EQUIINET
inspiring innovation

Inspiring Innovation

10th Anniversary

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Welcome to Equiinet

Since our launch in 1998, Equiinet has pioneered in technologies that enable networks to be used to their full potential. Our focus has been on education together with small and medium-sized businesses: two areas where reliability, efficiency and security are particularly important – and where value for money is essential. The many awards and commendations we continue to receive highlight our success in developing and enhancing industry-leading solutions, solutions that are easy to install and use and which allow network users to work and learn more effectively.

Over the last decade our knowledge, technical capability and flexibility have enabled us to work closely with our business customers, helping them to be truly innovative in their own companies. As a result, Equiinet products are often at the heart of systems delivering advanced and mission-critical services. Our unique position of being both manufacturer and integrator means we can be unusually pragmatic, creating bespoke solutions both for network integrators and service providers.

We deliver significant business and operational advantages through network security, improving network performance, controlling email and internet usage: areas that are essential given the growth of flexible working and the ever-increasing need for secure remote access to critical data. In schools and colleges, as in businesses, Equiinet meets the sectors' unique and often challenging needs. We specialise in the technologies that are essential to underpin safe and effective eLearning: caching and content delivery, data backup, network security and eLearning platforms.

We have described Equiinet's key value as 'inspiring innovation'. For the last 10 years our focus on education and medium-sized businesses, and our expertise in delivering technologies that allow networks to be used to their full potential, has enabled us to provide the solutions they need to be innovative in their own organisations. It has been an exciting decade and we look forward to continuing to develop and deliver inspiring solutions that help to put our customers at the forefront in their own spheres.

Keith Baker, Managing Director
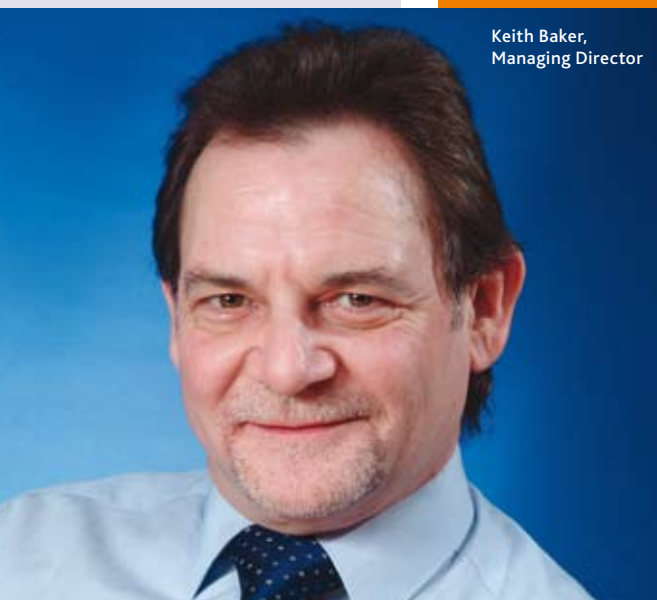
Keith Baker,
Managing Director

10 Years of Piloting Success

Equiinet's story began ten years ago with a security product it called NetPilot. This became a fine example of Equiinet's ethos of 'inspiring innovation'. The company developed the concept further over the years into a range of products, all bearing the now familiar 'Pilot' name. A common goal throughout has been in providing high quality networked solutions for its customers in both business and education spheres.

Equiinet's future-proofed approach has enabled NetPilot to keep pace with changes, it becoming the most accredited Unified Threat Management internet access and security appliance. Customers, buying through Equiinet's reseller partners, have the reassurance that they can access the latest technology via innovative upgrade schemes. More recently, the launch of Equiinet's BackupPilot has acknowledged the ever-growing importance of electronic data and of how few companies have sufficiently robust systems in place to protect it. For the first time, BackupPilot gives companies an easy, automated way to backup data both in the office and remotely. This 'best of both worlds' approach means data can always be restored quickly and easily – from servers, PCs and even remote users' laptops.

In education, the CachePilot family makes media-rich eLearning materials instantly available in the classroom, holding the widest range of content of any device available, whilst MoodlePilot makes it possible to run a wide range of commercial eLearning content plus a huge variety of open source materials. A version of BackupPilot specifically for education provides secure and automated data backup, ensuring that resources and files – whether on teachers' laptops or schools' PCs and servers – are always secure. And, vitally, Equiinet eSafety solutions give schools the reassurance of total network protection, including safeguards against inappropriate internet material as well as preventing viruses and hackers.

Equiinet's in-house research and development team also utilises this expertise to deliver bespoke solutions for major projects for integrators and companies with specific requirements: again, cost-effective, powerful and easy-to-use solutions.

100 Man Years of Development

In comparison to the company's 10 years of existence, the amount of effort involved in developing, refining and testing products has been considerably greater – some 100 plus man years of effort have been required. This investment has been predominantly in software development – but obviously substantial efforts have also been made to improve appliance hardware performance and capabilities over this period.

For the past decade Equiinet's development team has been based in Swindon. Headed by Technical Director Jon Summers, the team has been responsible for products including CachePilot, the best-selling caching and smart content delivery solution for education; and NetPilot, a Unified Threat Management (UTM) device that has led the way in protecting users from the widest range of internal and external threats through a single, easy-to-use appliance. Below, Jon explains how Equiinet's technology and development team has continued to lead in a fast-changing environment.

Have the challenges for Equiinet's development team changed over the decade?

Throughout, we have found it essential to remain sufficiently flexible to undertake ongoing development for our mainstream products, whilst responding quickly to demands for some very varied and unusual applications.

Possibly one of our most challenging tasks was to port all of our software onto a brand new hardware platform. This was developed using IBM Power PC technology – the architecture of which, at the time, was extremely new. As a result we discovered many things that the chip designers perhaps were not aware of. However, the resultant hardware/software platform was extremely stable and we went on to integrate this same technology within several PBX products from companies including Mitel and Sagem: a hugely successful project.

How does Equiinet maintain this flexible, dynamic approach?

We have facilities here in Swindon to build all lower volume products as well as to customise and configure products, even for larger projects. This is something which certainly sets us apart from our competitors and is a significant benefit for our customers. For example, we built over 500 CachePilot units for Easynet's Northern Grid schools project, with the units individually preconfigured and packaged for each school. Each unit was then shipped to site ready to plug in and power on!

How wide-ranging are the different markets Equiinet deals with?

Over the years we have undertaken countless projects to meet local needs and regulatory requirements. Diverse locations such as France, Germany, Poland, India, Australia, South Africa, USA, and both the Far and Middle East immediately spring to mind.

With regard to different industries, developing products for the armed forces has resulted in their use in a very wide range of exotic, and often dangerous, locations. In this type of scenario ease-of-use and reliability are obviously critical.

Our activities in the education market, largely in the UK to date, have seen us working with a large number of different suppliers including leading names such as Espresso, Pearson, 4Learning and Sherston. Each typically has slightly different requirements, which means a lot of integration and testing work for Equiinet behind the scenes. Customers can order a wide range of software titles and these must be loaded and function happily together. The biggest 'pick and mix' selection on one CachePilot device so far has been 80 software titles from 14 different vendors!

What has the development team been working on recently?

One recent big project has been the development of what we call Version 5 software for all our 'Pilot' products. This provides a new, updated, administration interface with simplified controls and integrated context sensitive 'help' functions. We have put great effort into creating something suitable and usable for experienced long-time users of our products as well as those who are first time buyers.

We have also developed a new generation of backup technology, and are working closely with our customers to develop a range of options to suit various organisations. Many smaller businesses and schools, for example, do not find that having their data backed up at a remote datacentre is always cost-effective. For them we have come-up with a solution where they can locate two

BackupPilots at different sites and, in effect, host their own datacentre. With schools, this could mean having one box on either side of the campus with data mirrored on each, so that the risk of both units being simultaneously damaged by flood, fire or a vandalism incident is minimal. Alternatively one BackupPilot can perhaps be located at a feeder primary school and a second unit at the partner secondary school – again with data being replicated on each in real time. The same scenario can be used for small to medium sized businesses with, say, one BackupPilot at the company and a second at a branch office or even a home office. This sort of solution is low cost, uncomplicated, and gives our customers a great deal of flexibility. It shows the tailored, pragmatic sort of approach that Equiinet has built its reputation on.

Equiinet in Education

Equiinet has immersed itself in the education sector to ensure that it fully understands the pressures and requirements of this unique market. In recent years Equiinet has become the market leading supplier of caching solutions to schools, with products from the popular CachePilot family already being used by over three million pupils.

Working with schools, local authorities, Regional Broadband Consortia and eLearning content providers, as well as other key organisations and agencies, Equiinet has developed an important insight into the challenges of using technology effectively in education. This knowledge has made Equiinet an ideal partner for organisations delivering major solutions across local authority networks and for local authority ICT managers requiring management tools for their area.

The emphasis is now on providing solutions that allow teachers and learners to make full use of the engaging eLearning resources available to them. Powerful caching and content delivery tools, as well as Learning Platforms based on open standards, are making classroom use of such materials much faster, simpler and more reliable. Security devices such as SecurePilot are enabling successful eSafety programmes, particularly for remote and home access by teachers and pupils, whilst retaining the flexibility and 'openness' essential for personalised learning and online collaboration.

Jersey College for Girls

Jersey College for Girls (JCG) is an innovative school that is embracing technology's potential to open up exciting avenues for education. JCG were one of the first schools to implement a combination of CachePilot and SecurePilot to not only improve internet performance but dramatically improve eSafety. Both staff and pupils use the latest tablet PCs to connect wirelessly to school and internet resources.

## "We saw an immediate improvement in performance" Richard Haine, ICT Systems Administrator

Solution Overview:
eSafety and enhanced network performance

Products used	Customer Benefits
SecurePilot	- Enhanced school eSafety, security and filtering - Secure external access to in-school resources
CachePilot	- Much improved internet performance - Pupil eLearning experience improved

Northern Grid for Learning
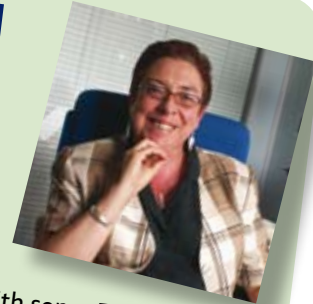
The Northern Grid for Learning is one of ten regional bodies set up by government to oversee broadband provision to schools. With some 500 schools in the region using Equiinet's CachePilots, the solution provides three key benefits: improved internet performance, filtering of inappropriate materials before they are seen by pupils, and high-speed delivery of multiple eLearning packages to large numbers of PCs.

"The benefits of CachePilot became clear, very soon after installation"
Mel Philipson, Manager of Northern Grid.

Solution Overview:
eSafety, enhanced performance and eLearning content distribution

Products used	Customer Benefits
CachePilot	- Learning speed and experience improved - Enhanced screening of internet content - Improved variety and quality of materials available to teachers

Stoke Damerel Community College

Stoke Damerel, a Specialist Mathematics and Computing College, uses ICT to offer a truly innovative and interactive education. With more than 800PCs and 1400 students, Stoke Damerel utilise the largest CachePilot model – CachePilot Max – to provide safe, fast access to the internet. Varying interest access rights are granted, based on authentication of who the student or staff member is, and what is appropriate for them to view.

"Working with Equiinet has been very successful for Stoke Damerel" Martyn Cox, Business Manager.

Solution Overview:
Advanced Authentication and single log-on

Products used	Customer Benefits
CachePilot	- Authenticated access to internet eLearning materials - Much improved internet performance

Equiinet in Business

Equiinet started life focussing on the needs of the SME market and, whilst the company has developed a wider offering in recent years, SMEs remain at the heart of what Equiinet does. The expertise and technical capability of Equiinet has resulted in partnerships with integrators and major suppliers leading to ideal solutions for businesses.

In the SME marketplace, whether you are an end-user business or a reseller, you know that these organisations require cost-effective, reliable solutions that do not compromise on functionality. Equiinet works hard at developing devices that provide the latest technology in easy to use and simple to manage formats.

The comprehensive NetPilot is an all-in-one solution that delivers multi-user internet access and email with control and security built in. The addition of Unified Threat Management means that SMEs have complete security and peace of mind using one functional, flexible device. Working closely with reseller partners in the sector, Equiinet enables customers to access the latest technology through innovative upgrade schemes.

The technology, which makes this possible, is the same technology that sits at the centre of some major projects for integrators and large organisations with specific requirements. With a UK-based in-house development team, Equiinet delivers the on-hand expertise that a wide range of partners and their clients need.

Temperature Controls

Temperature Controls is the UK's leading VRF air conditioning contractor, and has five regionally based offices. The company required totally automated backup of critical customer data, regardless of whether it was held on centralised servers, office PCs or on laptops being used by field engineers. BackupPilot offered all these capabilities plus the ability to automatically store backed-up data locally as well as at a remote datacentre – making it doubly secure.

"BackupPilot gives us great peace of mind"
Wayne Buckley, IT Manager.

Solution Overview:

Automatic, Secure Data Backup

Products used	Customer Benefits
BackupPilot	- Backups always occur – now totally automatic - Crucial data stored on field engineers' laptops is now secure

DCS Europe

DCS Europe plc implemented a solution with NetPilots at its heart, to enable 'roaming' staff to gain secure access to vital applications, whilst they are on the move. DCS are a major distributor for blue-chip names such as Colgate, Proctor & Gamble, Unilever and Gillette - delivering over 10 million cases per year. Equiinet's products provide DCS with full Unified Threat Management (UTM) protection enabling secure real-time information to reach its key employees.

"It gives us a valuable improvement"
Nigel Shortt, Managing Director.

Solution Overview:

Secure Remote Access and UTM security

Products used	Customer Benefits
NetPilot	- Latest data is now available for field based personnel - Highest levels of network security are now in place

Wow Creative

Wow Creative are typical of Equiinet's SME customers. They and many others look to deploy hassle-free high-calibre security. Also key is providing secure and flexible access from remote offices back to the head office, together with stopping spam and viruses. Rapid transmission of large graphics files between Wow's wide-ranging portfolio of clients and the design team is also critical. As Wow have grown in size and requirements, they have moved on and up the NetPilot range, recently deploying their third unit.

"We have stayed loyal to the NetPilot – because it works!" Natasha Acres, Managing Director.

Solution Overview:

Secure remote access and UTM security

Products used	Customer Benefits
NetPilot	- Allows internet business benefits without the drawbacks - Designers can work remotely as easily as in the office

Equiinet in Uniform

As part of an initiative to promote lifelong learning, the Ministry of Defence (MoD) has deployed computer-based training centres across the globe. A key element of this eLearning deployment has been maintaining high standards of security and eSafety through use of Equiinet's NetPilot products.

The scheme ensures that military personnel have access to education wherever they are based. So whether personnel want to brush up on core skills or undertake a formal qualification in a new area, the opportunities are always available.

Equiinet's solutions have been installed along with the required PCs and internet access at more than 150 centres in Britain, Northern Ireland, Germany, Belize and Cyprus. Because the centres are open to anyone with legitimate access to a military base, the security of the network is essential if the centres are to deliver a range of learning opportunities to the wider military community.

"This system would be nothing like as good as it is without the Equiinet products," says Major Edwards, policy officer for information systems and the main technical architect of the UK Army part of the project. "It allows me to remotely maintain the systems and supports our security policy admirably."

The flexibility of Equiinet's solution means that highly detailed guidelines can be met by fine tuning the restricted sites. "For example," Major Edwards adds, "one requirement that is very specific to our needs is that we will only allow access to sites that give both sides of an argument politically, so we block anything inflammatory."

Using Equiinet's products has proved so effective for the Army that both the Navy and RAF have since adopted the same solution.
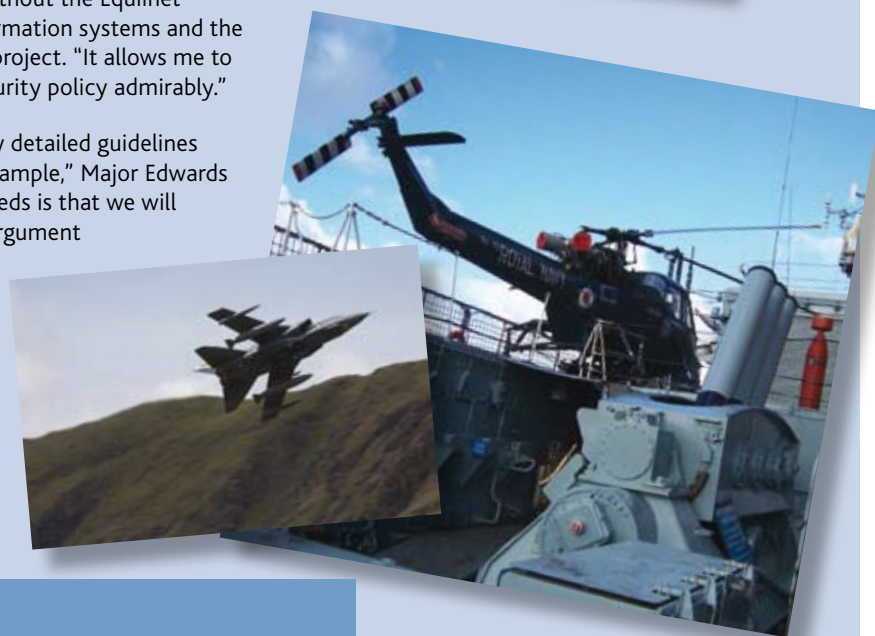
Equiinet's Solution:

Secure filtered internet access

Products used	Customer Benefits
NetPilot	- Enables easy-to-deploy internet access policies - Provides complete UTM security in a single unit

Product Overview

Equiinet's product range comprises a wide array of products predominately focused on: security, eLearning and data backup and recovery. Equiinet provides full support and training facilities for its partners from its HQ in Swindon, Wiltshire.

CachePilot

- The most successful Caching and Content Distribution appliance
- Installed in over 12,000 schools in the UK
- Holds the widest range of eLearning materials of any device available

BackupPilot

- Easy to use, doubly-secure data backup and recovery
- Equally ideal for businesses and schools
- Advanced backup made simple

NetPilot

- Comprehensive Unified Threat Management (UTM) security
- Installed in many thousands of differing SME businesses
- The most Checkmark accredited appliance available

MoodlePilot

- Learning Platform and course management system
- A Complete eLearning and intranet hardware/software appliance
- Equiinet's latest addition to its product family

SecurePilot

- Powerful component for those implementing eSafety
- Comprehensive protection, scanning and filtering
- Fully independently accredited and approved

Equiinet Product Accreditations:

| Intrusion Detection IDS/IPS | UTM | VPN | Anti-Virus | Firewall | Anti-Spyware | Anti-Spam | URL Filtering |

Management Team

Bob Jones – Chairman

Renowned as one of the UK's most successful entrepreneurs, Bob Jones had already successfully founded three data communications companies before establishing Equiinet in 1998.

With industry accolades including 'Venturer of the Year' from the British Venture Capital Association, Cartier and the Financial Times, 'Entrepreneur of the Year' in the Real Business CBI Growing Business Awards and 'Technology Entrepreneur of the Year' at the European Technology Forum, Bob's achievements speak for themselves.

Keith Baker – Managing Director

A chartered engineer by profession, Keith has more than 25 years experience in applying and developing leading-edge technologies for the engineering, computing and communications industries.

One of the founders of Equiinet, Keith's enthusiasm for finding fresh, innovative approaches sparked the original idea for NetPilot, Equiinet's push into the eLearning market and continues to drive the team forward today.

Jon Summers – Technical Director

Jon is responsible for Equiinet's R&D. Having started his career with Racal Milgo and Master Systems, Jon has held senior development and management positions with Mayze, Dowty, Sonix and 3Com prior to becoming one of the founders of Equiinet.

Other Equiinet Management team members include:

John Butler – Finance

Dave Abbot – Marketing

Jamie Pushman – Distribution Sales

Maggie Cumner – Operations

Mike Da Cova – Technical Support

About Equiinet

The power of technology and the internet to offer broader, more flexible and more innovative ways of working is vast, limited only by imagination and willingness of people to try new things. But with this power comes the risks inherent in relying on vulnerable networks and systems – breaches of security, lost productivity through downtime and misuse of resources – all potential issues that need to be addressed.

Since being established in 1998, Equiinet has pioneered the manufacture and supply of extremely secure server appliances – giving organisations of all shapes and sizes the peace of mind to use the internet in a way that works for them.

From the UTM multifunctional security device NetPilot for SMEs, to the market leading caching and content delivery device CachePilot, Equiinet has lead the way with appliance technology for over ten years. With the introduction of new and more diverse technology-based products such as BackupPilot and MoodlePilot, Equiinet remains at the forefront of development.

At the heart of the Equiinet philosophy is the idea of working with partners to develop new ways of combining and adapting technologies to tailor solutions to customers' needs. As a UK-based company with a flexible approach to business, Equiinet offers the capability, expertise and enthusiasm that are essential to delivering the right solution for customers. Above all we aim to be the partner that lives-up to its maxim of 'inspiring innovation'.

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