

Vendor Viability

Vendor	Stock ticker	Product name	P/E*	Market capitalization**	One-year revenue growth	Three-year revenue growth	Five-year revenue growth	Comments	Our outlook***
Axent Technologies	AXNT	NetRecon	135.6	\$511.9 million	20.50%	45.50%	N/A	Public since 1996; a steady growth company; strong security industry focus	Safe bet
BindView	BVEW	HackerShield	92.4	\$432.1 million	39.60%	N/A	N/A	Hedging success on Microsoft migration strategies; earnings have been flat over the past year	Anybody's guess
Internet Security Systems	ISSX	Internet Scanner	214.3	\$3.2 billion	125.70%	N/A	N/A	Strong growth company since going public in 1998; great brand recognition and a strong professional services group	Safe bet
Network Associates	NETA	CyberCop Scanner	35.9	\$1.9 billion	19.80%	16.20%	62.80%	Strong product set; equally strong brand recognition; an old-timer in this space	Safe bet
eEye Digital Security	Privately held	Retina	N/A	N/A	Proprietary	Proprietary	Proprietary	This division of ecompany.net received \$5.5 million in funding in June; shipping product today, but how long before funding runs out?	Watch out
World Wide Digital Security	Open source	SAINT	N/A	N/A	N/A	N/A	N/A	Open source with strong community support and maturity; strong alternative to commercial products	Anybody's guess
N/A	Open source	Nessus Security Scanner	N/A	N/A	N/A	N/A	N/A	Extremely strong open-source following; core developers include members of NASA and Sun Microsystems; very fast turnaround of feature enhancements and bug fixes; strongest open-source choice	Safe bet
N/A	Open source	SARA	N/A	N/A	N/A	N/A	N/A	Open-source code being supported by the author of SAINT	Anybody's guess

* P/E is an indicator of a stock's value. The P/E ratio provides insight into valuation using an easily understood yardstick: earnings. Stocks with high P/Es compared with the overall market are typically growth stocks. Stocks with low P/Es are sometimes considered overlooked value stocks. Figures used as of Nov. 28, 2000.

**Market capitalization refers to the total number of a company's shares multiplied by the current price per share. Figures used as of Nov. 28, 2000.

***Safe bet: Company will be around at least three to five years. If company is acquired, product's strong installed base will help development continue.

Anybody's guess: Company or product is too young or still needs to prove itself.

Watch out: Company or product could suddenly disappear. Weak long-term investment, but product could do the job in the short term.