



Advanced Network Systems Becomes a Sophos Partner

Endpoint Security and Data Loss Prevention, Finally Simple and Affordable for Small Business

CHARLOTTESVILLE, VA, May 2, 2011 – Advanced Network Systems, Inc., experts in network design, integration and support, announced its new Channel Partnership with Sophos, a global leader in IT security and data protection. Trusted by over 100 million users, Sophos simplifies the task of securing an organization’s desktops, laptops, mobile devices, and file servers against known and unknown threats, as well as protecting your organization against intentional and accidental data loss.

Sophos’ unified anti-malware agent and data protection remove the need for multiple point products to stop different threats. Sophos’ comprehensive solution covers all areas of network security, including anti-virus, client firewall, data loss prevention, device control, application control, encryption and network access control.

One critical network security issue is compliance with government regulations that mandate protection of certain types of confidential business information, such as credit card transactions, employee records and patient health information. The routine use of this information, by businesses large and small, makes the complete data protection solution offered in Sophos’ end point security package a necessity for organizations of every size. A study published by DTI/Price Waterhouse Coopers, shows that small businesses are especially vulnerable to security and data breaches, with 70% going out of business within a year of experiencing a major data loss incident. However, due to the high cost of most DLP solutions, the majority of small businesses do not have DLP products in place. Now, for a fraction of the price of a single, stand-alone data loss prevention product, Sophos offers a full endpoint security package that includes antivirus, encryption, application/device control, automated security management, and more—in addition to data loss prevention.

According to Lorri Haney, Advanced Network Systems’ vice president of marketing, “Small businesses are especially vulnerable to malware attacks as well as the severe consequences of lost or stolen data, since they tend to lack the IT resources to deal with them. Unprotected computers open the door not only to malware infections but also to legal liability and severe business disruption.” Haney added, “Sophos offers a complete set of security products that are priced to be accessible to even the smallest businesses. Adding Sophos to our network security offerings means our customers can get the same type of protection once reserved for large corporations on a small business budget.”

Tony Petrella, vice president of engineering at Advanced Network Systems, stated, “Sophos is a technology leader in security products and offers a powerful combination of true Data Loss Prevention capabilities as well as essential endpoint security features. The software protects over 25 different platforms, including Windows, Mac OS X, Linux, UNIX, and Windows Mobile.” He also noted, “And with Sophos’s automated console, network administrators have a single point to deploy, update and report on endpoint protection across the entire organization; which is a huge benefit.”

About Advanced Network Systems

Advanced Network Systems specializes in the design and implementation of information technology solutions. The Company’s IT services and expertise cover a wide variety of network applications, including network security, IP-based voice and video, as well as wireless and wired network infrastructure solutions. Founded in 1996, Advanced Network Systems is headquartered in Charlottesville, Virginia with regional offices in Richmond, the Shenandoah

Valley and southwest Virginia. The Company supports a diverse base of local, regional and national clients, including government agencies, educational institutions and small to medium-sized businesses. Advanced Network Systems is recognized for its superior technical expertise and its focus on providing tangible return on technology investments. To learn more about the Company, visit www.getadvanced.net.

About Sophos

More than 100 million users in 150 countries rely on Sophos as the best protection against complex threats and data loss. Sophos is committed to providing security and data protection solutions that are simple to manage, deploy and use and that deliver the industry's lowest total cost of ownership. Sophos offers award-winning encryption, endpoint security, web, email, and network access control solutions backed by SophosLabs - a global network of threat intelligence centers. With more than two decades of experience, Sophos is regarded as a leader in security and data protection by top analyst firms and has received many industry awards. Sophos is headquartered in Boston, US and Oxford, UK. More information is available at www.sophos.com.

For More Information Contact: Lorri Haney, VP Marketing at lhane@getadvanced.net or 800.639.6757

355 Rio Road West | Suite 201 | Charlottesville, VA 22901 | 434-973-4747
13001 Rockridge Road | Chester, VA 23831 | 434-960-0199
877 Keezletown Road | Weyers Cave, VA 24486 | 434-960-5678
801 South College Avenue | Suite 3 | Bluefield, VA 24605 | 276-322-1555
www.getadvanced.net