

Sophos Acquires Cyberoam

Frequently Asked Questions

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FAQ

What is Sophos announcing?

Sophos is announcing the acquisition of Cyberoam Technologies. Cyberoam is now 100% owned by Sophos.

Who is Cyberoam?

Cyberoam is a leading UTM company headquartered in Ahmedabad, India founded in 1999. Cyberoam has a team of approximately 550 employees, 65,000 customers, 5,500 channel partners, and grew at over 30% last year. Cyberoam is known for the quality of innovation of its products, their strong and responsive customer support, and their “channel first” sales strategy and execution.

Cyberoam offers a number of network security products, including high performance UTM and Next Generation Firewall appliances, centralized security management and intelligent logging and reporting solutions.

The Cyberoam partner network spans 125 countries with approximately 10,000 Cyberoam Certified Engineers with particular strength in India, the Middle East and Africa.

Cyberoam is recognized by Gartner as a “Visionary” in the Gartner UTM Magic Quadrant 2013. Gartner had particular praise for Cyberoam’s regular addition of new features, well-organized management interface, free cloud-based centralized management for certified partners, and built-in reporting capabilities.

Why is Sophos acquiring Cyberoam?

This transaction places Sophos in an ideal position to succeed in the dynamic and fast growing network security market. With Cyberoam, we add more resources to accelerate our network security vision across every aspect of our business: more resources for product innovation, more sales and partner reach, more support strength, and a higher profile as a disruptive leader in the industry.

Our goal in coming together is very simple: to take the significant success that each company is achieving on its own, and to expand and accelerate that success even further. According to IDC, the UTM market is \$2.5B and growing at 20% per year. We are performing very well in the market, and outgrowing our competitors. But we have a stated ambition to become a much larger player in network security – not only in UTM, but in a number of exciting adjacent markets that are growing even faster, like next generation firewall (NGFW), advanced persistent threat (APT) protection, and wireless security. With Cyberoam, we add more resources to accelerate our success in network security, across every aspect of the business: more resources for product innovation, more sales and partner reach, more support strength, and a higher profile as a disruptive leader in the industry.

Why is Sophos acquiring Cyberoam and not another network security vendor?

We believe Sophos and Cyberoam are a compelling combination in three key respects:

Right market: Both companies have a shared focus on the large and high growth network security market. Both companies are innovators who have substantially outpaced the market growth in UTM, one of the fastest growing IT security markets. Both companies are dedicated to making security simple and are focused on the same customer segment of small and midmarket enterprises and “pragmatic enterprises” of any size.

Right technology: Cyberoam delivers a set of high performance complementary product and technology assets that will broaden the Sophos solutions portfolio and expand opportunities for partners and customers. The fact that both companies share a common core architecture was a major driver behind the acquisition of Cyberoam. Rapid integration of the separate solution strengths will be enabled by both sets of network security solutions being based on similar foundations, common attributes include:

- Hardened Linux operating systems (OS)
- Optimized Intel compatible server systems
- Modular security applications
- Use of Open Source technologies (e.g., Snort IPS)

In addition to a shared common architecture in UTM and network security, the companies have a broad range of complementary technologies. Cyberoam customers and partners will benefit from Sophos strengths in threat protection, endpoint protection, secure Wi-Fi and innovations like *Sophos RED (Remote Ethernet Device)* to help protect large distributed networks. Cyberoam brings unique capabilities in user based policy with its *Layer 8 Identity-based polices*, application control, high performance packet filtering, and logging and reporting.

Right place: Together the two companies can tap into multiple established centers of strong engineering talent, including in Europe, North America, and India. In addition, the combined company will have significant global reach and resources in UTM-oriented sales, marketing, customer support, and operations. Cyberoam brings a global customer base and channel network, but is particularly strong in India, Middle East and Africa.

Why is this deal good for Sophos and Cyberoam?

The transaction results in two highly-successful companies joining forces, and ideally positions the combined company to succeed in the dynamic and fast growing network security market. According to IDC, the UTM market is \$2.5B and growing at 15-20% per year. Both Sophos and Cyberoam are performing very well in the market, and outgrowing our competitors. But together we have the opportunity to accelerate that success and become a more significant player in network security – not only in UTM, but in a number of exciting adjacent markets that are growing even faster, like next generation firewall (NGFW), advanced persistent threat (APT) protection, and wireless security. The combined company provides more resources to accelerate our shared network security vision across every aspect of our business: more resources for product innovation, more sales and partner reach, more support strength, and a higher profile as a disruptive leader in the industry.

Why is this deal good for Sophos and Cyberoam partners and customers?

More resources means more innovation and more sales opportunities for partners. The combined company will have more resources focused on the high-growth UTM market as well as exciting adjacent markets in network security such as next generation firewall, APT protection and WiFi security. The company will have over 2,200 employees with over 750 in research and development, many of whom are dedicated to network security. That

means we can take the two companies' existing roadmaps and enhance them, and add new offerings to future roadmaps that allow us to protect our customers better.

Channel First. Both Cyberoam and Sophos share a commitment to a "Channel First" sales strategy, and that commitment will only deepen as the companies come together.

Customer Care. Both Cyberoam and Sophos share a strong reputation for high quality products and strong, responsive customer support, and the combined company expects to further invest in this area as a key differentiator.

Security made simple. Both Cyberoam and Sophos are renowned for their products' ease of use and manageability, and the combined company will deepen its commitment to delivering complete security without complexity.

How many employees will be part of the combined company?

The combined company will have over 2,200 employees with over 750 research, development and engineering employees and over 300 technical support staff.

What will happen to the Sophos network security product lines?

There is no change to the 2014 Sophos UTM and network security product roadmaps. Over time, we will look for opportunities to leverage the best of both companies to enhance our existing products and to add new products to our roadmap. Under the combined company going forward you can expect considerable investment in the Sophos UTM, Sophos Web Appliance, Sophos Email Appliance and adjacent technologies including next-generation firewall, secure wireless and advanced threat protection.

Sophos UTM: This product line will continue to be developed and enhanced as part of the Sophos portfolio of products. The current roadmap plans remain unchanged with the release of the next major version of Sophos UTM: *UTM Accelerated (9.2)* due out shortly.

Sophos Web Appliance: This product line will continue to be developed and enhanced as part of the Sophos portfolio of products. Our roadmap plans remain unchanged except for looking at opportunities, including taking advantage of Cyberoam's rich application control technology to enhance Sophos products over time.

Sophos Email Appliance: This product line will continue to be developed and enhanced as part of the Sophos portfolio of products. Our SPX Encryption and DLP functionality is a great example of innovation that makes email security and data protection simple for businesses. Sophos will continue to innovate in this space.

What will happen to the Cyberoam product lines?

There is no change to the 2014 Cyberoam product roadmap. Over time, we will look for opportunities to leverage the best of both companies to enhance our existing products and to add new products to our roadmap.

Will you honor existing Cyberoam licenses, support contracts, hardware warranties?

Yes. All Cyberoam licenses, contracts and warranties will be honored.

Who do Cyberoam customers call for customer support?

There is no change in the Cyberoam support process.

How can Cyberoam customers purchase Sophos products?

Customers can buy Sophos products through a Sophos partner. Find a Sophos partner here:

<http://www.sophos.com/partners/partnerlocator.html>

How can Sophos customers purchase Cyberoam products?

Customers can buy Cyberoam products through a Cyberoam partner. Find a Cyberoam partner here:

<http://www.cyberoam.com/findpartner.html>

Do you plan any more acquisitions?

Yes. Sophos will continue to pursue growth both through organic means as well as through acquisitions to achieve our mission of delivering complete IT security to small and midmarket enterprises (and “pragmatic enterprises” of any size) and the channel that serves them.