

In 2011, Deny All's objective is to maintain its exponential success

2010 was a remarkable year for Deny All : growth of over 15% of its sales, the result of the excellent market reception to rWeb 4.0, strategic partnerships established, or moreover new renowned customers . In 2011, Deny All will continue its momentum, carried by the symbolic anniversary of the company : 10 years that Deny All dominates the European market for Web Application Firewall.

2010, one year of high growth with successful events

« In 2010, Deny All has spearheaded many projects that had an immediate effect. In demonstrating our turnover grew by over 15% or our EBITDA whose growth exceeds 25% » said **Nicolas Gagnez, President of Deny All.**

These excellent results are the fruit of various lines developed in 2010 by Deny All :

• Sustained activity of R & D

In 2010 Deny All has developed many new features :

- **Sanitization** the rWeb option to **secure the client side**,
- **Edge penetration testing**, unique on the market,
- **The management console**, single point of entry.

But the **big launch of 2010 was the availability on the market of a major release of rWeb, the 4.0.** The new technology product is remarkable:

- rWeb 4.0 is the **only solution on the market to offer an integrated module, dedicated to Web Services**;
- **The security of Web applications is now extended to the client**, only WAF offering this opportunity;
- **Its performance is increased tenfold** including a mechanism for high availability active-active and distribution of various functions of rWeb on other components which allow, among other things, a load reduction and optimization of user response time ;
- And finally, a **simplified graphical interface** popular with administrators.

With such technological advances, rWeb 4.0 has been enthusiastically welcomed by the market and this resulted in an exponential increase in sales of Deny All, including the 4th quarter 2010.

Shows in the choice of Deny All solutions made in 2010 by leading players like AXA, Europe's leading insurance, **Pole Emploi** in France, **Danske Bank**, Denmark's first bank or the **INPS**, the body of the Social Security in Italy.

• European strategic partnership signed in 2010

As part of its partners program ENAS (Experts Network for Application Security), Deny All has continued to **strengthen its distribution network**. For example, partnering with **Micro-Soc Italy** or **even one with Certezza Sweden**. These two new partners also sit the leadership position of Deny All in the European market.

• A strong presence at major events

« Beyond Les Assises de la Sécurité, which can count on Deny All each year, the company was very much to the fore at international events such as Black Hat Las Vegas in July. Strategic meetings

between publishers, public officials and Hackers, Black Hat is now a major fixture which actively participates Deny All. » adds Nicolas Gagnez.

2011 looks very very good omens

Given the positive results of 2010, **Deny All begins with dynamism and serenity 2011.**

The company aims to maintain its position as European market leader of the WAF, and to do this, many guidelines have been decided :

- continuity in the technological advance of R & D,
- further consolidation of the network of partners,
- 10 years of energetic leadership of the company in 2011!

• The R & D department aims to maintain its virtuous pace

In 2011, Deny All will continue its momentum with the **launch of a major release of rFTP**, product dedicated to servers of the same name. In addition, Deny All will **soon be certified by ANSSI for its flagship product, rWeb, guaranteeing high recognition for the quality of its highly secure WAF.**

«In 2011, the R & D of Deny All will be equally successful than in 2010. Its success is the sine qua non for us to maintain our leading position in the European market of WAF» explains Nicolas Gagnez.

• Continued consolidation of the network ENAS

The partners program develops over the years. 2011 is no exception to the rule with, for example, the **partnership is being finalized with the Croatian company Recro-Net to ensure an increased presence of Deny All in markets of the Adriatic and the Middle East.**

• 2011, 10 years: an anniversary that landmark in the history of the company

« That is now 10 years Deny All existed in its present form, ie a separate company that continues to evolve on all fronts: products in the forefront of market requirements, new clients that are references on their market. In summary, an up-and-coming company that will tell everybody about it in 2011. » conclude Nicolas Gagnez.

About Deny All

Pioneer of WAF (Web Application Firewall), Deny All is now the European leader in the protection and accelerating Web applications, XML and FTP. Deny All provides solutions to large accounts globally, on all sectors. Its products, available as software or appliance, ensure protection, authentication and transaction acceleration on Internet, extranet and intranet. The Deny All solutions are easy to install and guarantee the highest level of protection against known and unknown attacks through a filter of HTTP(S), SOAP / XML and FTP(S). Today, Deny All solutions protect more than 30 000 web applications around the world.

With headquarters in Paris, Deny All is present in most European countries through local teams in Germany, Benelux, Spain and Nordic countries and around the world through its network of partners.

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