

## Marshal partners with Avanquest to further expand its European presence

### Avanquest to market MailMarshal and WebMarshal in mainland Europe

La Garenne-Colombes, France – March 18, 2008

**Avanquest Software**, a world leading developer and publisher of consumer software and business solutions, **has today announced its latest partnership with Marshal**, a secure email and Web gateway security provider. **Under the agreement, Avanquest will actively market both the MailMarshal and WebMarshal products into mainland Europe. In its first phase, this agreement will help Marshal expand its European presence in France, Italy, Germany, Austria and Switzerland.**

The Web security is a growing market. According to the study “Worldwide Web Security 2007-2011 Forecast and 2006 Vendor Shares” by IDC, the market should grow from \$1.2 billion in 2006 to \$2.3 billion in 2011.

*“Avanquest has extensive experience and a proven track record, of taking IT security products into mainland Europe and producing outstanding results. With over 4,500 resellers, retailers and e-tailers respectively in France and DACH (Germany, Austria, Switzerland), this partnership will deliver Marshal’s core products to new business customers in these key European countries,”* said Michael Clifford, Vice-President of Europe, Middle East and Africa, Marshal.

Marshal pioneered content security more than a decade ago and provides Avanquest with a leading portfolio of policy-driven email and Internet security and management solutions. Avanquest brings its long established relationships with most major resellers of business software in Europe to the partnership. This agreement will significantly extend the European channel reach for Marshal and its products.

*“We are very pleased to be collaborating with Marshal in Europe and strengthen our product offering with best in class business solutions in the buoyant security segment. Marshal is a recognized leader in the email and Web security arena. Our partnership represents a great opportunity to provide business customers in France, Italy, Germany, Austria and Switzerland with state-of-the-art solutions that perfectly meet business customer security requirements”* said Andy Goldstein, Vice-President Europe, Avanquest Software.

### **About Marshal**

Marshal is a global leader in content security across multiple protocols, enabling organisations to **secure** their IT environment, **protect** against threats and **comply** with corporate governance needs. Marshal provides customers with a complete portfolio of policy-driven email and Internet solutions that integrate content filtering, compliance, secure messaging and archiving. Forty percent of the Global Fortune 500 companies use Marshal security solutions to secure their corporate messaging networks and Web access against internal abuse and external threats such as viruses, spam and malicious code. More than 7 million users in over 18,000 companies worldwide use Marshal solutions to protect their networks, employees, business assets and corporate reputation and to comply with corporate governance legislation requirements.

Marshal is headquartered in London (UK) with offices in Atlanta (USA), Auckland (New Zealand), Houston (USA), Johannesburg (South Africa), Munich (Germany), Paris (France) and Sydney (Australia). More information is available at [www.marshal.com](http://www.marshal.com).

### **Avanquest Software**

Avanquest Software is one of the world's leading software publishers, marketing up to 1,500 software titles developed in-house or by developer partners via multiple sales channels on three continents – North America, Europe and Asia. Avanquest Software addresses the general public through its Retail, Online and Direct-to-Consumer channels; businesses through the Corporate channel; and key players in mobile telephony and IT through OEM (Original Equipment Manufacturers) licenses. With 650 employees and approximately 200 engineers in Research and Development distributed between France, China and the United States, the company is committed to constant innovation. Listed on Euronext (ISIN FR0004026714) since December 1996, Avanquest Software is part of Eurolist, SBF index 250. For additional information: <http://www.avanquest.com> or <http://about.avanquest.com>

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**Ticker: AVQ**  
**ISIN: FR0004026714**  
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