



### For Immediate Release

## **Enterprise Security Assurance Vendor Chooses WhiteGold For Value Channel - Unique Huntsman® solution set to explode...**

**Sydney, NSW, Australia - 22 October, 2003** — Tier-3 Pty Limited, a global provider of Enterprise Security Assurance Solutions, today announced that WhiteGold Solutions had been appointed as Australian Distributor of the Tier-3 Huntsman® Security Information Manager.

Today's Enterprises require evolving methodologies and applications to even the most complex of IT networks. At the same time, they need security management solutions that allow them to centrally manage the security of the systems and applications involved in performing all critical operations.

Tier-3's Huntsman® product builds models of event patterns in its specific environment, and so "learns" what is a typical activity or event on a network, and then intelligently analyses all events, referring only those which are anomalous or atypical. "Our testing in large enterprises proves that Huntsman will eliminate 99.5 per cent of all false positives automatically, leaving 0.5 for further analysis" says Tier-3 CEO Peter Woollacott.

All events are archived, however, and the system can be configured to sweep as often as required. "It's ability to identify network noise to distil out only valid alerts brings significant productivity gains by avoiding human monitoring at the console, and its non- reliance on signatures to close the gap between an emerging threat and a patch against it, sets Huntsman® apart from all the rest. "Other signature-dependent IDS offerings from major vendors accumulate too much information, and are essentially reactive." he added.

### **Channel Value The Key for Tier-3**

Commenting on the agreement, Gerard van Goor, director of sales & marketing at Tier-3, said:

"We are extremely pleased to have cemented this relationship with WhiteGold Solutions, since they will be the key to our channel growth. WhiteGold is not only a proven niche security distributor, but also has the significant channel relationships in place to effect swift, efficient channel growth for us. This relationship will provide real value to our go-to-market model".



### **WhiteGold to Fuel Significant growth for Huntsman®**

"Tier-3's Huntsman© solution is unique, strong and extremely relevant for today's Enterprise Security environments. We will fuel significant growth for it through our Enterprise channel partners" said WhiteGold managing director Dominic Whitehand.



"When one considers that Huntsman does not rely on signatures for alerting and can process around 400 events a second, compared to just 180 from the nearest competitor - and that's just the tip of the iceberg - it is easy to see why we expect this solution to explode in the Enterprise market"



said Whitehand. "Tier-3's Huntsman<sup>®</sup> adds yet more steel to our security portfolio" he added.

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### **About Tier-3 Pty Limited**

Headquartered in Sydney, Australia, Tier-3 provides advanced security management solutions with installations in Europe and Australia. Tier-3's patent-pending innovative network behavioural modelling solution is not reliant on the signature matching algorithms that are unable to provide zero day security assurance. Tier-3's Huntsman<sup>®</sup> centrally manages and controls an extensive range of security devices and applications used in financial, enterprise and wireless transactions. Tier-3's autonomous solutions offer: reduced total cost of security management operations, improved security, and a centralized platform approach to security management. More information about Tier-3 can be found on the web at [www.tier-3.com](http://www.tier-3.com).

Tier-3 Pty Limited | P.O. Box 60 Roseville, NSW 2069 Australia | T: 1 300 136 897  
| F: (02) 9869 0805 | [www.tier-3.com](http://www.tier-3.com)

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### **About WhiteGold Solutions Pty Limited**

WhiteGold Solutions is a value-add distributor (VAD) in the Australian IT channel. The company's strategy is defined as "niche-on-niche" - niche products into niche markets. This strategy gives resellers better margins, services, support and (ultimately) better value in all solutions involving the WhiteGold Product Portfolio. The company was incorporated in Australia in 2002 by seasoned IT security identities with experience across sales and marketing, technical capabilities and channel knowledge in this space. The company provides products to resellers encompassing the SME, Corporate and Enterprise sectors - with key niche verticals within each. Key Vendors represented are Stonesoft, Tier-3, e-Eye Digital Security, Blue Reef, WebSpy, NetBox and Intranode.

WhiteGold Solutions Pty Ltd | Level 14, 33 Berry Street, North Sydney, NSW 2060  
Australia | T: 1 300 137 993 | F: (02) 8572 6047 | [www.whitegold.com.au](http://www.whitegold.com.au)

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#### **Tier-3 Media Contact:**

Gerard van Goor  
Tier-3 Pty Limited  
Tel: 1 300 136 897  
[gerard.vangoor@tier-3.com](mailto:gerard.vangoor@tier-3.com)

#### **WhiteGold Media Contact:**

Dominic Whitehand  
Managing Director  
Tel: 1300 137 993  
[dwhitehand@whitegold.com.au](mailto:dwhitehand@whitegold.com.au)