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TippingPoint Positioned in the Leaders Quadrant for Network Intrusion Prevention System Appliances Magic Quadrant

Evaluation Based on Completeness of Vision and Ability to Execute

Austin, TX – April 21, 2009 – [TippingPoint](http://www.tippingpoint.com), a leader in intrusion prevention, today announced it has been positioned by Gartner, Inc. in the Leaders quadrant in the ‘Network Intrusion Prevention System Appliances Magic Quadrant’¹ report.

According to Gartner, “Leaders demonstrate balanced progress and effort in all execution and vision categories. Their actions raise the competitive bar for all products in the market, and they can change the course of the industry. To remain leaders, vendors must demonstrate a track record of delivering successfully in enterprise IPS deployments and in winning competitive assessments. Leaders produce products that provide high signature quality and low latency, are innovating with or ahead of customer challenges (such as using endpoint intelligence to make more-efficient detections) and have a range of models. Leaders continually win selections and are consistently visible on enterprise shortlists. However, a leading vendor is not a default choice for every buyer, and clients should not assume that they must buy only from vendors in the Leaders quadrant.”

“We’re seeing a growing number of customers, that were previously hesitant to implement in-line IPS, now recognizing the requirement for automated in-line security to deal with the evolving threat landscape,” said Alan Kessler, president of TippingPoint. “We are honored to have Gartner recognize us in the Leaders quadrant, and view this as a validation of our fundamental philosophy around in-line deployment and security

accuracy as the essential criteria for our vision toward extending IPS into a broader network security services platform.”

[TippingPoint® Intrusion Prevention Systems](#) protect against internal and external cyber attacks (e.g., worms, viruses, Trojans, DDoS, spyware, P2P, Web application vulnerabilities, SCADA) that may threaten critical infrastructures. All TippingPoint IPS’s ship with “Recommended Settings,” which provide preconfigured policies that automatically and accurately block attacks without any tuning, significantly reducing the amount of time and resources required to protect and maintain a healthy network.

Gartner states, “When enterprises compare products, signature quality remains the most weighted and competitive factor on shortlists. Most vendors employ some form of external vulnerability research as an input to signature creation. Gartner sees a widening gap in signature quality among vendors. For the leading IPS vendors, the staff and investments they have assigned to signature research are generally greater than the competition. There are no shortcuts to signature quality, and we believe vulnerability and malware research will continue to shape the market into tiers.”

TippingPoint’s Digital Vaccine® Laboratories (DVLabs) security research team is the benchmark of vulnerability and security research in the industry. Providing the security intelligence behind TippingPoint’s products, the DVLabs team consists of world-renowned security researchers that apply their cutting-edge engineering and analysis talents in their daily operations.

In 2005, TippingPoint founded the Zero Day Initiative (ZDI), a program which rewards researchers for responsibly reporting discovered vulnerabilities. This program has grown to almost 1,000 contributors and has catapulted TippingPoint to the forefront of vulnerability research and disclosure. In a study commissioned by TippingPoint, Infonetics reported that since the ZDI launch, TippingPoint has discovered more than six times the software vulnerabilities than the nearest IPS competitor. This study also found that in 2008, TippingPoint discovered three times more vulnerabilities than the nearest IPS competitor. With the introduction of ThreatLinQ, TippingPoint’s security intelligence portal, the DVLabs team

provides TippingPoint customers with real-time threat and IPS filter data to designate security policy changes as needed across their TippingPoint IPS deployments.

Kessler added, “The expertise and depth of our DV Labs research team is unparalleled in the industry. The standards they’ve established for vulnerability disclosure, security research and filter development provide our customers with the fastest and most comprehensive security coverage available and an increasing portfolio of additional IPS services.”

About the Magic Quadrant

The Magic Quadrant is copyrighted 2009, by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

About TippingPoint

[TippingPoint](#) is a leading global provider of comprehensive network security solutions that address the security and regulatory compliance needs of complex network environments for enterprises, government agencies, service providers and academic institutions. With the TippingPoint IPS-Secured Network, which includes the [TippingPoint Intrusion Prevention System \(IPS\)](#) and [Network Access Control \(NAC\) solution](#), network infrastructure, applications, and critical data are protected from malicious cyber attacks. TippingPoint’s 360° approach to network security enables enterprises to enforce security policies across all users, devices, traffic flows and content; while preserving existing infrastructure and ensuring business continuity to help lower total cost of ownership. TippingPoint’s security intelligence is powered by [DV Labs](#), TippingPoint’s premier team of expert internal researchers for vulnerability analysis and discovery. [DV Labs](#) is supplemented by over 900 external [Zero Day Initiative](#) researchers. For more information, please visit www.tippingpoint.com, or the press center at <http://www.tippingpoint.com/press>.

About 3Com Corporation

3Com Corporation (Nasdaq: COMS) is a \$1.3B global converged network infrastructure supplier that helps customers achieve business success by delivering solutions that provide exceptional value. The company’s H3C enterprise networking portfolio provides best-in-class performance, efficiency and reliability and delivers unparalleled return on investment. Through its TippingPoint division, 3Com is a leading provider of network-based intrusion prevention systems that deliver in-depth application protection,

infrastructure protection, and performance protection. For further information, please visit www.3com.com, or the press site www.3com.com/pressbox.

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ⁱ Gartner, Inc. “Magic Quadrant for Network Intrusion Prevention System Appliances” by Greg Young and John Pescatore. April 14, 2009.