

IronPort Acquires PostX

"Our customers evaluated the email encryption systems on the market and, time and again, they chose PostX. They frequently asked us to more deeply embed PostX technology into our IronPort appliances. This acquisition will allow us to reliably deliver what customers want."
- **Scott Weiss**, CEO and co-founder of IronPort Systems.



Overview

PostX provides email encryption solutions that enable secure delivery of email messages and attachments to customers, partners and employees. The company needed a strategic partner that would provide broader distribution reach as well as an end-to-end solution to enterprise customers..

Pagemill Engagement

Pagemill Partners worked closely with PostX to evaluate strategic alternatives. With a team with strong buyer relationships, deep domain expertise, and a track record of successful outcomes in the internet security marketplace, Pagemill quickly generated strategic interest from multiple potential strategic acquirers.

One potential acquirer, IronPort – a leading Internet gateway security provider - stood out. Not only were its offerings highly complementary, the company had a history of successful collaboration with PostX. Relative to the other interest, IronPort's strong strategic product and channel fit as well as near term IPO made IronPort the most attractive option.

The combination of PostX and IronPort was a significant transactional and business success. Not only was the resulting transaction a consolidation of two market leaders in the secure content management space, but the fact that Cisco acquired IronPort prior to the close of the PostX transaction provided PostX shareholders the desired liquidity outcome without the delay or risk associated with a potential future IPO event.

Pagemill Delivers Results

The acquisition of PostX provides IronPort and now Cisco with full email encryption capabilities based on captive proprietary email encryption technology for its email security appliances. The resulting planned integration and enhancements are expected to result in the world's most robust and scalable solution to provide secure, encrypted email in support of regulations such as Sarbanes Oxley and HIPAA.