



ALCATEL-LUCENT TO OEM CONSENTRY LANSHIELD PRODUCT FAMILY

Agreement Extends Global Reach of Award-Winning ConSentry LANShield Switch and Controller and InSight Command Center

Milpitas, CA – February 26, 2007 – ConSentry Networks, a leading provider of secure LAN solutions, today announced a multi-year worldwide Original Equipment Manufacturer (OEM) agreement with Alcatel-Lucent (Euronext Paris and NYSE: ALU) for its award-winning LANShield™ Switch and LANShield Controller platforms as well as its InSight™ Command Center. Under the terms of the agreement, Alcatel-Lucent will market the ConSentry products under the OmniAccess SafeGuard brand across the global Alcatel-Lucent enterprise market beginning in March 2007.

Supporting both pre-admission and post-admission controls, the ConSentry LANShield family provides enterprises with a proven and affordable solution for controlling access to resources and applications on the LAN. Since introducing its Controller platform in September 2005 and Switch platform in May 2006, ConSentry has deployed LANShield systems capable of controlling more than a half-million end users. With today's agreement, ConSentry adds the power and breadth of the Alcatel-Lucent sales, service, and support teams to capitalize on that strong momentum and extend its leadership position.

"The ConSentry platform is unique in its ability to provide both comprehensive threat control and identity-based access control, including the ability to provide per-application enforcement. We believe the all-in-one platform provides strong differentiation for security managers looking to increase overall security and improve visibility in a simple, cost-effective way," said Tom Burns, head of Alcatel-Lucent enterprise solutions activities.

"We had a record fourth quarter, and this agreement with Alcatel-Lucent marks another major milestone for ConSentry," said Tom Barsi, ConSentry president and CEO. "Alcatel-Lucent has developed an impressive global base of customers and partners. Our relationship with the company will enable us to expand our global market reach and accelerate our leadership position in LAN security."

Many industry observers have forecast 2007 as the year of Network Access Control (NAC) maturation. While many NAC products focus solely on LAN admission, the ConSentry LANShield family provides a more comprehensive approach to LAN security, focusing on post-admission controls. So in addition to the authentication and posture check functionality that ensures only valid people and systems can enter a LAN, the ConSentry devices also offer complete visibility into all network activities, logged by user and including server and application details; identity-based controls to restrict access to resources based on a user's role in an organization; and zero-day malware containment to automatically minimize the impact of worms, viruses, and other network-borne threats to LAN security.

"The demand for increased security control embedded into traditional network infrastructure equipment will clearly increase starting this year," said Mark Fabbi, vice president and distinguished analyst in Gartner's enterprise infrastructure team. "Enterprise network architects must realize that the focus for future network purchases will shift from connecting the dots to providing more business-focused services for the enterprise. Vendors that recognize and lead this shift will be in a good position to gain traction in the competitive network infrastructure market."

For More Information

- [Control without Compromise](#)
- [LANShield Controller](#)
- [LANShield Switch](#)
- [InSight Command Center](#)

About Alcatel-Lucent

Alcatel-Lucent (Euronext Paris and NYSE: ALU) provides solutions that enable service providers, enterprises and governments worldwide, to deliver voice, data and video communication services to end-users. As a leader in fixed, mobile and converged broadband networking, IP technologies, applications, and services, Alcatel-Lucent offers the end-to-end solutions that enable compelling communications services for people at home, at work and on the move. With 79,000 employees and operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest research, technology and innovation organizations in the telecommunications industry. Alcatel-Lucent achieved proforma combined revenues of Euro 18.6 billion in 2005, and is incorporated in France, with executive offices located in Paris. [All figures exclude impact of activities to be transferred to Thales]. For more information, visit Alcatel-Lucent on the Internet: <http://www.alcatel-lucent.com>

About ConSentry Networks

ConSentry Networks delivers Control without Compromise with its family of award-winning LANShield platforms - the LANShield™ Controller and LANShield Switch. ConSentry enables businesses to protect their corporate assets, ensure continuity of operations, and dramatically reduce the risk of security breaches. ConSentry's LANShield platforms and InSight™ Command Center provide network admission control, visibility, identity-based control, and threat control. This combination of pre- and post-admission controls provides enterprises with a simple, proven, and affordable means of integrating security into their LAN infrastructure and controlling access to business resources and applications. Backed by blue-chip venture capital firms that include Accel Partners, DAG Ventures, INVESCO Private Capital, and Sequoia Capital, ConSentry is headquartered in Milpitas, California.

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