

### Market Opportunity

The in-line network based Intrusion Prevention System (IPS) market continues to strive from more than \$700 million in 2006 and according to industry experts, is predicted to exceed \$1 Billion by 2008.

The IPS market can provide a great financial opportunity to Value-Added Partners in the information security space provided they partner with a vendor that has the right combination of both innovative technology, and lucrative, channel-friendly programs. The Top Layer Secure Circle Program provides partners with generous discounts, an array of rebates, and discretionary marketing activities to help meet your financial objectives. Top Layer is committed to our channel partners.

### Intrusion Prevention Market Drivers—Firewalls No Longer Enough

Today's Internet threats can seep through, or worse yet, overwhelm firewalls. The "statefulness" once considered to be an asset of the industry's best firewalls, has proven to be their Achilles heel. Companies with a significant reliance on doing business via the Internet are increasingly experiencing sophisticated attacks including Distributed Denial of Service (DDoS) and Botnet attacks against their networks.

### Intrusion Prevention Market Drivers—Regulatory Compliance

Intrusion Prevention Systems facilitate more secure transaction processing and reliable Internet connectivity. As part of a layered defense, a Top Layer IPS 5500 appliance serves as a keystone toward meeting regulatory compliance requirements within GLBA, Sarbanes Oxley, PCI, CISP, HIPPA and others.

### Intrusion Prevention Systems—The Need

Many organizations are being mandated to meet some compliance regulations. The effects of government legislation has driven the IPS market strongly for several years. These mandates have caused clients to seek the aid of IPS to help them meet these requirements. IPS provides a proactive means to defend networks against malicious traffic from entering a network by blocking it with little or no human intervention. Passive IDS sensors that "alert and alarm" do not solve the problem; they simply tell you about the

### Key Benefits of Partnering with Top Layer

- **Commitment to the Channel**

Top Layer demonstrates its commitment to the channel by driving business through our partners.

- **Opportunity Registration**

Top Layer values our partners' customer relationships and strives to protect and reward them for their proactive marketing and selling of Top Layer solutions.

- **Profitable Market**

Top Layer's award-winning Intrusion Prevention System products are *not* commodities. IPS products command high margins in this fast-growing market space.

- **Services Opportunities**

Top Layer can fuel your company's growth by "dragging" significant pre- and post-sales services and support offerings. Partners have the flexibility to sell either Top Layer's service and support, or their own.

- **Technology Excellence and Innovation**

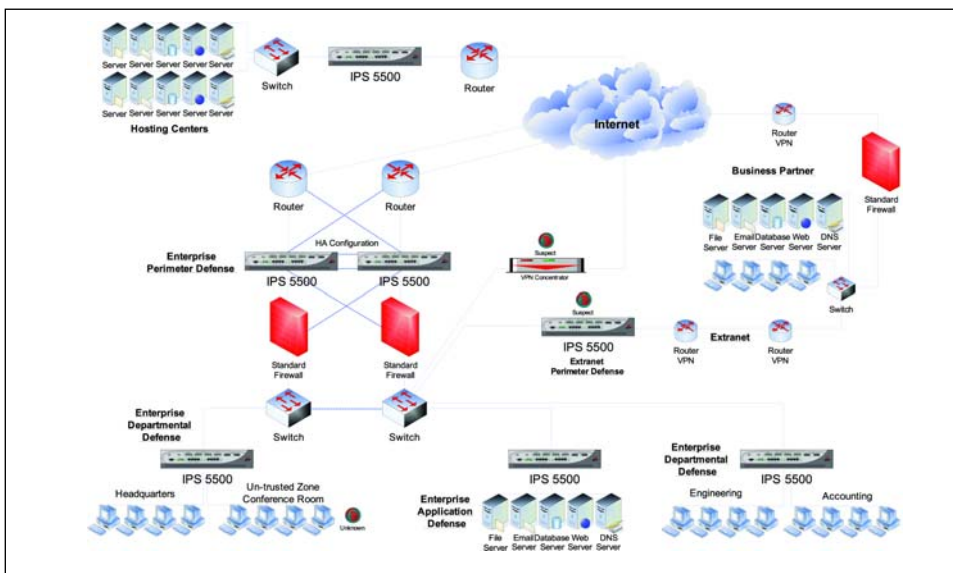
Top Layer's award-winning IPS family of solutions provides additional credibility to your other security offerings.

- **Limited Distribution**

We limit the number of partners per market to minimize channel conflict.

- **Marketing Funds**

Kick-start marketing programs for lead generation.



Top Layer has a complete line of IPS products to fit a multitude of environments.

# WHY PARTNER WITH TOP LAYER?

problem. Enabled by Top Layer's IPS 5500, IT staff has more time to focus on preventative measures than reactive incident response. We provide your customers with better visibility into their network traffic patterns in real-time, and also via concise management-friendly reports and charts.

## Effectively Tackle Spyware, Malware, and Devastating Worms

Constant attempts to eradicate these insidious programs at the desktop have come up short. Attempting to mitigate these problems using software originally engineered for a PC, running on a server, relabeled to be an "appliance" will bring a company's HTTP traffic to a crawl. The Top Layer 5500 is a purpose built appliance that filters these threats at switch-like speeds. Your customers can have effective content filtering without the corresponding performance and latency degradation most gateway solutions introduce.

## Where Does The IPS 5500 Fit into Your Customer's Network?

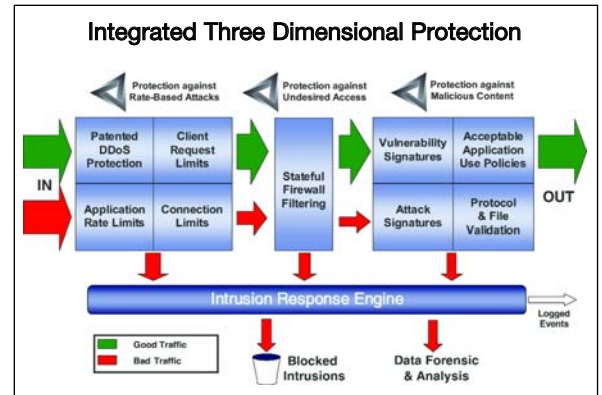
At the *perimeter*, it can effectively prevent unauthorized access to network segments or specific host systems. Positioned at the perimeter, an IPS 5500 can also protect a firewall from incoming DDoS or Botnet attacks. Host computers communicating outbound to spyware sites can also be blocked here.

At the *core* of your customer's network, unauthorized access to systems can be reinforced, and the spread of worms and bots introduced onto the network from a "trusted" source that connects behind the firewall (such as a roaming laptop user, or a frame relay connection) can be effectively contained.

## Attract and Retain Satisfied Customers with Top Layer's Technology Excellence

Top Layer's IPS 5500 product family offers complete Three Dimensional Protection (3DP) – uniquely providing the broadest range of protection available on the market including:

- Protection against malicious content through advanced IPS technology
- Protection against undesired access through stateful firewall filtering
- Protection against rate-based attacks through DDoS mitigation



## Award Winning, Production Proven

Our IPS products are actively protecting service providers and corporate enterprises of all sizes, including e-commerce sites, financial institutions, retail firms, healthcare organizations, academic institutions, government agencies, and other businesses that need to protect their network and critical assets. The IPS 5500 has received top accolades from the world's most prestigious labs and influential publications. Top Layer has received recognition from NSS Labs, Computer Reseller News, Information Security Magazine, SC Magazine, IT Week, and more.

	Cisco	ISS	Radware	Sourcefire	Top Layer
Attack detection/blocking	B	A	C	B+	A-
Evasion detection/blocking	A-	A	C	B	B
Anti-DoS capability	A-	B+	D	B-	A
Interface utility/speed	B-	B	C	A	A
Signature customization	A-	C-	A	A	A
Setup/deployment	C	B	C-	B-	A
<b>Final Score</b>	<b>B</b>	<b>B+</b>	<b>C</b>	<b>B+</b>	<b>A-</b>



As reported in Information Security magazine

## Award-Winning IPS:

