

The Entrepreneur's Role in Innovation

Scott Weiss, Former CEO
IronPort Systems

Company Confidential

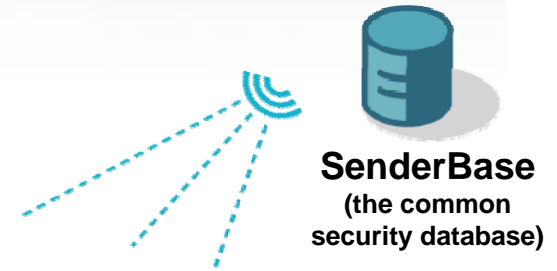
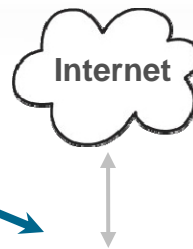


The IronPort Story

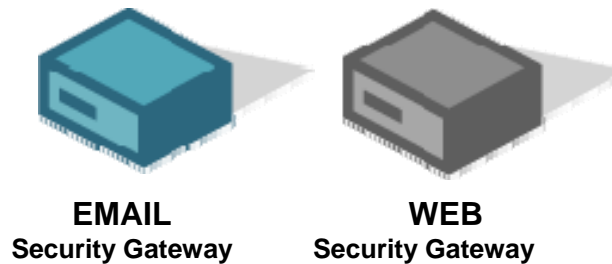
Application-Specific Security Gateways

BLOCK incoming threats:

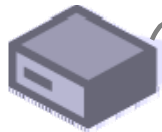
- Spam, Phishing/Fraud
- Viruses, Trojans, Worms
- Spyware, Adware
- Unauthorized Access



APPLICATION-SPECIFIC SECURITY GATEWAYS

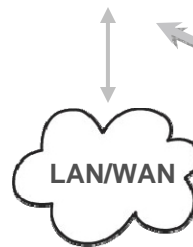


MANAGEMENT Controller



CENTRALIZE admin:

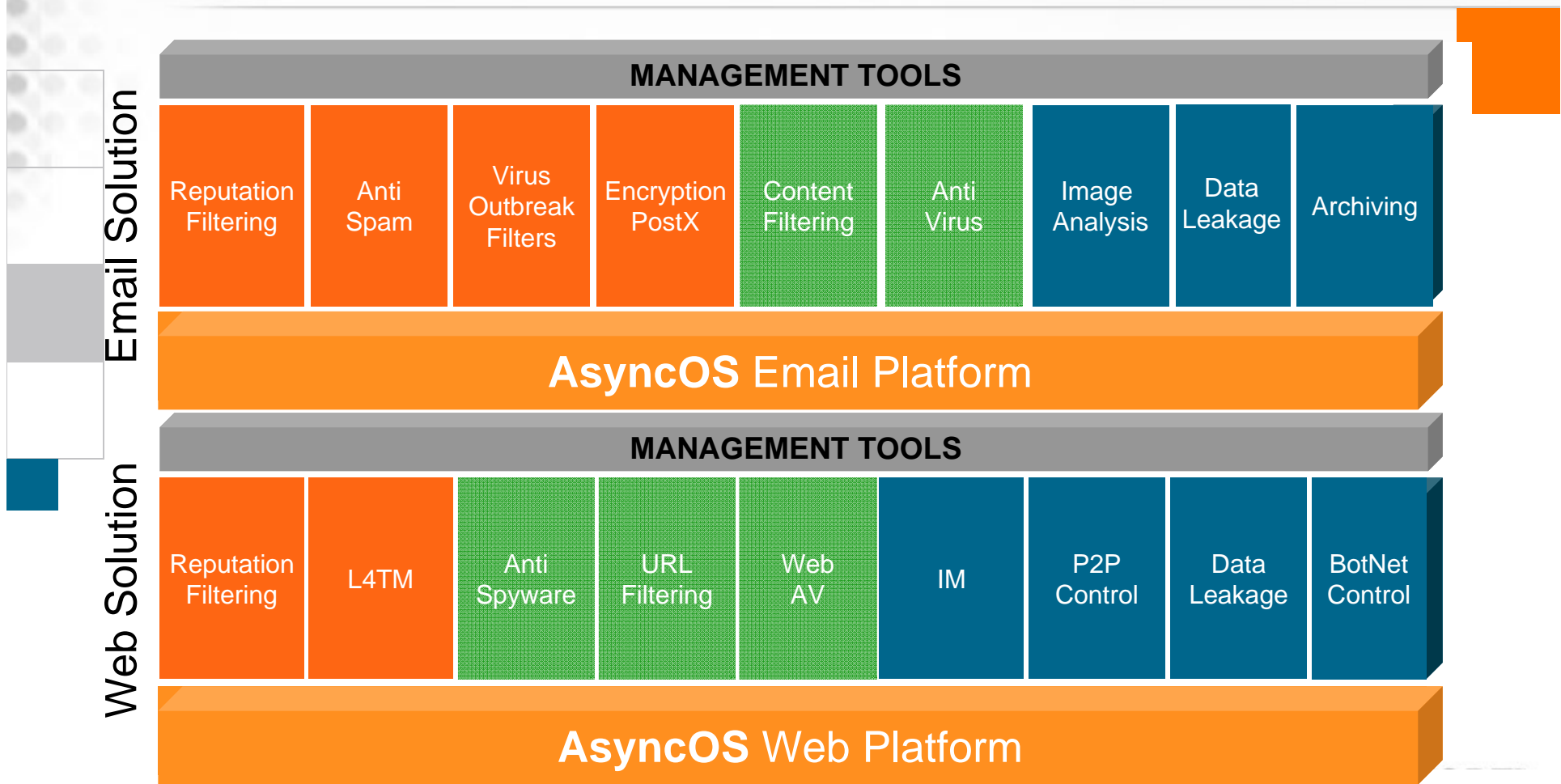
- Per-user policy
- Per-user reporting
- Quarantine
- Archiving



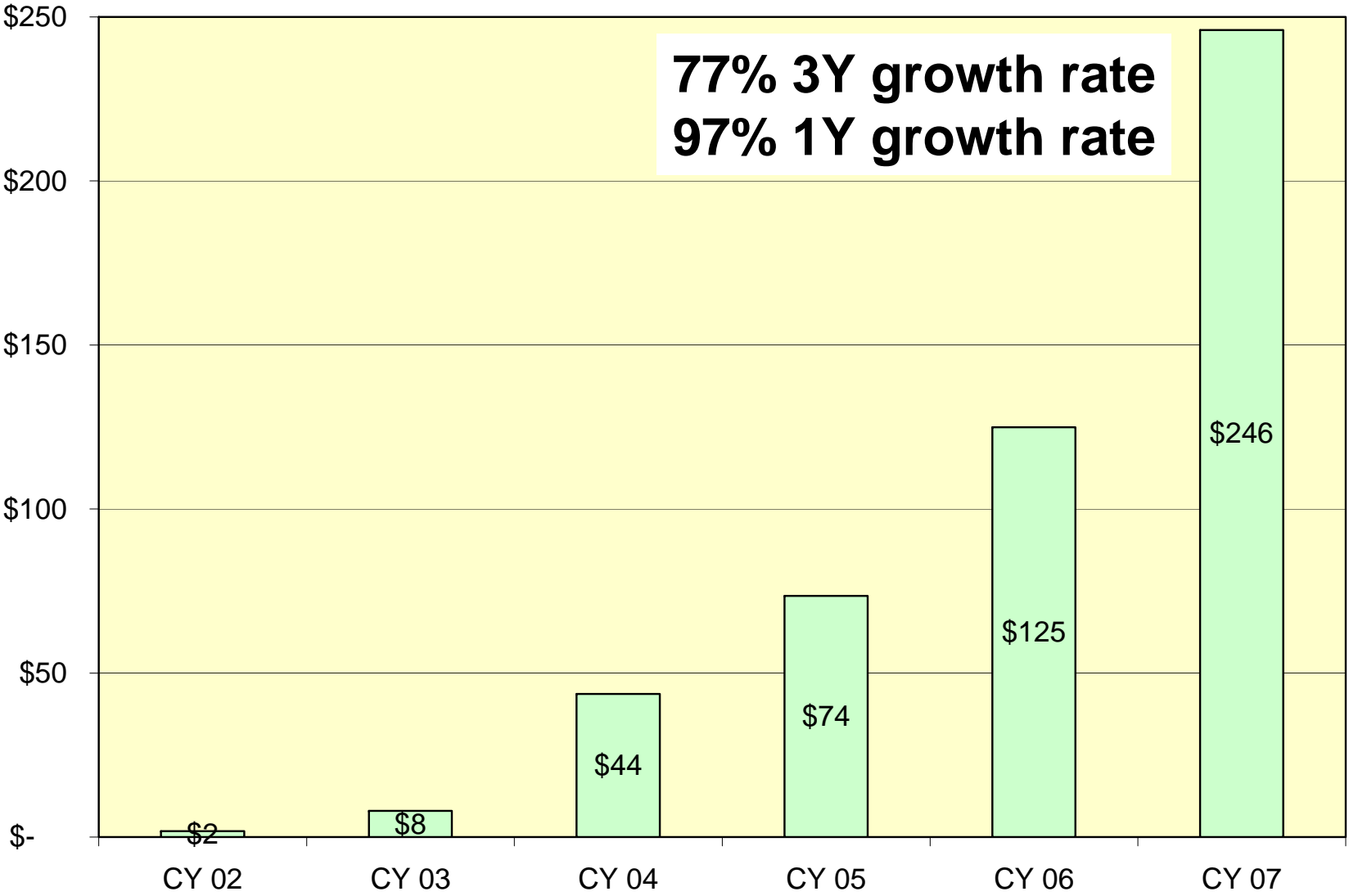
ENFORCE policy:

- Acceptable Use
- Regulatory Compliance
- Intellectual Property
- Encryption

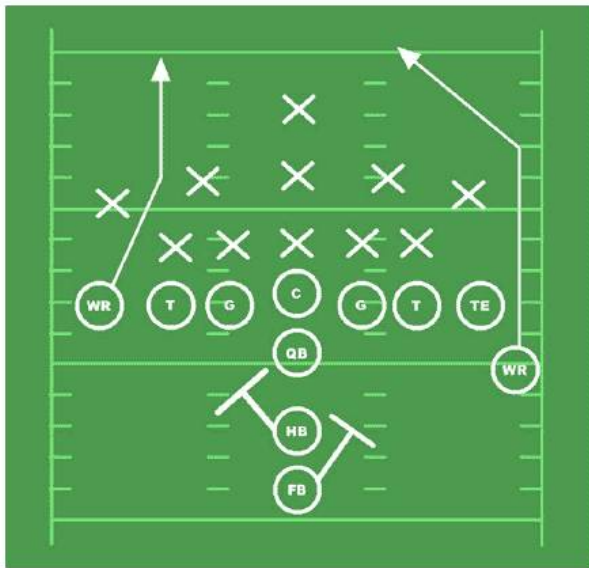
Platforms for innovation...



Annual Bookings Growth



Key Innovation Learnings



- Hire the **best** engineers AND product managers
- Get wired to the customers (Support, SEs, CABs)
- Connect the dots
- Aggressively market and claim the innovation (lead the runner)