

## GREAT BAY SOFTWARE ADDS VIRTUAL COLLECTOR OPTION TO BEACON ENDPOINT PROFILER SOLUTION

### **Software Innovator Increases Implementation Options for its Award-Winning Endpoint Profiling Product, Providing Real-Time, Contextual Endpoint Visibility**

**Dover, N.H. – March 15, 2011** – Great Bay Software, the innovator of Endpoint Profiling for enterprise networks, today announced it would be releasing a virtual collector for its flagship product, the Beacon Endpoint Profiler. The expanded system options will provide Great Bay's Beacon Endpoint Profiler™ customers with even greater flexibility in identifying all network-attached endpoints. This added option for Beacon will enhance the already robust database of endpoint information in enterprise environments. The VMware Collectors from Great Bay will allow customers to deploy Beacon in key areas of the IT system while maintaining their strategic initiatives to reduce their carbon footprint.

Discovering and documenting all network-attached endpoints has become a critical item for many enterprises in support of compliance initiatives or just to bolster the security posture of the organization. Enterprises have begun to take particular interest in securing the enterprise LAN and the information provided by Beacon is a critical first step in that process. The information stored within Beacon is also leveraged by industry leading 802.1X and NAC products to authenticate endpoints that are not running a client for 802.1X—whether they are incapable of doing so, new to the enterprise, or in need of temporary access. Now, with the Beacon Endpoint Profiler's expanded VMware capabilities for collection functionality, it is easier than ever to automate a comprehensive network discovery.

“Great Bay's solutions continue to complement our offerings and enable customers to deploy high-performance networking solutions that better secure and control access to and provide greater visibility into their network,” said Chris Flagg, Vice President of Sales and Services at Blue Spruce Technologies. “We look forward to combining Great Bay Software's new VMware options with our other security partners to show how combined they provide a more complete endpoint security solution than customers require.”

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“Great Bay Software is proud to debut our Virtual Collector in support of the market’s continuing trend towards consolidation of IT resources,” said Steve Pettit, president of Great Bay Software. “We have seen the benefits of sharing a strategic and technology partnership with our partners, and we look forward to providing more innovation that will assist Blue Spruce Technologies customers of all sizes.”

## About Great Bay Software

Great Bay Software, Inc. is a software development firm specializing in Enterprise Endpoint discovery, identity, and 802.1x. The company’s flagship product, Beacon Endpoint Profiler™, features applications that include the enabling and extending of NAC and 802.1X, providing a comprehensive inventory of all network attached endpoints, and supporting compliance initiatives mandated in today’s business climate. For more information on the Beacon System from Great Bay Software, please visit [www.greatbaysoftware.com](http://www.greatbaysoftware.com) or call 800.503.1715.

