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June 9, 2010

Proofpoint Bolsters Presence in US Government Sector

Leading email security and compliance vendor appoints Jeff Lake to Vice President, Federal Operations to support government team and drive growth in public sector

Sunnyvale, CA – June 9, 2010 – Proofpoint, Inc., the leading provider of email security, email archiving and data loss prevention solutions, today announced that Jeff Lake has joined the company as vice president of federal operations to further drive Proofpoint's growth in the public sector. Proofpoint is strengthening its presence in federal government channels with the addition of industry veteran Lake, who is responsible for directing the overall strategic growth of the U.S. federal government team including sales, business development, marketing and technical operations.

Over the years, Proofpoint has gained strong momentum in the public sector, protecting more than one million government email inboxes including many federal civilian agencies, department of defense organizations such as the US Coast Guard, and the intelligence community. By achieving important information assurance certifications such as NIAP's Common Criteria EAL2+ and NIST FIPS 140-2, Proofpoint is trusted to protect mission-critical applications and mitigate risk through its email security, archiving and data loss prevention solutions.

"Proofpoint is an exciting company that is poised for strong growth in the federal government sector," said Lake. "The company's industry-leading messaging security solutions are especially pertinent to the public sector given the heightened interest in cyber defense, data loss prevention, and message encryption. Additionally, we are in a unique position to assist the government in their movement from on-premise solutions to virtual and cloud messaging environments. I look forward to utilizing my relevant federal and information security experience to grow Proofpoint's market share."

Increasing traction in the government sector has played an important role in driving Proofpoint's overall business growth in recent quarters. Recent wins include a federal agency that is deploying the Proofpoint ENTERPRISE™ Protection and ENTERPRISE Privacy solutions to protect 40,000 mailboxes from spam and viruses while also guarding against unauthorized exposure of confidential and regulated information. In response to this growing demand, Proofpoint has opened an office in Herndon, VA and expanded the staff with additional technical and sales resources such as Andrea Cummings, director of federal channels, who has worked with Lake to develop a Federal Partner Program catered to the unique needs of the Value Added Resellers (VARs) in the Federal sector.

"Jeff brings the knowledge and experience to our team to lead Proofpoint to the next phase of growth within the federal government sector," said Gary Steele, chief executive officer for Proofpoint. "We have seen tremendous growth of interest in the transition to SaaS security from this industry and are committed to providing our customers with the best of breed products and services by bringing on industry veterans like Jeff to lead our team in the next phase of growth."

With more than 20 years of technology and security experience, Lake has held several leadership positions in technical sales, consulting and operations. Most recently, Lake served in a similar role at Fortinet, Inc. where he was in charge of growing federal revenues to record levels. Prior to joining Fortinet, Lake held leadership roles at CipherTrust, Lancope, and Oracle. Previously, Lake was a commissioned U.S. Army Military Intelligence officer, holds a Top Secret security clearance, and has a B.S. from Bryant University.

Proofpoint's solutions for the government market include the [Proofpoint ENTERPRISE™ email security solution](), which combines inbound anti-spam and anti-virus, outbound data loss prevention, email encryption and policy enforcement features into one affordable, easy-to-use and easy-to-manage platform for taking control of email. Proofpoint ENTERPRISE is available for on-premises (appliance, virtual appliance of software) or SaaS deployment with two solution suites that support the most common inbound threat protection and outbound data loss prevention requirements:

- Proofpoint ENTERPRISE Protection Suite: Proofpoint ENTERPRISE Protection delivers all of Proofpoint's best-in-class inbound email security and email management components. Features include: advanced connection management; Proofpoint MLX™-powered spam detection; signature-based and zero-hour virus protection; email firewall, deep content inspection and outbound filtering capabilities to enforce acceptable use policies for message content and attachments; advanced message tracing; and encryption.
- Proofpoint ENTERPRISE Privacy Suite: For enterprises with advanced regulatory compliance and data privacy requirements, Proofpoint ENTERPRISE Privacy provides "defense in depth" for private information of all types. It protects private information in email, defends against leaks of confidential information and ensures compliance with common data protection regulations including HIPAA, GLBA and PCI standards. For maximum data loss prevention

flexibility and control, Proofpoint ENTERPRISE Privacy also includes the powerful encryption features of Proofpoint Encryption, which helps mitigate the risks associated with regulatory violations, data loss and policy violations by automatically applying encryption based on an organization's unique policies.

Proofpoint also offers email compliance and management solutions including a SaaS email archiving solution, Proofpoint ARCHIVE™—which makes it easy for organizations to securely archive email and solve the storage management, legal discovery and regulatory compliance challenges associated with email retention—and Proofpoint Secure File Transfer™ which lets email users send large files quickly, easily and securely, while minimizing the impact of large file attachments on email servers and other parts of the email infrastructure.

Learn More about Proofpoint's Email Security and Compliance Solutions

Gartner, Inc. positions Proofpoint in the Leaders quadrant of the 2010 Magic Quadrant for Secure E-mail Gateways. View a complimentary copy of this report by visiting:

http://www.proofpoint.com/magicquadrant

About Proofpoint, Inc.
Proofpoint focuses on the art and science of cloud-based email security, eDiscovery and compliance solutions. Organizations around the world depend on Proofpoint's expertise, patented technologies and on-demand delivery system to protect against spam and viruses, safeguard privacy, encrypt sensitive information, and archive messages for easier management and discovery. Proofpoint's enterprise email solutions mitigate the challenges and amplify the benefits of enterprise messaging. Learn more at www.proofpoint.com.

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