

Sun, Cisco & Pilot Form Marketing/Development Alliance

March 26, 1999

Alameda, CA — Pilot Network Services, Inc., the Security Utility pioneer, Sun Microsystems, Inc. and Cisco Systems, Inc. announced a joint marketing and development alliance that delivers a new solution enabling corporations to establish secure Virtual Private Network (VPN)/extranet connections via their Wide-Area Networks (WANs). Because many of today's corporations with Internet connections are reluctant to open up their corporate networks via the Internet due to security concerns, Cisco, Sun and Pilot have agreed to join forces to provide comprehensive security solutions to resolve these business-critical issues.

Under the alliance, Sun, Cisco and Pilot have combined their technology, services and experience to enable enterprises to connect their corporate legacy WANs to customer and partner extranets through highly secure Internet VPNs. One of the first products of this collaboration is Pilot Corporate Partner Networking (Pilot CPN). Available immediately, Pilot CPN is a secure VPN/extranet service that connects directly to a company's WAN and to its mobile telecommuters, providing the built-in protection of Pilot's revolutionary Security Utility service. By using the Pilot CPN service, corporations in the United States and Europe are able to connect to one of Pilot's seven ATM-linked Network Security Centers, with dynamic security architectures plus 24x7 monitoring and maintenance.

"Security must extend across an entire network to be effective," said Larry Lang, Cisco vice president of service provider marketing. "This relationship between Pilot, Sun and Cisco offers enterprise customers a Wide-Area Networking service that implements corporate security policies end-to-end in support of e-commerce and other critical business initiatives. Also, because the Pilot CPN service is a qualified Cisco Powered Network service, corporations can have confidence in its security, reliability, and interoperability with their existing networking equipment."

"This alliance is important because it allows corporations to build on current network infrastructures while also enabling rapid implementation of secure extranets," said Chris Hurst, vice president of worldwide telecommunications and cable industries for Sun Microsystems. "Pilot CPN is a truly innovative service in that it ushers in the next major trend that will benefit businesses everywhere: subscribing to services that provide corporate IT functions. By putting security management in the hands of Pilot, Sun and Cisco, IT enterprises are free to focus their staffing, time and fiscal resources where it really counts—their core business."

Pilot CPN will be deployed on a range of highly scalable, reliable Sun servers, from the Sun Ultra 5 server to the Sun Enterprise 10000 server. The Sun server platform brings maximum scalability to the Pilot CPN solution, allowing it to be customized for any size WAN ranging from small workgroup to enterprise-wide data center. Pilot and Sun will work together to incorporate Sun's secure, multiple-level Trusted Solaris Operating Environment™ software into new service plans.

"Pilot's Security Utility provides the highest level of security available today for corporate Internet connections," said Marketta Silvera, Pilot chief executive officer and president. "This alliance is dedicated to delivering innovative network services that optimize corporate WAN investments by building security into the bandwidth."

Pilot's Heuristic Defense Infrastructure is the foundation of the Security Utility Service. It is a combination of a multi-layered, distributed architecture and the expertise of security engineers. At Pilot's nationwide Security Centers, security experts monitor the sophisticated technology 24x7 and continually develop upgrades to detect and repel attacks aimed at Pilot customers. These security enhancements are immediately "built in" to protect all Pilot subscribers. With multiple technologies, diverse protection techniques, and a process of evolutionary improvement, the Pilot Security Utility Service is unparalleled in the security marketplace.

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