

# Nippon Telegraph And Telephone Corp: NTT to Acquire Solutionary, a Leading Pure-Play Managed Security Services Provider

## Transaction extends Solutionary's delivery of cloud-based security solutions to clients worldwide and bolsters NTT's end-to-end Cloud Services portfolio

**Tokyo and Omaha, June 17, 2013** - NTT, the world's largest global IT and telecommunications services company, and Solutionary, a leading pure-play Managed Security Services Provider, today announced the two companies have entered into a definitive agreement for NTT to acquire Solutionary, a privately held company based in Omaha, Nebraska, in an all-cash transaction. The acquisition is subject to regulatory approvals and other customary closing conditions and is expected to close in the third quarter of 2013.

NTT continues its global expansion with revenues exceeding \$107 billion and operating with 227,150 employees across 69 countries. With a strategic focus on cloud services, NTT is providing its clients solutions spanning a variety of cloud service and delivery models through group companies Dimension Data, NTT Communications and NTT DATA. NTT continues to aggressively expand its security capabilities to become one of the world's largest security integrators. NTT is currently providing services to over 50 countries through its cutting-edge R&D, world-class communications carrier Computer Security Incident Response Team (CSIRT). The NTT Group has a \$3.5 billion annual R&D budget.

Solutionary, incorporated in 2000, is the leading pure-play Managed Security Services Provider in North America. With a focus on managed security services and security consulting service, Solutionary protects traditional and virtual IT infrastructures, applications, networks, cloud and mobile environments. Built on the patented, cloud-based ActiveGuard® services platform, global threat intelligence, certified information security experts and the Security Engineering Research Team (SERT), Solutionary services are delivered 24/7 through multiple state-of-the-art Security Operations Centers (SOCs). Solutionary offers its services to over 600 clients in a wide range of industries such as financial services and healthcare.

Solutionary has been positioned by Gartner as a leader in its Magic Quadrant for MSSPs in North America and is the only pure-play provider in that category. This acquisition will enhance Solutionary's continued global expansion, ongoing R&D and worldwide security intelligence capabilities while enabling Solutionary to continue its award winning, pure-play customer service culture.

Companies today are concerned with a range of issues from data theft to implementing and managing increasingly complex regulatory requirements. Addressing IT security has become one of the most complex challenges companies and governments are facing, especially with the fast adoption rate of cloud computing. The union of NTT and Solutionary now gives clients a single partner that will help them preemptively stay a step ahead of targeted security threats or attacks and reinforces NTT's position in the rapidly growing area of Managed Security Services.

Solutionary augments NTT's ability to address this growing industry challenge by combining Solutionary's complementary security analytics platform (ActiveGuard®), operation capability, and expert consultants and researchers with NTT's broad ICT services and security portfolio, innovative research and global reach. NTT is the only partner that can deliver a complete lifecycle of cloud services from advisory, migration, operation and management of applications, ICT infrastructure, and network infrastructure with cloud full-stack, from applications to data center to network, as well as a business process layer, and now with fortified security services.

"In the rapidly evolving business environment in which we operate, we need to continuously enhance our competitiveness in order to win our customers' trust. The NTT Group has won the confidence of its customers through the creation of differentiated services based on superior technology; the provisioning of such services in a flexible manner, combined with our other offerings in the market, enable our clients in transforming their business model. This acquisition will further strengthen the NTT Group in becoming a trusted leader in the global ICT and security industry," commented President and CEO of NTT, Mr. Hiroo Unoura. "Additionally, it has become increasingly important to protect corporate ICT resources from the threat of malicious attacks, as well as to fulfill internal security policies and external compliance requirements. NTT is proud to be the leader in protecting our important clients."

"We are pleased to become a member of the NTT Group" said Steve Idelman, CEO of Solutionary. "NTT's global presence and group resources will strongly complement Solutionary's well established, leading edge capability in providing security services. The Management Team and I are very excited about the ideal strategic fit with NTT and the ability to continue delivering innovative security solutions from within our pure-play culture. This partnership enables the combined

organizations to deliver cutting edge IT security services, solutions and analytics to a larger number of global customers, as well as to accelerate security research to protect our clients."

The acquisition is subject to regulatory approvals and other customary closing conditions and is expected to close in the third quarter of 2013. Upon closing, the company will operate as a wholly-owned subsidiary of NTT.

#### **ABOUT NTT**

NTT (Nippon Telegraph and Telephone Corporation) is the world's largest global IT and telecommunications services company and is ranked 29th on Fortune's Global 500 list. The company's roots go back over 100 years to the introduction of the telegraph in Japan and focuses today on innovation in the cloud, mobility, network and communications. The company had operating revenues of over US\$130 billion for the fiscal year ended March 31, 2013 and employs 227,150 people worldwide. The company's subsidiaries include Regional Communications Businesses: NTT EAST, NTT WEST; Mobile Communications Businesses: NTT DOCOMO; Long-Distance and International Communication Businesses: NTT Communications and Dimension Data; and Data Communication Businesses: NTT DATA. For more information, visit [www.ntt.co.jp](http://www.ntt.co.jp)

#### **About Solutionary**

Solutionary (Solutionary, Inc.) is the leading pure-play managed security service provider (MSSP), focused on delivering managed security services. Comprehensive Solutionary security monitoring and security management services protect traditional and virtual IT infrastructures, applications, network, and cloud & mobile environments. Solutionary clients are able to optimize current security programs, make informed security decisions, achieve and reduce costs. Solutionary's managed security services fulfill the requirements of major compliance frameworks (such as PCI DSS, GLBA, FFIEC, HIPAA, HITECH and SOX). The patented, cloud-based ActiveGuard® security services and analytics platform uses multiple detection technologies and advanced analytics to protect against advanced threats. The Solutionary Security Engineering Research Team (SERT) researches the global threat landscape, providing actionable threat intelligence, enhanced threat detection and mitigating controls. Experienced, certified Solutionary security experts act as an extension of clients' internal teams, providing industry-leading client service to global enterprise and mid-market clients in a wide range of industries, including financial services, healthcare, retail and government. Services are delivered 24/7 through multiple state-of-the-art Security Operations Centers (SOCs).

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