



REDLINE NETWORKS AND DATAPOWER PARTNER TO ADDRESS ENTERPRISE XML WEB SERVICES MARKET

Companies Team Up to Deliver Flexible, Secure Accelerated Solution for Web-Enabled Data Centers

CAMBRIDGE, Mass.--November 6th, 2003-- Redline Networks and DataPower Technology have joined forces to market their products as a single solution that allows Web-enabled enterprise data centers to provide faster, more secure and more efficient Web services.

The partnership will create the first solution to address two of the major trends coming together in today's data center: the move toward Web-enabling enterprise applications by converting them to HTTP (Hyper Text Transport Protocol) for greater accessibility and flexibility, and the use of XML, the core language of Web service and application integration architectures.

Partnership Includes Interoperability Testing, Joint Sales, Discounts

DataPower and Redline recently completed interoperability testing on their respective products and have inked a co-marketing agreement which includes joint promotional activities, bundle discounts and cross-selling programs.

The combined Redline-DataPower solution will target two types of environments, often found within the same enterprise: the New Data Center environment, where the goal is to improve the speed, security and user accessibility of internal Web-enabled business-critical applications; and the external XML Web services environment, typically using the Simple Object Access Protocol (SOAP), where the major concerns are ensuring security against outsider attacks, providing access control and improving the end-user experience.

Both DataPower's and Redline's products are purpose-built network devices that work by offloading processor-intensive tasks from general-purpose servers using advanced high-speed processing technologies. Redline's E|X and T|X appliances handle data compression, load balancing, SSL processing and content processing of HTTP traffic; DataPower's XA35 and XS40 devices perform message-level SOAP security, Web services access control, XML routing and wire-speed XML transformations.

Complete Web Services Solution Must Address Both XML and HTTP

"Global 2000 companies are making strategic investments in Web services inside the enterprise with the goal of consolidating previously disparate business-critical functions," said Craig Stouffer, Redline's vice president of marketing. "XML is core for Web services, enterprise portals and application integration. DataPower is the original creator of the XML-Aware Networking concept and has some of the world's top XML experts. The combination of Redline and DataPower uniquely enables enterprises to secure,

accelerate and deploy enterprise Web services and XML-based application integration with reduced infrastructure."

Bill Tao, vice president of engineering at DataPower, said, "DataPower and Redline share a common philosophy of offloading processor-intensive tasks to let costly application and Web servers focus on business-level processing for vastly improved performance and security. Redline's product is a perfect complement for ours because it performs a host of functions that are key to large-scale XML applications – including load balancing and compression – eliminating the need for point devices such as dedicated load balancers. Together our products form a reliable foundation for the highest-capacity New Data Center and the most secure web services environment."

"The Redline/DataPower partnership addresses a very real need," said John Morency, founder of Momenta Research. "IT managers need to efficiently and effectively support existing Web applications, as well as efficiently and effectively support a rapidly growing portfolio of XML-based applications. There is no one single product that supports both today. However, the clear objective of this partnership is to deliver a single solution to what is rapidly becoming a significant IT challenge."

About DataPower

DataPower provides enterprises with intelligent XML-Aware network infrastructure to ensure unparalleled performance, security and manageability of next-generation applications and XML Web Services. DataPower's patented XML Generation Three (XG3™) technology powers the industry's first wire-speed XML-aware networking devices that provide immediate return on technology investments while streamlining application deployments. Founded in 1999, DataPower is privately held and based in Cambridge, MA. For more information about DataPower Technology, please contact 617-864-0455 or visit www.datapower.com

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