



VORMETRIC

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Vormetric Achieves Record Breaking Sales and Profitability

Customer Wins, Expanded Deployments, Strategic Partnerships and New Product Offerings Fueled Growth and Profitability of Enterprise Data Encryption Leader

SANTA CLARA, Calif. – September 15, 2009 – [Vormetric](#), Inc., the leader in data security management and enforcement solutions, today announced that it has set multiple records for bookings, revenue and profit for the second quarter of 2009. Vormetric's strong performance is attributed to rapid growth in the global encryption market combined with Vormetric's singular ability to address enterprise encryption management and performance requirements.

Vormetric achieved record breaking bookings, revenue and profit in the second quarter with an overall bookings increase of 39 percent year/year Trailing Twelve Months. New customer attainment in the second quarter included Fortune 500 customers in manufacturing, financial services, business process outsourcing and media. Existing customers' expanding deployments also strongly contributed to the successful quarter. Vormetric customers continued their expansion of Vormetric Data Security across databases, file shares and other storage systems to take advantage of the compliance benefits, simplicity and cost savings of a single enterprise encryption standard.

"The need to protect sensitive data continues to grow even in today's economic climate," said Richard Gorman, CEO of Vormetric. "Our record breaking results are concrete evidence that Vormetric has the best solution to solve the need for data-centric security on mission critical systems without compromising information management."

These record breaking results were bolstered by the company's introduction of [Vormetric Data Security v4](#) and growth of the Vormetric partner program. Vormetric Data Security v4 was consistently selected over native and competing third party encryption solutions for performance, enterprise manageability, policy-based access control and simplified key management. To its roster of world-class business and solutions partners, Vormetric added BlueArc and Imperva. Vormetric also saw strong traction from business relationships with strategic partners Symantec and IBM. Symantec resells Vormetric's technology as the native encryption solution for NetBackup. IBM resells Vormetric's technology as the native database encryption solution for DB2 and Informix. Vormetric continues to identify new alliances and partnerships to help advance the depth and breadth of its solution and address new demands on data security.

About Vormetric

Vormetric is the leader in data security management and enforcement solutions. Vormetric's application- and database-transparent solution outperforms other offerings to provide stronger and broader data security at a fraction of the management and implementation cost. Vormetric's more than 500 customers represent the world's most trusted brands, outsourcing providers and highly security conscious government agencies. Vormetric technology has received strong market validation for its innovative approach to data security, including:

- Selection by IBM as the only database encryption solution for DB2 and Informix on Linux™, Unix® and Windows
- *Computerworld* Technology Innovation Award
- Selection by Symantec to provide the Symantec Veritas NetBackup™ Media Server Encryption Option
- Partnership with Oracle to secure the execution environment for Oracle® Database Vault

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