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McAfee Customers Switch to Proofpoint

Customers Drop McAfee for Proofpoint's Email Security and Compliance Solutions

Sunnyvale, Calif. – August 31, 2011 –Proofpoint, Inc., the leading provider of cloud-based security and compliance solutions for enterprise messaging and collaboration, today announced that email security and compliance customers are switching from McAfee to Proofpoint at a rate of one every week. Customers cite Proofpoint's spam and phishing detection, cloud deployment, advanced data loss prevention and compliance capabilities, and superior customer support among the main reasons why they have chosen Proofpoint.

“We made a strategic decision to move off of McAfee's Ironmail to address the virus and spam effectiveness issues we were experiencing,” said Tom Norman, postmaster at Grand Valley State University in Allensdale, Michigan. “Proofpoint showed us that their focus was on email security and compliance and proved it with superior customer service and support.”

McAfee replacements are occurring across sectors such as entertainment, government, retail, banking and financial services, education, energy, healthcare, and insurance. Since the first quarter of this year, displacements of McAfee email security solutions have added more than 250,000 email inboxes to the millions already protected by Proofpoint Enterprise Protection™ and Proofpoint Enterprise Privacy™ solutions.

“McAfee and other enterprise email security and compliance providers can't keep up with the relentless pace of spam, phishing and other email-borne threats,” said David Knight, executive vice president of product management and marketing, Proofpoint. “When Proofpoint Enterprise is evaluated head-to-head against McAfee and other competitors, the superiority of our solution becomes instantly clear. We deliver superior protection from today's malicious email attacks. We offer robust compliance functionality and easier deployment and management. We have a responsive support team that is deeply committed to customer satisfaction.”

Top Facts Driving Customers to Switch

- | Spam and Phishing Effectiveness: During the course of recent 30-day evaluations at a major university and retailer, the Proofpoint Enterprise Protection [email security solution](#) detected 2,000 phishing and 600,000 spam messages respectively that slipped past McAfee Ironmail. These facts demonstrated to the customers that only Proofpoint could protect them against the high volumes of disruptive emails and malicious attacks aimed at these organizations on a daily basis.
- | Cloud Deployment Options: Proofpoint Enterprise can be deployed as on-premise appliances, virtual appliances or in the Proofpoint cloud as a SaaS solution. More than 50 percent of customers that switched from McAfee to Proofpoint chose the SaaS or Virtual option, which offers all the same control, flexibility and security as Proofpoint's appliance-based solution.
- | Constant Innovation: Customers of McAfee Ironmail find themselves with a legacy solution that has not benefitted from any major product advancements since 2007. In contrast, Proofpoint continues to actively develop and deliver innovative, market-leading features and new security and compliance solutions. Since January, Proofpoint has announced two major product updates, introduced the industry's first cloud-based compliance solution for Microsoft Office 365, and received FISMA certification for its email archiving solution as part of a cloud-based deployment at USDA.
- | Customer Support: In virtually all Proofpoint evaluations, McAfee customers reported that the vendor was unable to provide them with acceptable levels of technical support. With Proofpoint, customers find a more responsive support experience that rapidly resolves technical issues.

To learn more about the differences between Proofpoint's security and compliance solutions and those from McAfee, download Proofpoint's free comparison guide by visiting:

<http://www.proofpoint.com/mcafee-comparison>

Gartner positions Proofpoint in the Leaders Quadrant in the 2011 Magic Quadrant for Secure Email Gateways. Read the full report, compliments of Proofpoint 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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