings, and unconstrained communications. The firm protects against loss, legal issues and audit complications, and allows businesses to rapidly respond to market conditions efficiently and effectively.



SiegeWorks Corporate Backgrounder (continued)

Business Process Security (BPS) Market

The Business Process Security (BPS) market is an emerging and high-value category under the information security and services umbrella. Business process proficiency is scarce despite the current market for IT services. According to Gartner, there is a tremendous opportunity for organizations with highly specialized skills in this area.

BPS employs a strategic and intelligent approach to security, taking into account each organizations' most critical business priorities, processes and interdependent processes—including outsourced functions—and focusing on the protections necessary to keep those environment safe. It also takes into consideration the IT resources, such as the networks, applications, processes and policies, involved.

BPS Market Drivers:

Reliance on E-Business Processes

- E-business is evolving at a rapid pace, and delivering benefits such as lowered costs, easier exchange of information, and new market development.
- The business generated by e-commerce is increasing yearly as well. Forrester Research predicts that by the end 2004, online commerce will reach \$6.8 trillion.
- The growing reliance on e-business processes are pushing large companies to invest more heavily in network infrastructure and business continuity planning and services.

Business Processes

and Business Process Outsourcing (BPO)

- IT management is faced with how to set up and maintain coherent security across heterogeneous infrastructures and secure business processes, within and between enterprises. (Source: IDC)
- In addition to the cost-savings benefits, BPO is emerging as a flexible and powerful approach that business leaders can use to achieve a wide range of tactical and strategic aims.
- The Delphi Group expects "a market explosion" for Business Process Management solutions, and Gartner Inc. notes that business process skills are scarce, and thus a sweet spot for firms with this competency.

Legislation, Regulatory Compliance, Privacy and Legal Concerns

- The Gramm-Leach-Bliley Act (GLBA) mandates that financial organizations protect consumers' personal financial information. As a result, many financial institutions are struggling to comply without the appropriate technologies, resources and budget.

- The Healthcare Insurance Portability & Accountability Act (HIPAA) presents stringent guidelines for the privacy of patient healthcare information. Approximately 47 percent of CIO's say that upgrading security technology to comply is the second highest IT priority this year. (Source: Health Data Management, Oct 2003)
- The Sarbanes-Oxley Act imposes financial rules that have public companies turning to business intelligence solutions for more specialized financial analytics and reporting.
- SEC Rule 17a-4 mandates the secure archiving of electronic communications by securities merchants, brokers and dealers. Records are required to be retained for a minimum of 3 years, and must be easily retrievable in an audit.
- NASD requirements for ensuring market integrity and investor confidence are driving enterprises to pay careful attention to e-mail and archival systems and management.
- Basel II is an important development in the global financial services industry. It helps banks take a more advanced approach to risks, such as loan defaults, and encourages transparency. They will need to purchase new systems and adapt existing applications to comply before the deadline in 2006.

SiegeWorks International Services Group

The SiegeWorks International Services Group (SiegeWorks ISG) provides the following global flagship offerings:

SiegeNET™ Network Consulting Services

SiegeWorks provides in-depth network consulting, assessment and remediation services that are based on its proprietary and award-winning methodologies (including SiegeWorks DDS) and Best Practice processes. Services include security design and planning, penetration testing, gap analysis, and strategic business process remediation. Complete security installations include solutions for application and content firewalls, VPNs, and intrusion detection and prevention systems. Regularly scheduled checkups and management reports qualify and quantify program status and success.

SiegeAPP™ Application Services

SiegeWorks provides secure services for critical business, Web, database and wireless applications. Using its proprietary SAFE™ (Secure Application Fortified Enterprise) methodology and processes, complex applications are run through rigorous, in-depth audits. When vulnerabilities are identified, business-process-based remediation is provided. Secure Coding training courses based on documented Best Practices are also offered through its education group.



SiegeWorks Corporate Backgrounder (continued)

SiegeWorks International Services Group (cont.)

SiegeTECH™ Advanced Technology Solutions

This innovative portfolio is based on the most advanced, industry-leading products for Application Firewalls, Content Firewalls, Content Filtering, Anti-Virus, Anti-Spam, VPN, Instant Virtual Extranets, Authentication and identity Management, Intrusion Detection and Prevention Systems (IDS, IPS), Distributed Denial of Service (DDOS), Real-time Threat Management, File Integrity, Patch Management, and more.

SiegeTECH is complemented by:

- **SiegeDM™ Data-in-Motion Security Services**
Includes secure electronic communications via e-mail or instant messages, content filtering, anti-spam, anti-virus and anti-worm.
- **SiegeDR™ Data-at-Rest Security Services**
Designed for static content, including stored e-mail and other messages, documents, databases, images or graphics.

Education, Training & Certification Courses.

SiegeUNIVERSITY™ (Siege-U™) offers more training at less cost, and includes certified training courses for CMET, CISSP, SP, Check Point, Nokia, Cisco, e-Security, Sanctum, and more. Courses are also available for areas such as Network Security, Secure Wireless, Forensics, Compliance, Secure Application Coding, Security Testing, and IDS Tuning. Yearly registration includes end-of-year cap-off classes with travel.

SiegeWorks Advanced Technology Group

The SiegeWorks Products & Technologies Group (SiegeWorks PTG)

SiegeWorks PTG™ Group is continually innovating new products and solutions, providing even greater value to clients. A wide range of solutions based upon SiegelP have been created in order to more effectively support application and network implementations and integration services. Clients have direct access to these as required.

Major Industries Served

Public Sector

Every year, security breaches are occurring at an estimated 85 percent of government agencies, according to a recent study by CIO Magazine. SiegeWorks works with a wide range of local, state and national agencies, which have included: NASA, Department of Defense, U.S. Navy, City of New York, and the California State Franchise Tax Board.

Financial Services

Online banking, tax and wireless services are becoming increasingly popular. As activity rises, so does ID theft; it now costs financial institutions and businesses approximately \$48 billion per year, according to the FTC. SiegeWorks provides secure services to fortify them, privacy-protect customer data, and help them meet regulatory compliance requirements. Clients have included: Wells Fargo, Silicon Valley Bank, Barclays Bank, Bank of Tokyo, E-LOAN, E*TRADE, Charles Schwab, Federal Reserve Bank, PayPal, Provident, Charter Bank of Singapore, Morgan Stanley, and AG Edwards.

Enterprise/Technology

SiegeWorks has been a trusted security services partner to some of the leading enterprise technology leaders, including: Pacific Bell/SBC, T-Mobile, Boeing, Livermore National Labs, Robert Half International, Genentech, Adobe, AMD, Apple, Applied Materials, Autodesk, BEA, Seagate, Maxtor, Quantum, Siebel, Sybase, EDS, Intuit, HP, Xerox, Logitech, and Vitria.

Healthcare/Biotech/Pharmaceuticals

Today's healthcare IT environments are largely comprised of heterogeneous systems purchased one at a time. One of their biggest challenges is the secure exchange of information to the vital groups and partnering organizations. SiegeWorks has provided essential security services to the leading organizations, including McKesson, Kaiser Permanente, Merck Pharmaceuticals, John Muir Hospital, Tenet Health, and the State of Washington Department of Health.

Energy/Utilities

Increasingly, energy and utility organizations are turning to SiegeWorks and its impressive expertise and portfolio of application security services. Among them: PG&E, Northwest Natural Gas, PacificCorp and Sacramento Municipal Utility District.

Other Industries

SiegeWorks serves clients in numerous industries, including Retail, Manufacturing, Education, Entertainment, Airlines, and more. It secures vital business processes and communications between the organization's facilities, vendors, partners and supply chain. Clients have included: Walmart, eBay, Home Depot, Rockwell International, Sony, The University of California, Lucas Films, Netflix, and Nintendo.



SiegeWorks Corporate Backgrounder (continued)

Partners

Strategic & Technology Alliances

SiegeWorks maintains strategic and technology alliances with a majority of the leading Enterprise Security companies. Among them: Check Point, Cisco, Network Associates, Nokia, PGP, RSA, Sanctum, SourceFire, SpiDynamics, Sun, Symantec.

Management Team

SiegeWorks' strong, experienced team is drawn from a rich background in applications and database security.

Senior Executives include:

Jeff Bennett

Chief Executive Officer

Mike Stager

Chief Operating Officer

Gordon Shevlin

Vice President Sales

Raj Raghavan

Vice President Services

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