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## Proofpoint Expands Presence in Private Cloud Infrastructures

### Growth in Private Cloud Deployments, Interest in Public and Hybrid Cloud Computing Drives Demand for Proofpoint Virtual Solutions

**SUNNYVALE, CA – May 16, 2011** – [Proofpoint, Inc.](#), the leading provider of cloud-based email security and compliance solutions, today announced that increases in enterprise private cloud infrastructure deployments are driving demand for its [Proofpoint Enterprise Protection](#) and [Proofpoint Enterprise Privacy](#) virtual appliance security solutions. Enterprises recognize that private clouds provide increased efficiency and performance benefits, and that they can maximize private cloud investments by deploying more shared services and resources from them. A key driver behind Proofpoint's virtual appliance business growth comes from customer demand to further improve efficiency and reduce total cost of ownership (TCO) by including security solutions into the shared services and resource stack.

According to Gartner, 2011 will be a big year for private cloud initiatives. In their report, *Private Cloud Computing Ramps Up in 2011*, analysts Donna Scott and Thomas Bittman write:

Data center executives are showing a definite interest in pursuing a private cloud computing strategy through 2014, and client inquiries and polls are also showing that many early deployments are already in place. Feedback from data center executives is that 30 percent more enterprises plan to invest in private cloud computing in 2011.

Proofpoint is experiencing the reality of what enterprises are reporting. Customers are taking advantage of its solutions' abilities to integrate quickly and easily into their private cloud environments. In 2010, Proofpoint's virtual appliance business grew by more than 50 percent and today private cloud infrastructures handle more than 25 percent of all Proofpoint workloads. Customers using Proofpoint solutions in private cloud environments range in size from 200 to 15,000 employees and come from a wide range of industries including financial services, healthcare, government and education.

Other key drivers for adoption of Proofpoint's virtual appliances include long-term strategies to expand into hybrid and public cloud environments. According to Gartner, private cloud adoption represents the first step towards a hybrid or 100 percent cloud environment, where TCO is further reduced. Proofpoint virtual solutions are also easily deployed, managed and effective in hybrid and public platforms.

“Organizations are reaping the benefits that cloud computing provides. They need cost-effective solutions that scale rapidly, deploy easily and operate within public, private and hybrid cloud infrastructures,” said David Knight, vice president of marketing for Proofpoint. “Customers are deploying our virtual appliances in record numbers. Proofpoint provides them with the ability to maximize their investments in private clouds, and to easily make the jump to hybrid or public cloud platforms.”

#### Customers reap benefits of Proofpoint Virtual Appliances:

**Guaranty Bank** — This wholly-owned subsidiary of Guaranty Federal Bancshares, Inc., chose Proofpoint to replace a resource-draining on premise solution, to reduce SPAM volumes, improve its DLP posture and overcome scalability challenges.

“As a regulated bank, the ability to rapidly scale security and compliance at a pace that can keep up with changes in our email user base is critical. We need to be able to add and remove email accounts without compromising compliance, privacy or security,” said Kenneth Johnston, CIO/VP information systems at Guaranty Bank. “Proofpoint's ability to easily deploy in a virtual environment has reduced our hardware dependency, allowed us to remain secure and compliant, and reduced significantly our operational costs.”

**Sana Hospital Group Sana IT Services** — Sana Hospital IT Services protects 16,000 mailboxes across a chain of 45 hospitals. Sana chose Proofpoint to reduce administration and maintenance costs, improve email security, and do both without impacting end users.

“Proofpoint had already proven its ability to provide effective security and compliance for our regulated organization. When we discovered that its product suite could run in our VMware-based virtual environment, we wasted no time in putting it to the test,” said Bernd Christoph Meisheit, managing director at Sana IT Services. “Proofpoint deployed easily and provided much needed scalability and a level of effectiveness and performance we require. With Proofpoint, we are able to ensure

security and compliance, eliminate hardware costs and maximize our private cloud investment.”

**University of North Carolina (UNC) Wilmington** — One of fourteen universities in the UNC system, UNCW chose Proofpoint so that it could keep pace with security demands driven by always-increasing numbers of email accounts spread across its faculty, staff and student community.

“Proofpoint Enterprise Protection in a virtual environment was quick and painless for us to deploy,” said Tony Copeland, director of operations and systems administration at University North Carolina Wilmington. “It fit into our network seamlessly, rid the University of maintenance costs associated with custom rule development, has been easy to integrate, and provided extremely effective protection.”

For more information on Proofpoint virtual appliance email security solutions please visit:

<http://www.proofpoint.com/products/technology/platforms/virtual-appliance-email-security-and-compliance.php>

Interact with Proofpoint on Twitter [@Proofpoint Inc](#), on Facebook at <http://www.proofpoint.com/facebook>, on LinkedIn at <http://www.proofpoint.com/linkedin>.

#### **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](http://www.proofpoint.com).

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