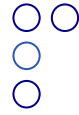


Adaptic Success Story



“Adaptic’s PineApp solution provided us with the best solution to protect our customers from email attacks. Helpful, professional and highly successful solution is the best way to describe Adaptic’s offering”

Stuart Ramshaw – CanberraNET

IN A BRIEF

The Customer:

Canberra ISP and hosting company servicing residential and business customers.

The Challenge:

Easy to manage, affordable solution to eliminate spam for customers.

The Solution:

Units were deployed and prevented spam and viruses from day one.

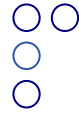
CanberraNET is a Canberra based ISP and hosting company that provides Internet access, website design and hosting, IT support and hardware and software for customers both residential and business.

Initially CanberraNET relied on a free Anti-Spam filter that was part by the mail server software. Getting it to work took a lot of hassle and it just didn't block enough of the spam and only caught about 10% of it. It either didn't catch much or once you raised the bar it started to block the legitimate mail and you had to create exceptions. It required to be trained that way and that was an administration nightmare. You had to tweak and train it everyday which is unacceptable in a commercial environment says Stuart Ramshaw from CanberraNET.

CanberraNET also examined an outsourced service that filters per mailbox. We trialed this service but customers were just not happy with it. It seemed to work but wasn't blocking enough of what we expected it to block. It was also an administration headache as every mailbox that was created was needed to be updated on the outsource service provider as well and re-routed through their service.

Adaptic
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Adaptic Success Story



Not only were we concerned with the fact that all mail is going through another company we also needed to give them information about all of our customers. Administration was complex and the privacy and confidentiality were major sticking points for us says Mr Ramshaw.

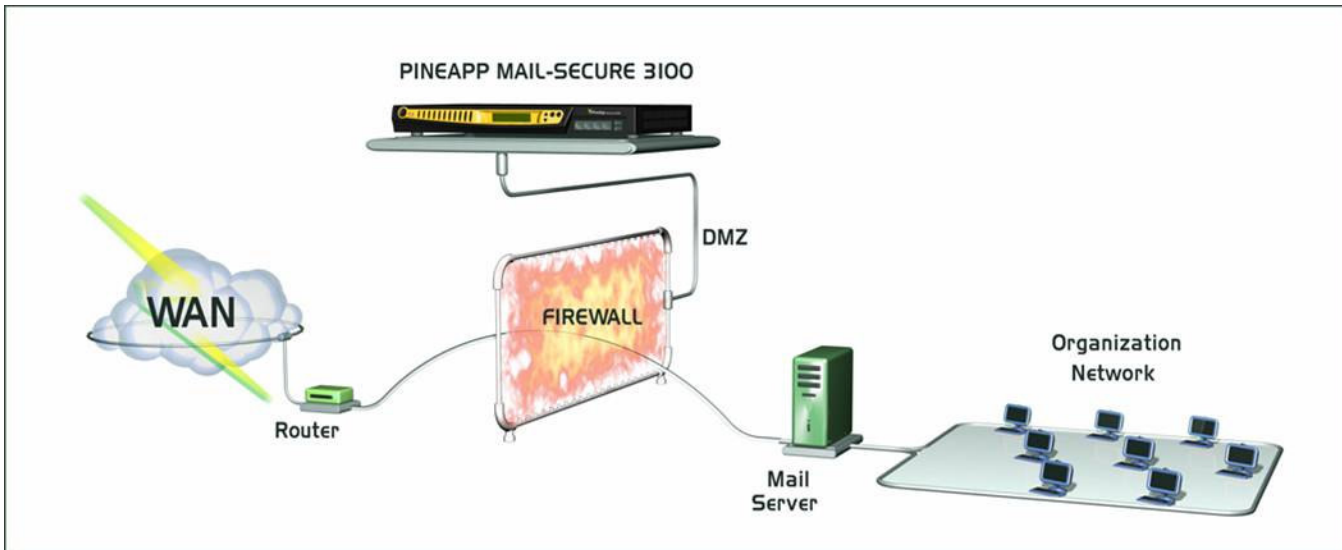
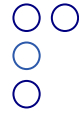
Adaptic provided us with the PineApp Mail-Secure solution. It took less than one hour to setup the appliance and started to work right away. It didn't require any special tweaking or configuring. Any issues were handled by the friendly and helpful 24x7 support that can remotely configure and update the appliances. It was easy to use and doesn't require any fine tuning. We save the configuration on a file and we can always swap appliances if we need. Users that were put on the appliance were extremely pleased as email spam and virus problems are virtually eliminated.

It was very simple and easy to work with Adaptic. They provided great assistance from the technical understanding and assistance to helping secure the finance for the solution. I feel like we have gotten the best solution which is virtually like having an outsourced service yet it is in house concludes Mr. Ramshaw.

SOLUTION HIGHLIGHTS

- **Spam and Viruses were eliminated offering customers protection**
- **New service and revenue stream for CanberraNET**
- **Email spam filter based on 11 different spam detection engines (including IP Reputation technology) delivers a detection ratio of more than 98% and less than 0.01% false positives.**
- **Evaluation units stopped spam from day one allowing CanberraNET to be assured it is picking the right solution.**
- **Easy to use management GUI, simple to setup and add multiple domains.**

Adaptic Success Story

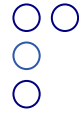


Mail-SeCure's unique solution combines a number of technologies for a comprehensive solution against all types of spam. Fighting spammers has become a challenge as spammers are constantly improving their technologies to bypass anti-spam systems. Mail-SeCure has an anti-spam engines enhanced by Recurrent Pattern Detection (RPD™) technology. All incoming mail undergoes an in-depth analysis by the different anti-spam layers. Mail-SeCure identifies at least 98.5% of incoming spam and immediately responds to it by blocking or tagging it as spam, in accordance with the organization's policy. By combining anti-spam technologies with advanced policy management, PineApp has reduced the false positive ratio to almost zero.

Mail-SeCure's unique heuristic worm-detection engine, coupled with F-Secure™'s award-winning Anti-Virus scanning engine provides full protection against known and unknown security threats. PineApp has also integrated the Zero-Hour™ virus and threat protection technology. This unique technology identifies and blocks newborn viruses and worm outbreaks within minutes.

PineApp's Mail-SeCure provides wonderful appliances that bundle together ten anti-spam engines and three anti-virus engines. We have numerous installations of these devices in Australia and New Zealand and all customers

Adaptic Success Story



are extremely happy. PineApp constantly monitors these appliances and not only can they remote configure it, they can also identify potential problems and notify us so we ensure there are no interruptions to the customers' business says Dory Zidon - Director of Alliances from Adaptic.

For ISPs this is extremely attractive as not only does this enable the ISP to create a new service and a control pricing (as opposed to filtering services that charge per mailbox), it also ensures they do not jeopardize their customers' privacy. It's the best win both financially and technically for themselves and their customers. We are expecting many more customers and channel partners to start using these devices states Mr. Zidon.

ABOUT ADAPTIC

Adaptic is a technology & sales vendor representation / distribution business. Adaptic executes sales and helps maximize revenues from Australia & New Zealand. Adaptic provides local representation, business development, channel partner sourcing, project selling, pre-sales, professional services and aggressive full-cycle sales services.

Adaptic has created an impressive customer base with customers such as EDS, Commonwealth Bank, St George Bank, Macquarie Bank, Objective Corporation (ASX:OCL), Datacraft (NZ), Polartechnics (ASX:PLT), Oilsearch New Zealand Ministry of Foreign Affairs, NSW Fire Brigades and others. Adaptic also has worked with leading vendors such as Radview, Shunra, Storewiz, PineApp and more.

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