

HOT

COMPANIES

Info Security Products Guide

2006

LANDesk Software, Inc.

Info Security Products Portfolio

LANDesk® Security Suite

The Company

LANDesk pioneered the desktop management category back in 1993. Since then LANDesk has created innovative technologies and products for enterprise IT management. Including pioneering virtual IT technology in 1999 and revolutionizing large-packet distribution with LANDesk® Targeted Multicast™ technology and LANDesk® Peer Download™ technology in 2001.

Today, LANDesk is leading the convergence of the system configuration and security management markets. And offers the first fully integrating endpoint security management solution on the market.

The Beginning

The company was founded in 1985 and LANDesk has been growing and innovating the security management and systems configuration space ever since.

Products & Technologies

Offers the first fully integrated endpoint security management solution on the market.

History of organic growth with more than 20 patents and 60 patents pending.

LANDesk® Security Suite "Hot" features:

- LANDesk® Trusted Access™ Technology for Network Access Control Capabilities
- Advanced vulnerability detection
- Remediation tools
- Antivirus enforcement and firewall capabilities
- Patch management tools
- Security assurance

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LANDesk provides "Hot" benefits to customers with:

- Protection and manageability of all systems—desktops, servers and mobile devices—through a single, easy-to-use management console.
- Low cost of deployment and ownership and fast return on investment with payback in just 90.5 days, according to 2004 IDC research.
- Average ROI of 846% in three years, according to 2004 IDC research.
- Added savings and control with rapid-to-implement, easy-to-use, scalable solution that works with your existing framework and technologies.
- Improvement to security and uptime by automatically detecting and deploying security fixes and patches.
- Ability to protect and manage all platforms—Windows, Linux, Unix, Blade and Macintosh—with a single console.

People & Investors

The company is led by Joe Wang, who is a driven, results-oriented executive with a distinguished track record in the technology industry.

The company is privately funded.

“The time is here now for enterprises of all sizes to accept that a convergence of system configuration and management tools offered by products such as LANDesk Security Suite not only frees administrators from time consuming repetitive tasks, but also strengthens the endpoint security greatly. This drastically cuts unwanted overheads, increases network uptime and offers the most optimum protection possible for an organizations critical digital resources.”

Rick Justice - Chief Editor, Info Security Products Guide

Performance & Growth

Revenue growth averaged 40% per year for the last three years.

Customers range from leading enterprises to mid-size enterprises, spanning various industries throughout public and private sectors.

Potential & Strategies

LANDesk has more than 500 employees in 18 countries and more than half of current total revenues coming from sales outside the United States.

LANDesk operates from a global perspective with offices in the United States, Europe, China, Brazil, Mexico, and Japan. And extends systems management offerings even further with authorized solutions partners throughout the world.

LANDesk is channel-centric and its Expert Solution Providers (ESPs) program encourages a network of partners all around the world. The company also has strategic alliances partnerships and OEM, ISV, GSP and SI relations with industry's leading companies.

Info Security Products Guide
PUBLISHED BY SILICON VALLEY COMMUNICATIONS
www.infosecurityproductsguide.com

