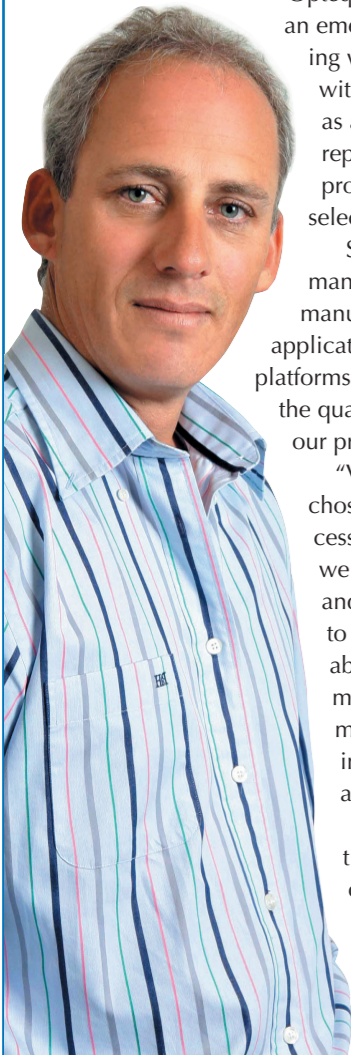


Seeing the future of network management



JOHANNESBURG – November 5, 2006 – Maintaining security without ambiguity, performance without compromise, management without difficulty, scalability and usability without complexity is generally a tall order for a network management solution. Now however, for the first time, businesses can integrate advanced business management solutions, consisting of bandwidth optimisation, network security and application performance, onto one platform, using a completely integrated network solution.



Opteq International is acknowledged as an emerging leader in the rapidly evolving world of true network management, with Opteq South Africa positioned as an exclusive licensed partner representing the range of Opteq iQ products, sold to the local market via selected sub-licensed reseller partners.

Says Opteq SA CEO, Mike Zietsman: “By designing, developing and manufacturing its own proprietary applications on unique hardware server platforms, Opteq iQ retains total control over the quality, throughput and reliability of our products.

“Value through innovation is our chosen route to our customers’ success. Through partnering with clients, we understand and share their needs and aspirations, enhancing our ability to create a more integrated, manageable and simplified network management solution that is tailor-made and maintained according to the highest industrial criteria and conforming to all relevant international standards.”

According to Zietsman, traditionally the primary elements of an organisation’s network – performance, security and management – have been viewed as separate entities and managed as such.

CEO, Mike Zietsman

“This is largely due to the use of disparate niche products and skills sets that are incapable of scaling across the full spectrum of network management, resulting in a complex siloed approach causing reduced efficiency with increased complexity, high management and administrative overheads and a greater cost of ownership.

“The challenge today’s businesses face is the convergence of performance, security and management, driven by the need for a manageable holistic view of the network, increased efficiency and throughput, true scalability and a measurable return on investment through the reduction of costs.”

These issues are compounded due to multiple vendor products, disparate hardware and operating system platforms with limited or no integration, as well as high maintenance and support costs. Until now, there has been no cost effective, well-designed solution to address these demands.

The Opteq flagship product, Opteq iQ, is the customised vehicle through which Opteq measurably impacts the businesses of its customers by fully capitalising on the investment made in their networks and identifying the existing barriers that prevent an organisation from fully realising the potential of its network architecture. The driving idea behind Opteq iQ is to get the most out of a customer’s network, to thrive in today’s fast-paced, data-intensive economy where businesses depend on the corporate network to be truly responsive.

In a nutshell, Opteq iQ is a total network management solution in one modular package, a straightforward resolution to the complexity of today’s networking environment using one platform, one device, one interface and one solution. Opteq iQ enables organisations to manage their networks and related infrastructure in the same way that they manage the rest of their business.

Opteq iQ comprises a foundation module called Singular iQ, supporting a broad range of functionality across several fully integrated modules. With Singular iQ, users have all the comprehensive sets of tools and utilities available to support real network management within the company.

Singular iQ is purchased only once for all Opteq iQ modules, forms a common, consistent and feature rich platform, reduces training costs, learning curves and cost of ownership and identifies and manages traffic once, for all modules.

The modules supported by Singular iQ, include:

■ **Bandwidth iQ** – The ongoing growth and convergence of many different traffic types in IP networks has resulted in congestion and an increased complexity of management. Bandwidth iQ inimitably solves this problem and adds value in the areas of performance, reliability and integrity improvement as well as measurement and control.

■ **Compress iQ** – A standards-based, totally transparent solution, Compress iQ reduces massive volumes of data intelligently. It will extend the life of an existing infrastructure while dramatically improving network performance, productivity and user satisfaction and postponing costly bandwidth upgrades.

■ **Firewall iQ** – Firewall iQ is not only unique in that it also forms part of an integrated network management solution to provide network wide security, but on it’s own, it provides an unparalleled broad based approach to security. It covers every segment of risk known today for connecting networks and has resulted in one of the highest throughput, lowest latency, feature rich firewall products.

■ **Mail iQ** – Mail iQ is a comprehensive e-mail protection and management module. Whether the need is to protect the system from known mail vulnerabilities such as viruses and spam or to monitor and manage mail, this module ensures that the mail on a network is the mail the user wants and it is not putting the organisation at risk in any way.

■ **Real Time iQ** – The purpose of Real Time iQ is to provide the insight and understanding into precisely what is happening on the network and associated devices. It is the means by which all network activity can be fully analysed down to the lowest level of detail, thereby providing the basis on which network design, policy and management decisions can be made and acted upon using the other Opteq iQ modules.

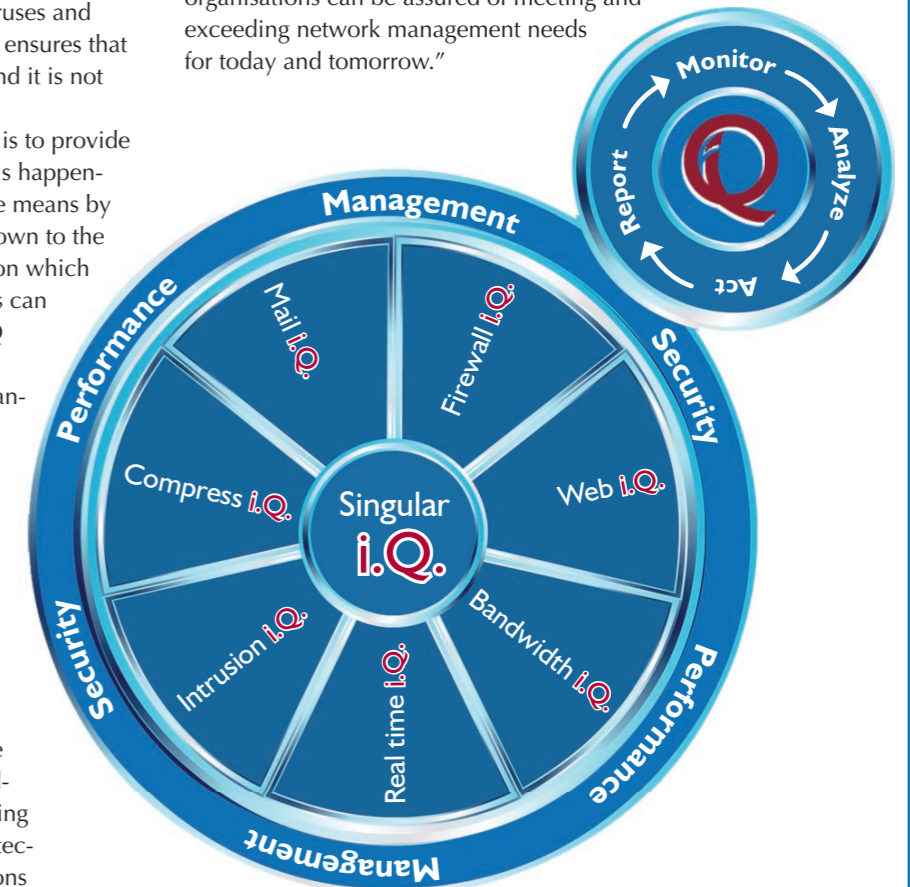
■ **Web iQ** – Web iQ enables organisations to manage every aspect of their web based systems. It delivers fundamental web protection and improved performance, with the emphasis on visibility and control to define, implement and enforce appropriate web access policies.

“A significant benefit of the Opteq iQ solution, and a critical success factor, is its ability to deliver ROI,” explains Zietsman. “Not only can bandwidth management and compression, be directly related to ROI, but web caching can relate to between 30 and 40 percent savings across bandwidth, content filtering, virus scanning, all translating into savings garnered through greater network protection. In fact, looking specifically at multiple solutions running across one platform, ROI can be gained within a period that is often shorter than 12 months. The solution also

offers a good fail-over, providing a high level of redundancy. “In addition, organisations running Opteq iQ do not need to worry about the complicated Service Level Agreements (SLAs) that would need to be in place to run multiple products, having to potentially change the infrastructure when attempting to integrate network management solutions, or even about expensive proprietary user licensing programmes, as Opteq iQ utilises a per server licence programme.”

Opteq SA’s target market ranges from the standard commercial base, small, medium and large businesses and government to Internet Service Providers (ISPs) and Application Service Providers (ASPs) and the company is represented in Johannesburg, Durban and Cape Town. The South African office has seen a number of local success stories since its establishment, having deployed its solutions across a number of local industries, including government, finance and banking. In fact, over the past two years, more than 400 units have been successfully installed and managed.

“Opteq iQ represents a futuristic solution to a company’s current network management challenges,” adds Zietsman. “Not only will it address your present requirements, but with our continuous improvement, research and product development, organisations can be assured of meeting and exceeding network management needs for today and tomorrow.”



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