

**For Immediate Release**

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## Rockliffe Grows 20% in 2001 Despite Market Downturn

*Messaging Infrastructure Developer Expands While Competitors Contract*

**Campbell, CA –February 5, 2002** – Rockliffe, Inc., a leading developer of messaging and e-mail infrastructure software for service providers, today announced that its revenues increased by almost 20% in 2001 despite a widespread slowdown in the information technology market. The company attributed its success to a number of factors, including consolidation in the service provider market, cutbacks in staffing and products among its competitors, and the exceptional scalability and rock-solid reliability of Rockliffe's MailSite product line.

Consolidation in the e-mail service provider market accounted for several new Rockliffe customers in 2001. Service providers that needed to combine several e-mail systems into a single messaging platform found MailSite to be an ideal solution, providing greater scalability and fault tolerance while reducing costs. Other service providers switched to MailSite in 2001 because they had reached the scalability limits of competing products, or because these products were discontinued by other vendors. Rockliffe continues in 2002 to provide seamless migration to MailSite from these competing products.

In addition to expanding its customer base in 2001, Rockliffe expanded its workforce. The company hired a vice president of sales and a vice president of engineering in mid-2001 and doubled the size of its worldwide sales team during the year. In March of 2001, Rockliffe moved its U.S. headquarters to Campbell, CA, in the heart of the Silicon Valley.

Rockliffe will expand again in 2002, opening a London office in Q1 and an Asia office in Q2. The company will ship MailSite version 5 in February of 2002, and later in the year will introduce MailSite for NonStop Himalaya, a carrier-scale messaging platform jointly developed with Compaq Computer Corporation.

“Even though e-mail may not be considered sexy, it is without doubt the primary driver for the growth of the wired Internet,” said John Davies, Rockliffe president and CEO. “Our commitment to security and reliability is recognized in the market. Our sales are still growing, despite the downturn that other vendors have experienced.”

Analysts noted that recent world events have caused an increased reliability on e-mail as an indispensable communications tool.

“Bio-terrorism has made something as simple and everyday as handling and opening the mail seem scary and dangerous,” said Amy Wohl, President of Wohl Associates. “Fortunately, there is an alternative; many of us already receive much of our business and personal communications via e-mail. By 2005, that volume will double. Vendors like Rockliffe who offer highly scalable e-mail systems to service providers will be up to the task.”

### **About Rockliffe**

Rockliffe is a leading developer of scalable messaging and e-mail infrastructure software for Internet Service Providers, Application Service Providers and corporations. Established in 1995 and based in California’s Silicon Valley with European headquarters in Leeds, UK, Rockliffe has several thousand customers hosting more than 15 million mailboxes. These include leading ASPs such as Digex and Intel Online Services, unified messaging providers such as Call Sciences, and large enterprises including AT&T, Cambridge University, and UK government departments. In April 2001, Rockliffe announced a strategic relationship with Compaq Computer Corporation to jointly develop and market Rockliffe's MailSite for the Compaq NonStop Himalaya platform.

For further information visit <http://www.rockliffe.com>.

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