



## PRESS RELEASE

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# Bee Ware Expands into the UK

*Growing Demand for Application Performance and Security Products Prompts New Entry to UK Market.*

**London—19<sup>th</sup> October 2006**—Bee Ware<sup>®</sup>, the leading provider of secure web-enabled delivery solutions in Europe has expanded into the UK market with a new breed of application delivery technology that provides accelerated application security, using a combination of strong intelligent behaviour analysis, application layer threat protection and high performance platforms.

Spearheading Bee Ware's expansion into the UK is CEO Christophe Guyard, an internet security pioneer who was previously the CEO and founder of AXIANS, one of Europe's largest network and security integrators. Guyard heads a team of 6 in the UK with headquarters in London.

"With the rapid growth of Web applications and services, organisations today are concerned about the issue of delivery. Not just because of the inherent multiple vulnerabilities exposing corporate and customer data to dynamic new risks but also because the demand for continuous availability and instantaneous response requires a high level of confidence in the applications that businesses run on. Networks are now relatively well safeguarded and therefore malicious users and hackers are directing their attacks to business applications," commented Guyard. "In addition to this, our market study has shown us that UK organisations, whilst concerned with security, are concentrating primarily on application performance and availability. We believe we can help in all three areas without compromising on any of the requirements."

Reflecting the growing problem of lack of trust in web applications, the recent Get Safe Online study released by the government found 21% of respondents felt most at risk from internet based crime; more than that of being burgled. Furthermore recent security indicators have highlighted the accelerating problem of application based attacks such as SQL injection, Cross-Site Scripting and PHP-include, which are now the three biggest security threats and account for 45% of today's attacks.

"Our solutions provide comprehensive, proactive application level protection from security breaches that conventional firewalls and other types of security devices cannot detect or prevent. We are set to be a

major player providing an effective way for organisations to have confidence in their applications through a model we call Secure Web Enabled Delivery.” Guyard continued.

Formed in 2002 Bee Ware has already achieved great success in Europe through its high-performance technologies and proven expertise in the web application security space. Bee Ware is currently expanding its footprint in the Benelux region to support an aggressive growth strategy.

Frost & Sullivan has already placed Bee Ware as an emerging player in the web-application firewall market in 2005, a market which is set to grow to \$192.3 million by 2011 in EMEA alone.

**About Bee Ware**

Bee Ware is the leading provider of secure web enabled delivery solutions. Built to Open Standards, Bee Ware's award-winning appliance based solutions ensure security, high performance and business continuity for the world's most demanding organisations. Headquartered in Aix-en-Provence, France, Bee Ware has operations throughout Europe.

Bee Ware products have been adopted by Global 2000 organisations including financial services firms, publishing and media, healthcare providers, pharmaceutical manufactures, and major government agencies. Customers include Barclays Bank, Clearstream, KBC Securities, Skyguide, Renault and EDF. For more information visit [www.Bee-Ware.net](http://www.Bee-Ware.net)