



Corporate Factsheet

Introduction

Sourcefire's vision—Security for the Real World—is not only grounded in its history but propels the company, and industry, forward. Focused on its mission to deliver intelligent security infrastructure for the most efficient and effective risk management, Sourcefire® has become the world leader in real-time adaptive network security, giving organizations maximum knowledge to protect against attacks.

History

Sourcefire was founded in January 2001 by Martin Roesch, author of open source SNORT®, the world's most downloaded intrusion detection and prevention technology with over 3.7 million downloads to date. In response to increased demand for a commercial version of the popular software, the company developed the Sourcefire 3D® System, a systematic network defense system built on Snort and designed to adapt to dynamic networks and threats in real-time.

Financials

Sourcefire (Nasdaq: FIRE) revenues for 2008 fiscal year ended December 31, 2008 grew to \$75.7 million, an increase of 35% over the previous year's \$55.9 million. Gross profit for 2008 grew 36% to \$58.3 million. International revenues were \$18.1 million in 2008, up 30% over 2007. At the end of 2008 the company had over \$100 million in cash and equivalents.

Products

With 6 patents awarded and 37 patents pending, Sourcefire has a strong commitment to innovation and is breaking new ground. The Sourcefire 3D System—Discover, Determine, Defend—can analyze security events in real-time and enable automated responses before, during, and after an attack. This real-time adaptive security approach provides significant benefits over the industry's traditional "one-size-fits-all" IPS. Offering a layered security defense, each 3D System module builds on the benefits and features of the previous one, adding capabilities to optimize an organization's network protection. Sourcefire 3D Sensors scale to monitor network traffic ranging from 5Mbps to 10Gbps.

Sourcefire 3D Modules include:

- ▶ Sourcefire IPS™: contains multiple default policies for out-of-the-box blocking, draws from a library of more than 15,000 open Snort rules, and deploys in inline blocking and/or passive alerting modes.
- ▶ Sourcefire RNA® (Real-time Network Awareness): offers continuous network intelligence and full network visibility, enabling customers to identify friendly and non-friendly network behavior through passive network discovery 24/7.
- ▶ Sourcefire RUA™ (Real-time User Awareness): links user identity to security and compliance events—with one click the user's full name, department, and contact information is displayed, determining user identity in seconds.

The Sourcefire Defense Center® (DC) is the management console customers use to analyze events, configure and push IPS policies, automatically download and apply Snort rule updates, and more.

Sourcefire Vulnerability Research Team (VRT)

Because dynamic threats require a dynamic response, Sourcefire complements the 3D System with the Sourcefire VRT—some of the most renowned security experts in the industry working around the clock to proactively discover, assess, and respond to the latest trends in hacking activities, intrusion attempts, and vulnerabilities. The Sourcefire VRT develops rules to protect Sourcefire customers and Snort users against emerging exploits before they are released into the wild.

Open Source Advantage

Sourcefire currently manages some of the world's most respected open source security projects including Snort and ClamAV®, the most commonly used open source anti-virus and anti-malware gateway product in the world. Through this connection to the open source security community, Sourcefire

offers organizations the best of both worlds—open source collaboration and innovation teamed with a fully commercially supported solution.

By incorporating open source security as a foundation in the company's commercial product offerings, Sourcefire:

- ▶ Offers high-quality, low-cost network security solutions while providing a migration path for customers that require enterprise-class manageability, scalability and performance.
- ▶ Ensures product quality as “many eyes” inspect the open code base that forms the foundation for Sourcefire commercial product offerings.
- ▶ Maximizes protection as Snort rules are provided by the Sourcefire VRT as well as a variety of third-party sources, and customers can create their own custom rules and signatures.
- ▶ Embraces a “community” of open source evangelists willing to contribute time and effort in inspecting, evaluating, and ultimately using Sourcefire's open source security solutions.

Recognition

Sourcefire has garnered significant industry recognition. In fact, Sourcefire RNA is one of five products ever to receive NSS Gold recognition. In 2008 alone, the company received nine awards and certifications including: “Leader” ranking in the Gartner Magic Quadrant, InfoWorld's Bossie Award, “2008” Hot Company Award by Network Products Guide, SC Magazine Awards Europe, and ICSA Labs' IPS and PCI-DSS certifications.

Customers

Sourcefire has over 2,100 commercial customers. The company's solutions and open source technologies are deployed in nearly all of the Fortune 100 companies, in over 50% of the Fortune 500 companies, 42% of the Global 500, and across all branches of the U.S. military as well as in the largest U.S. civilian government agencies. In fact, Sourcefire's U.S. federal government business grew 154% to \$15.8 million in revenues in 2008, up from \$6.2 million in 2007—a company record.

Partners

With 70% of revenue driven through the channel, Sourcefire is deeply committed to its strong partner network and has over 180 active partners around the world, including resellers, technology partners and MSSPs (managed security services providers), and more than 100 Snort integrators.

Education

Sourcefire provides customers and open source users with multiple training options on a global scale, including online courses, instructor-led regional trainings, and custom on-site workshops. Sourcefire also offers certification programs that verify mastery of the Sourcefire 3D System and/or Snort technology.

Leadership

Sourcefire's management is a proven team with a track record of technology-industry success and includes:

- ▶ John Burris, CEO
- ▶ Martin Roesch, CTO
- ▶ Tom McDonough, President and COO
- ▶ Todd Headley, CFO
- ▶ Michele Perry, CMO
- ▶ Douglas McNitt, General Counsel
- ▶ Tom Ashoff, VP of Engineering
- ▶ John Czupak, VP of Int'l Sales & Business Development
- ▶ John Negron, VP of North America Sales
- ▶ Leslie Pendergrast, VP of Human Resources

Offices

Headquartered in Columbia, MD, the company has offices worldwide. For more information call: 800.917.4134 or 410.290.1616 or visit: www.sourcefire.com.

© 2009 Sourcefire, Inc. All rights reserved. SOURCEFIRE®, SNORT®, the Sourcefire logo, the Snort and Pig logo, SOURCEFIRE 3D®, RNA®, SOURCEFIRE DEFENSE CENTER®, CLAMAV®, SECURITY FOR THE REAL WORLD™, SOURCEFIRE RUA™, DAEMONLOGGER™, SOURCEFIRE SOLUTIONS NETWORK™, and certain other trademarks and logos are trademarks or registered trademarks of Sourcefire, Inc. in the United States and other countries. Other company, product and service names may be trademarks or service marks of others.