



FOR IMMEDIATE RELEASE

KOOLSPAN ANNOUNCES MOBILE TRUST SURVEY FINDINGS ON SECURE MOBILE VOICE COMMUNICATIONS

Concern for the increasing risk and exposure of confidential communications on untrusted mobile networks is driving the demand for secure cellular voice solutions.

Top-Level Findings:

- **44 percent** of surveyed IT professionals are aware of compromises to voice communication on mobile/cellular networks.
- **53 percent** of surveyed IT professionals reported being aware of employees traveling on business in areas where the cellular networks are considered 'untrusted'.
- **57 percent** of surveyed IT professionals said that they would be interested in a secure voice option the next time they purchased a mobile phone.
- **8 percent** of surveyed IT professionals have already deployed a secure voice solution.
- **72 percent**, among interested IT professionals, would consider a secure voice solution if it were easy to manage and cost-effective.
- **71 percent** of surveyed IT executives reported that mobile

phones are used to discuss business topics considered confidential.

Bethesda, Md., Aug. 21, 2007 – KoolSpan, the information security industry's leading innovator of embeddable security technology for network-aware devices, today announced the results of the 2007 Mobile Trust Survey on secure voice communications. The survey, gauging the views of IT professionals in the United States, including security, network, and systems executives, found that concern for the increasing risk and exposure of confidential communications on untrusted mobile networks is driving the demand for secure cellular voice solutions.

From eavesdropping on operator premises to the rise of more sophisticated attack techniques, confidential communication is more exposed than ever. The Mobile Trust Survey gauges awareness levels, market perceptions, and identifies top-level trends that gain insight into the secure voice imperative and the demand for solutions. The Mobile Trust Survey found an alarming 44 percent of all respondents reported being aware of compromises to voice communication on mobile/cellular networks, with 57 percent reporting an interest in a secure voice option the next time they purchase a mobile phone.

According to the Mobile Trust Survey, 66 percent of all respondents said employees within their organization use smartphones or PDAs. These and other mobile devices were traditionally supported by closed and proprietary mobile networks that have recently shown to be more vulnerable to malicious attacks.

"The ubiquity of mobile phones and smartphones, coupled with the rise in fraud, privacy concerns, corporate espionage and terrorism has triggered a heightened awareness and demand for secure voice communications," said KoolSpan Chief Scientist Emil Sturniolo.

Sturniolo served as the principal author of KoolSpan's Mobile Trust Survey Report, which is now available for download at www.koolspan.com/resources.

Among the IT professionals surveyed, more than 70 percent said mobile phones are used to discuss business topics considered confidential, while more than half (53 percent) reported being aware of employees traveling on business in areas where the cellular networks are considered 'untrusted.'

"There is a growing concern about the risk of confidential communication being exposed on unsecured mobile networks, particularly in the global context," said Andy Purdy, former Department of Homeland Security cyber security chief (often referred to as the US "cyber security czar") and Principal of DRA Enterprises, Inc. "Within the next three to five years, it's reasonable to project

that the majority of all mobile communications will be encrypted with the emergence of effective, easy-to-operate, and affordable solutions."

How ready and receptive is the market for securing mobile/cellular communications today?

The Mobile Trust Survey found that 8 percent of all respondents have already deployed a secure voice solution, while among interested IT professionals who have not yet deployed a solution, 72 percent would consider a secure voice solution if it were easy to manage and cost-effective.

About KoolSpan

Based in Bethesda, Md., KoolSpan provides simple secure connectivity solutions that seamlessly unite mission-critical network devices. KoolSpan's off-the-shelf enterprise solutions create secure and trusted connections between any two points independent of network boundaries, from servers to smartphones. KoolSpan's embeddable solutions protect a wide variety of critical devices from online terminals to security systems. For OEMs, KoolSpan provides a flexible, cost-effective approach to device security that can drop in, operate automatically and self-manage in a wide range of platforms. To learn more, visit www.koolspan.com or call 240.880.4400.

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Contact:

Jim Engineer
e-Rainmaker PR for KoolSpan
Mobile: (630) 728 1387
jim.engineer@e-rainmaker.com

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4962 Fairmont Ave, 2nd Floor, Bethesda, MD. 20814

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