



## PEACE OF MIND BUSINESS IS BOOMING FOR DYRAND SYSTEMS

*Vancouver services provider makes a virtue out of minding other peoples' business with SonicWALL security solutions*

**SUNNYVALE, Calif. and VANCOUVER, Canada – December 8, 2004** – IT and managed security services provider (MSSP) Dyrand Systems is building a growing business selling peace of mind for the clients whose systems it runs and protects using SonicWALL security solutions. With a growth rate of 467% over the past two years, Dyrand is ranked as number 21 in Canada's PROFIT HOT 50 list of the country's rising business stars, proof that the benefits of using an MSSP are becoming increasingly attractive..

Owner Trent Dyrsmid, whose clients include Orca Bay, H.Y. Louie, the Langley School District, the North Vancouver School District, the University of British Columbia, Retirement Concepts and Seattle's Best Coffee, has found his 'leave it to us' approach is the foundation-stone of success in building his business. The Yaletown, Vancouver-based company acts as a virtual IT department and secure connectivity consultant for more than 30 businesses, providing outsourced support, remote monitoring and ongoing consultancy, maintenance, repairs and updates.

Dyrand Systems secures its clients' networks using SonicWALL's PRO and TZ Series VPN firewalls, enables remote connectivity with the Global VPN Client, manages and monitors network functions using SonicWALL's Global Management System management software, and delivers services including Complete Anti Virus, Premium Content Filtering Service and Intrusion Prevention Service to ensure the integrity of their data.

"The beauty of the SonicWALL technology is that we can ensure our clients' productivity whether or not we're physically on site with them," says Birgit Troy, MBA, chief administrative officer of Dyrand Systems. "SonicWALL is our preferred security solutions vendor because they provide powerful, easy to manage and highly

affordable options for our clients.” Matthew Medeiros, president and chief executive officer of SonicWALL, said, “We believe the MSSP market is set for rapid growth over the next few years. This is especially true for smaller, non-technical companies who need the efficiencies that technology delivers, but whose expertise lies in other areas. Successful MSSPs, like Dyrand Systems, help boost the potential of SMBs by allowing their clients to concentrate on their core business.”

Retirement Concepts, a privately owned Canadian company providing seniors’ housing services, was Dyrand Systems’ first MSSP client. To win the contract, Dyrand bought hardware and software enabling them to provide 24x7 remote monitoring and remote management functionality, and entered into the ‘peace of mind’ business. Dyrand now secures, connects and ensures productivity for Retirement Concepts’ 13 locations in Canada.

Kathy Howarth, IT director for Retirement Concepts, said, “Dyrand Systems helped to get us connected and immediately improved our technology. We have replaced duplication and manual data entry with safe, connected systems, even for people working from home.” Before working with Dyrand, Retirement Concepts had a scattered approach to security, with each of the 11 retirement facilities and two hotels using different anti-virus products, or even none at all.

“It was just a mess,” recalls Howarth. “We used to have issues with viruses and attempted hacking: now we don’t even bother to think about anti-virus because Dyrand takes care of that.” Today, the company is connected with a secure VPN network enabling data to be collated centrally. All aspects of their network are outsourced to Dyrand Systems, including monitoring all desktop computers at each location, providing 24 x 7 support, and handling all kinds of special projects as the need arises.

Howarth adds, “Everyone is aware of the lack of healthcare dollars and we are continually looking for new ways to deliver our service without cutting corners. IT efficiencies help us cut down on administrative tasks, such as providing highly accurate records in a timely fashion to the health authorities, maintaining payroll records, or administering our patients’ trust accounts.”

Seattle's Best Coffee, based in the heart of the coffee universe, was founded in the 1970s by pioneers looking to make the best possible brew. Dyrand Systems provides Snowbean Coffee Company, the company who owns the exclusive right to use the Seattle's Best Coffee brand in Canada, with a complete virtual IT department, including proactive remote monitoring of their entire network via SonicWALL's Global Management System. They use Sonicwall VPN firewall and Global VPN Client to enable secure transfer of data from all their remote sales sites.

Anna Juergensen, executive assistant at the company headquarters, has worked with Dyrand Systems as her virtual IT department for some 18 months. The change from earlier days has been dramatic. "We had one server, piecemeal systems, frequent network outages, constant virus and other security issues, and an outsourced email server. If we called the ISP to tell them our email system was down, they didn't even know who we were."

Now, the company connects to its central server systems using SonicWALL secure VPN technology. Virus worries are a thing of the past, and Dyrand ensure that the connections, including Seattle's Best Coffee's own email system, remain up, running, and secure. "Most of our users' IT issues go through my desk, but I don't have to deal with them" says Juergensen. "Dyrand come to our office every week for two hours to update our terminals, troubleshoot and test our systems. All our security technology is delivered by SonicWALL technology which Dyrand manage. As a growing retail and wholesale organization, we need to be able to rely on the accessibility and security of data such as sales records or order processing."

"Principally, what we provide is peace of mind," said Trent Dyrsmid, owner and founder of Dyrand Systems. "I know that's not a technical thing, but in my talks with CEOs they just want to know that they're not going to lose their information, that their computers are going to work when they want them and that their productivity is not going to be impaired by poorly functioning computer systems." To date, Dyrand Systems' recipe taking care of its clients has proved a highly successful business model.

#### **About SonicWALL, Inc.**

SonicWALL, Inc. is a leading provider of integrated network security, mobility, and productivity solutions for the SMB, enterprise, e-commerce, education, healthcare, retail/point-of-sale, and government markets. Core technologies include firewall, VPN,

wireless, intrusion detection and prevention, SSL, anti-virus, and content filtering, along with award-winning security management solutions. Together, these products and technologies provide the most comprehensive distributed enforcement architecture available. SonicWALL, Inc. is headquartered in Sunnyvale, CA. SonicWALL trades on the NASDAQ exchange under the symbol SNWL. For more information, contact SonicWALL at +1 (408) 745-9600 or visit the company web site at <http://www.sonicwall.com/>.

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Certain statements in this press release are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements include but are not limited to statements regarding [XXX]. These forward-looking statements are based on the opinions and estimates of management at the time the statements are made and are subject to certain risks and uncertainties that could cause actual results to differ materially from those anticipated in the forward-looking statements. These risks include but are not limited to [XXXX]. In addition, please see the "Risk Factors" described in our Securities and Exchange Commission filings, including our Annual Report on Form 10-K for the year ended December 31, 2003 and Form 10-Q for subsequent periods, for a more detailed description of the risks facing our business. All forward-looking statements included in this release are based upon information available to SonicWALL as of the date of the release, and we assume no obligation to update any such forward-looking statement.

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