

Frost & Sullivan Names Array Networks as the 2007 SSL VPN Market Leader in China

Array Networks extends market share lead to 43% in high growth market and also achieves number three market share in overall Asia Pacific market.

Milpitas, CA – July 10, 2008 – [Array Networks Inc.](#), a global leader in enterprise secure application delivery, today announced that it has been named the number one [SSL VPN](#) vendor in China for 2007 and the third largest in market share for overall Asia Pacific, according to Frost & Sullivan’s Asia Pacific Network Security Market research study for CY2007. Array also achieved number one market share in Thailand. Frost & Sullivan, a leading consulting firm, analyzed the market share, competitive landscape, market trends, and growth opportunities for SSL VPN markets within the APAC region.

According to Frost & Sullivan, SSL VPNs are still in the early growth phase of their adoption cycle and hence have immense growth potential in the foreseeable future. With a 43% market share and a leadership position achieved through strong penetration in the BFSI (Banking, Financial Services & Insurance), Manufacturing and Service Provider verticals, Array Networks is poised to significantly benefit from this strong upward trend.

Frost & Sullivan industry manager Arun Chandrasekaran said, “Array Networks has continued to maintain its market leadership position in China’s SSL VPN segment with strong penetration in the BFSI, manufacturing and service provider sectors. The company has employed an effective go-to-market strategy in China with a growing number of channel partners, empowering them with focused training programs. We believe that its strong local presence and acute understanding of customer needs will continue to position it as a leading player in the SSL VPN market in China in the years to come.”

Array’s extensive list of China-based customers reinforces these latest Frost & Sullivan findings. Its SSL VPN products are deployed in leading telecommunications and financial companies, including China Telecom, China Mobile, China Unicom, China Netcom, China Railcom, Bank of China, and Bank of Communications.

Array continues to advance its SSL VPN product line to meet challenges faced by Chinese enterprises, which need to provide secure remote access and mobile connectivity to employees, partners, customers, and outsourced services. Array’s latest SSL VPN-related product announcements include the [new SPX4800 Universal Access Controller \(UAC\)](#), which expands on secure remote access to also secure wireless, local and site-to-site access. Array also recently introduced DesktopDirect, an appliance-based alternative to remote desktop managed services that offers enterprises with superior security, cost and usability.

“We are proud of our ability to maintain and extend our market share lead for SSL VPN in the growing and competitive China market, said Michael Zhao,” President and CEO of Array Networks. “Array strives to provide the highest performing and most secure application access solutions. We will continue to help our clients grow their business by offering innovative technologies coupled with excellent customer service.”

About Array Networks

Founded in 2000, Array Networks is a global leader in enterprise secure application delivery and universal access solutions for rapidly growing SSL VPN and application acceleration markets. More than 1,000 customers worldwide including enterprises, service providers, government and vertical organizations in healthcare, finance, insurance and education rely on Array to provide anytime, anywhere secure and optimized access. Industry leaders including Deloitte, Red Herring, and Frost and Sullivan have recognized Array as a market and technology leader.

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