

**For Immediate Release**

For More Information:  
Megan Nemeš  
SHIFT Communications for Webroot  
mnemeš@shiftcomm.com  
+1-415-591-8409

## **Demand for Smarter Cybersecurity™ Solutions Drives Strong Growth for Webroot in Third Fiscal Quarter**

*Double-digit Growth, New Collective Threat Intelligence Solutions, and New Strategic Partnerships Add to Company Momentum*

**BROOMFIELD, CO. – May 5, 2016** – [Webroot](#), the market leader in next-generation endpoint security and cloud-based collective threat intelligence, today announced double-digit year-over-year bookings and revenue growth in its third fiscal quarter, ending March 31, 2016. The addition of new customers, breakthrough product introductions for threat intelligence, and expansion of Webroot’s strategic partner network resulted in the company’s seventh sequential quarter of bookings growth.

### **New Business Momentum**

Strong company momentum in the quarter included 36 percent growth in business bookings and 9 percent in consumer bookings. Webroot significantly out-performed the business security software market which grew at only 3.7% in 2015, and the consumer security software market which declined at -5.9%, both according to [Gartner](#). Webroot is profitable and added substantially to cash reserves in its third fiscal quarter.

“We achieved another quarter of strong growth and profitability,” said Dick Williams, Webroot CEO. “With over 100,000 business customers, a rapidly growing network of service providers, and millions of consumer endpoints protected, we are the proven choice for next-generation endpoint security. The expansion of our leading security vendor partnerships also demonstrates that Webroot’s cloud-based collective threat intelligence services are the gold standard in the industry. Webroot’s growth trajectory continues because customers and partners trust our Smarter Cybersecurity approach.”

### **Breakthrough Security Product Introduced**

During the quarter, the company released the [Webroot BrightCloud® Threat Investigator](#). The powerful new threat investigation tool provides enterprises, managed service providers (MSPs), and managed security service providers (MSSPs) with instant, actionable threat intelligence on individual IPs, URLs, mobile apps, and files. Security professionals are able to drill down into the history and context of a threat, and quickly mitigate the effects of a breach, limit exfiltration of customer data or intellectual property, and reduce reputation-related fallout.

### **Strategic Security Partnerships**

Growth in the third quarter included a partnership with HPE ArcSight to integrate Webroot BrightCloud® Threat Intelligence with HPE ArcSight Enterprise Security Management (ESM). [BrightCloud® Threat Intelligence for HPE ArcSight ESM](#) will allow customers to quickly uncover malicious IP addresses in their internal network traffic, accelerate forensic analysis, and

prioritize the most serious threats for immediate response by cybersecurity threat teams. [DenyAll](#) has also enhanced its web application firewalls with BrightCloud IP Reputation data powered by the Webroot® Threat Intelligence Platform to detect and block malicious incoming IPs.

In addition to new strategic security partnerships, Webroot released [Webroot® BrightCloud® Threat Intelligence for Palo Alto Networks v1.5](#). The latest version integrates with Palo Alto Networks Next-Generation Firewall to detect and block malicious incoming IPs. Compatible with nearly any Palo Alto Networks firewall, collective, real-time BrightCloud threat intelligence can be deployed in a series of virtual environments to deliver highly accurate and timely threat data to enterprises.

### **Thought Leadership**

Cloud-based security solutions from Webroot received industry recognition for superior functionality and performance. Webroot was selected as the 2016 Best Software Solution by Channel Pro SMB Forum and was recognized in CRN'S Security 100 List. The company was also named a Business Solutions Best Channel Vendor for 2016 and a SMB TechFest Q1 2016 Best Vendor.

Webroot also released key findings in the [Webroot 2016 Threat Brief](#). The latest edition reveals 97 percent of malware is unique to a specific endpoint, rendering signature-based security virtually useless. Many attacks are staged, delivered, and terminated within a matter of hours or even minutes, having harvested user credentials and other sensitive information. The data collected by Webroot throughout 2015 clearly shows that today's threats are truly global and highly dynamic, and require an innovative approach to attack detection that leverages advanced machine learning and up-to-the-second threat intelligence.

### **About Webroot**

Webroot delivers next-generation endpoint security and threat intelligence services to protect businesses and individuals around the globe. Our smarter approach harnesses the power of cloud-based collective threat intelligence derived from millions of real-world devices to stop threats in real time and help secure the connected world. Our award-winning SecureAnywhere® endpoint solutions and BrightCloud® Threat Intelligence Services protect tens of millions of devices across businesses, home users, and the Internet of Things. Trusted and integrated by market-leading companies, including Cisco, F5 Networks, Aruba, Palo Alto Networks, A10 Networks, and more, Webroot is headquartered in Colorado and operates globally across North America, Europe, and Asia. Discover Smarter Cybersecurity™ solutions at [www.webroot.com](http://www.webroot.com).

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