



Great Bay Software Named to Network World's 'Top 10 IT Management Software Companies to Watch'

NH-based NAC software pioneer added to annual list on the strength of its flagship product, Beacon Endpoint Profiler

Greenland, NH—Sept. 20, 2007—Great Bay Software, Inc., the innovator of Endpoint Profiling for enterprise networks, today announced that it has been named to *Network World* magazine's prestigious Top 10 List of IT Management Software Companies to Watch for 2007. The annual list, compiled by *Network World's* senior editors, is a collection of 10 emerging companies leading their field with innovative technology, as well as an industry-unique approach to monitoring and controlling network performance, health, connectivity and configuration across devices, systems and applications.

Great Bay Software was added to the annual list of outstanding companies based on its flagship software product, Beacon Endpoint Profiler. This year alone, Beacon has been named a "Product of the Year" by *Telecommunications Solutions Magazine* (TMC) and is the subject of a non-exclusive OEM agreement with Cisco's Network Access Control (NAC) business unit. Great Bay Software is also partnered with Juniper Networks to work on their Universal Access Control (UAC) initiative as part of Juniper's Alliance Partner Program.

Great Bay's Beacon Endpoint Profiler leverages a blend of protocols and technology to generate an automated inventory of all endpoints, significantly reducing the level of effort required in the implementation of NAC and/or 802.1X. Beacon is now integrated with Cisco NAC Appliance and is distributed under the name Cisco NAC Profiler to Cisco customers around the globe. Great Bay will continue to sell Beacon Endpoint Profiler through vendor partners and direct sales, in addition to the Cisco OEM.

"The information detected and collected by Beacon is critical to setting security and access-control policies across network devices," writes Denise Dubie, senior editor of networking at *Network World* and author of the article announcing the list. "The technology maps network devices, and provides ongoing monitoring to ensure the endpoints adhere to policies and remain compliant."

"We are extremely pleased to be considered a top company by *Network World*," said Steve Pettit, president and co-founder of Great Bay Software. "The technology behind Beacon Endpoint Profiler arose out of a need for a solution to operationalize NAC and/or 802.1X deployments. Our solution has aided customers in a variety of markets, global finance and

insurance to health care and higher education, and we are very pleased that this market need has been recognized by the editors at *Network World*."

The issue of *Network World* featuring the Top 10 Network Management Companies to Watch hit newsstands on Monday, Sept. 17. It is available online at www.networkworld.com.

About Great Bay Software

Great Bay Software, Inc. is the innovator of Endpoint Profiling, a technology designed to rapidly establish and maintain a real time view of all network attached endpoints. The company's Endpoint Profiling technology has applications in enabling the deployment and administration of Network Admission Control and network-based authentication, in addressing compliance concerns related to unauthorized devices attaching to the Enterprise network, and in managing the endpoint lifecycle for all network attached devices. For more information on the Beacon Endpoint Profiler from Great Bay Software, please visit www.greatbaysoftware.com or call 800.503.1715.

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