



I was delighted to read in the September 2008 edition of VARBusiness that in Everything Channel's 2008 State of Technology study, SonicWALL® ranked as a top five strategic security vendor, along with Microsoft®, Cisco®, Symantec® and HP®. Many of the "traditional" security vendors didn't even make the top 20. This critical recognition comes on the heels of our winning the prestigious VARBusiness ARC Award in the Security Appliance category for the fourth time in five years, including placing first in the important Product Innovation category.

Innovation is nothing new at SonicWALL. Since I took over as CEO a little over 5 years ago, we have invested 19% of every revenue dollar in R&D. Our investment has led to some very dramatic, industry-leading technology, such as our patented Reassembly-Free Deep Packet Inspection™ RFDPI technology (U.S. Patent 7,310,815-A); our multi-core based network security appliances; our invention of our unique phishing attack detection technology; our best-of-breed SSL VPN technology; and our industry-leading PCI compliance. These technologies are now prominent in our E-Class products and solutions. I take great pride in seeing this company emerge as a technology leader in a truly competitive field.

We are all facing extraordinarily challenging economic times. Challenging times often lead some companies to desperate actions in an attempt to capture business. As a recognized category leader, SonicWALL is a natural target for these attempts and unfortunately, some of the lower tier competitors have recently felt the pressure to act against our leadership position by propagating misleading information. As a category leader, we have come to expect these types of attacks but we believe that it is important to set the record straight when competitors distort the truth. I invite you to visit [sonicwall.com/us/truth](http://sonicwall.com/us/truth) to learn the truth about our products and read about the experiences our customers are having utilizing our amazing technology.

SonicWALL demands the highest level of ethics and integrity from all our employees. Our data sheets are not merely viewed as marketing collateral, but as reliable representations of our product performance. The performance of our Network Security Appliance (NSA) Series has capitalized on years of development and leverages our proprietary technologies including RFDPI and multi-core processing architecture. The result is an appliance that delivers more than three times the performance of comparably-priced competitive offerings.

The trade press openly acknowledges the superiority of our current product line in the April 7, 2008, issue of NetworkWorld, where Joel Snyder wrote that "SonicWALL smashes speed records." In this uncertain economy, it is important that our customers be able to rely on SonicWALL and experience outstanding protection and performance at an affordable price.

We remain committed to our channel partners. I encourage your feedback, and thank you for your business.

Sincerely,

Matt Medeiros  
President and CEO