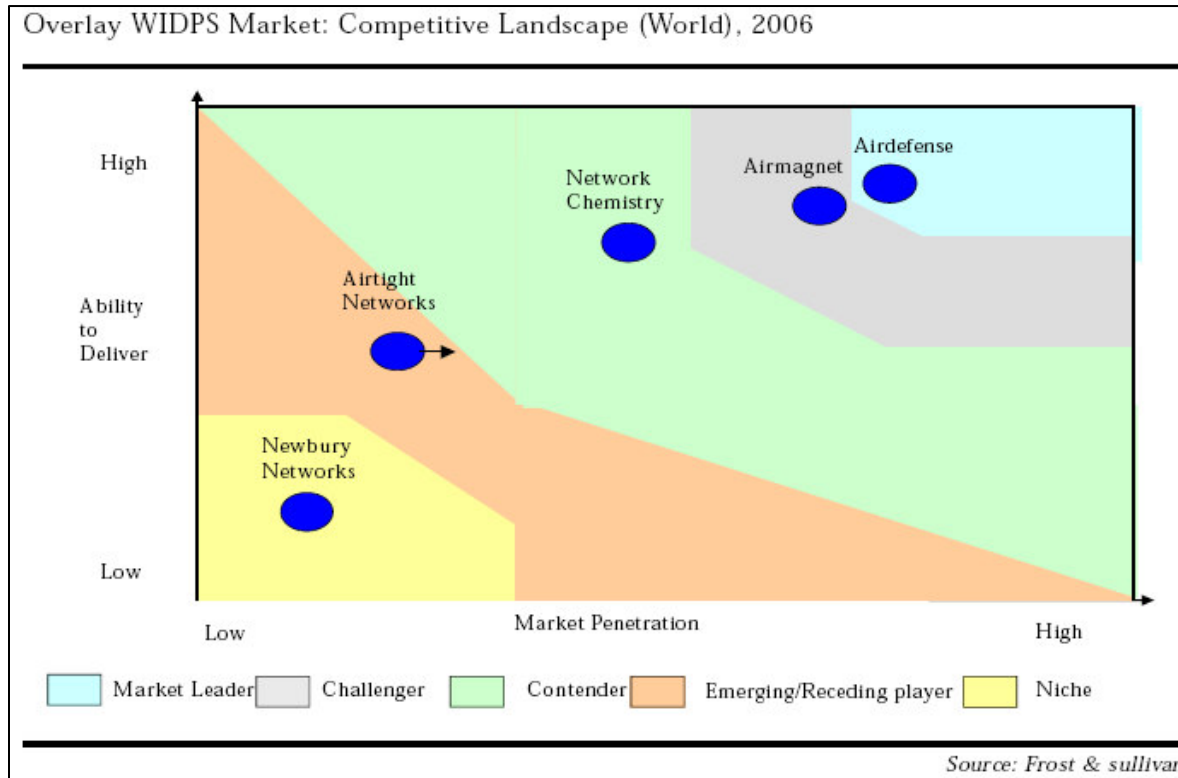


World Wireless Intrusion Detection and Prevention Systems Markets FA03-74

[http://www.frost.com/prod/servlet/report-
toc.pag?repid=FA03-01-00-00-00](http://www.frost.com/prod/servlet/report-toc.pag?repid=FA03-01-00-00-00)

AirDefense is the Market Leader

FROST & SULLIVAN



“AirDefense has been a pioneer in the WIDPS market, and has been able to gain and maintain its market leadership position because of its dedication to technological excellence, its well considered growth strategies and its significant business partnerships. These factors make AirDefense the deserving recipient of the 2007 Frost & Sullivan Award for Market Leadership in the global WIDS market.”

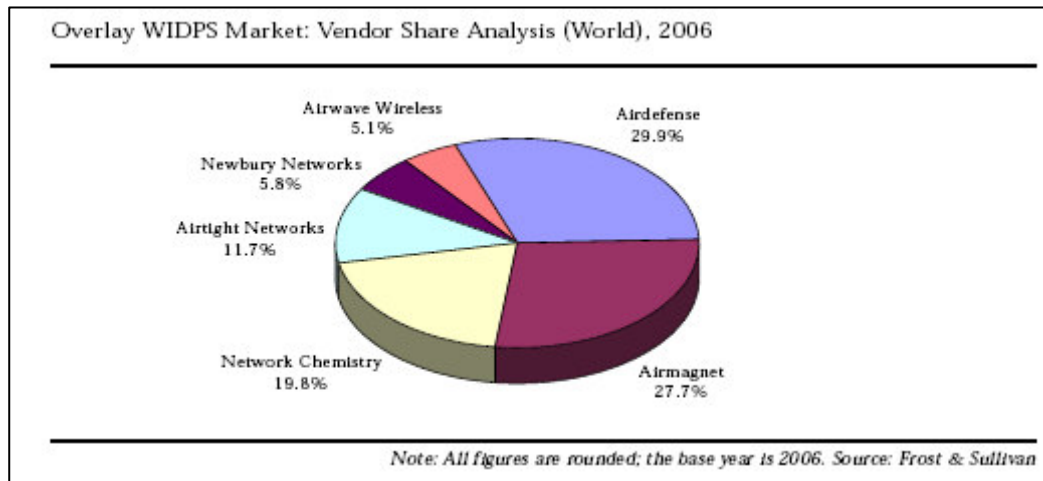
Source:

World Wireless Intrusion Detection and Prevention Systems Markets, Frost & Sullivan, Dec-2006

<http://www.frost.com/prod/servlet/report-toc.pag?repid=FA03-01-00-00-00>

AirDefense is the Market Leader

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Frost & Sullivan believes that if most of the WIDPS market will be integrated with the wider networking and wireless security market, and if there will be a remaining niche market for overlay WIPS for high security environments, it makes sense for an overlay WIPS vendor to try and be a technology leader. End-customers with high security needs would be looking for state-of-the art technology.

Source:

World Wireless Intrusion Detection and Prevention Systems Markets, Frost & Sullivan, Dec-2006

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AirDefense is the Market Leader

F R O S T  S U L L I V A N

An Excerpt from the Report:

Market Leader: Airdefense

Atlanta-based Airdefense has been a pioneer in the wireless intrusion detection (WIDS) market. In 2003, the solution evolved to an Intrusion Prevention System (IPS). Airdefense's main product offering is its distributed wireless sensing networks, which it sells to enterprise customers. The company has mobile products as well, but focuses most prominently on the enterprise business.

The flagship product "Airdefense Enterprise" has been on the market since the end of 2002. The solution is a distributed wireless IPS tool, which uses sensing devices that are connected to a server, and report back to a centralised server. Apart from the IPS functionality, Airdefense offers compliance capabilities, forensic storage and site surveys.

Airdefense's business model is based on technology leadership. The company is entirely funded by its founder and chairman, and it is investing heavily in R &D. The company owns a fair amount of intellectual property, and is aiming to increase that position.

Airdefense sells its products through channel partners and through business development relationships with major wireless network vendors.

Airdefense sells into most vertical markets, with the exception of education. The company has a significant contract with the US Government Department of Defence. Over 80 percent of Airdefense's business comes from outside the US. The company is aiming to expand the overseas portion of its revenues though, with a primary focus on the EMEA region. In Asia, the company has a distributor.

Source:

World Wireless Intrusion Detection and Prevention Systems Markets, Frost & Sullivan, Dec-2006

<http://www.frost.com/prod/servlet/report-toc.pag?repid=FA03-01-00-00>