

CONSENTRY NETWORKS ROLLS OUT COMPREHENSIVE U.S. CHANNEL PARTNER PROGRAM

Unique Distribution Model Attracts Best-of-Class Regional VARs While Maximizing Margins & Avoiding Channel Conflict

Milpitas, CA – Sept 5,2005 – ConSentry Networks, a secure networking startup poised to introduce a breakthrough LAN security solution, today announced a comprehensive U.S. channel partner program that will scale the company’s sales, marketing, customer service and technical support capabilities to meet pent up demand for its soon-to-be-launched Secure LAN Controller®. Leveraging a sales model that will generate 100% of its revenue through channel partners, ConSentry has already signed over **20** top-tier partnerships in North America that include IGX Global (www.igxglobal.com) and Network System Architects (NSA) (www.nsaservices.com) two leaders in the area enterprise security . TheConSentry will continue to grow its channel on a controlled and selective basis using discriminating qualification criteria.

Unique Channel Selection and Registration Model

“As a channel-based company, selecting the right partners with the right incentive programs that avoid channel conflict across regions and markets is vital to our success,” said Dean Hickman-Smith, vice president of worldwide sales with ConSentry. “That’s why we’re pursuing an ‘under-distribution’ model that is specifically designed to cap the number of qualified partners we engage with on a regional and vertical market basis. ”

The channel partner program features Premier, Alliance and Associate levels. Premier and Alliance partners receive a base level reduction coupled with an 20% deal registration discount through the ConSentry Opportunity Registration (COR) program for partner-initiated opportunities. Program level eligibility limits the number of Premier partners to three per region and Alliance partners to five per region. Associate level partners receive the standard discount, but are not eligible for COR program discounts.

To ensure the success of each channel partner, ConSentry invests dedicated account resources including a web-based Partner Extranet containing extensive, up-to-date training resources and an online discussion board; sales engineer support; demo units for partner demonstration facilities; demand generation and event marketing programs; and access to ongoing incentive reward programs.

New Solution Space enabled for VARs

Traditionally, VARs sales efforts have focused on the periphery of networks since larger networking vendors have "owned" enterprise LAN infrastructures. However, because ConSentry's LAN Controller allows network administrators to leverage their existing LAN equipment and deliver the security needed to provide data integrity, meet regulatory requirements and maintain network availability, significant new sales opportunities are now available to the channel.

"As a ConSentry Premier partner, we're carrying a strategic LAN security product that clearly differentiates us with our customers," said Babak Pasadar CTO with IGX Global. "Our enterprise customers are clamoring for an 'inside-out' secure networking solution, and this product allows us to develop strong long term value added relationships in the internal network to complement our value-add at the perimeter of networks."

Innovative LAN Security Product

ConSentry's Secure LAN Controller represents a unique solution that consolidates critical visibility and access enforcement functions that can easily displace disparate and complex monitoring, control and policy tools that enterprise customers continue to struggle with.

ConSentry will be bringing to market a purpose-built system that leverages its breakthrough, patent-pending silicon architecture to continuously identify all LAN traffic and enforce user access to authorized resources and applications at wire-speed, in real-time. As a result, enterprises will be able to enforce granular user access policies, meet regulations, and contain known and unknown malware attacks in real time, all from a single system, leveraging their existing network infrastructure.

"ConSentry's Secure LAN Controller provides us with a highly unique solution that addresses an enormous market opportunity made possible by the challenge of securing enterprise LANs," said Jeff Brown, Director, Business Development with NSA. "ConSentry has put together a secure LAN solution that is designed with the price, performance and ease of use necessary to allow enterprises to deploy systems quickly and ubiquitously."

About ConSentry Networks

ConSentry Networks secures enterprise LANs with a purpose-built system that preserves data integrity, ensures network availability and supports regulatory compliance at disruptive price/performance levels. ConSentry's solution leverages its breakthrough, patent-pending silicon architecture to continuously identify all LAN traffic and enforce user access to authorized resources and applications at wire-speed, in real-time. Backed by blue-chip venture capital firms that include Accel Partners, INVESCO Private Capital and Sequoia Capital, ConSentry is headquartered in Milpitas, California. For more information, visit the company's web site at www.consentry.com.

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