

## Engate Empowers VAR to Differentiate with High Performance, 99% Accuracy and Zero False Positives

**BENTOR TECHNOLOGIES INC.**  
Providing IT Solutions for small and medium sized businesses

### BENEFITS AT A GLANCE

- o Differentiate on accuracy, reliability, scalability and performance.
- o 99% decrease in spam with virtually no false positives.
- o Solid profit margins and a repeat revenue stream with an extremely high customer renewal rate.
- o Improve customer satisfaction with substantial savings from reduced server load, lower IT costs and increased employee productivity.

*"In addition to their industry-leading accuracy, Engate's unique functionality has helped us to differentiate ourselves in a saturated security market where we've been able to beat our competition. This is the only product I have represented where the majority of trials have converted to sales."*

**John Gray**  
Partner

**Bentor Technologies, Inc.**

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### THE PROBLEM

***Previous Anti-Spam Solution Not Financially Viable or Competitive.***

Bentor Technologies, Inc., a leader in network infrastructure and security solutions, is dedicated to providing small to mid-sized businesses with high quality, cost-effective IT products and services from industry leading anti-spam, anti-virus and anti-spyware companies.

Bentor's mission is to assist business clients in seeking out solutions that are affordable. Bentor is an authorized Gold Partner for Net Integration Technologies, Anchiva Systems Spyware and Total Internet protection, Systemhound IT asset management, Kaspersky Labs Antivirus and malware software, Spyware Doctor from PCTools. "We partner with 'best of breed' technology vendors to enhance our customer's protection and peace of mind," said John Gray, Partner at Bentor.

In mid-2006 Bentor began to proactively search for a new anti-spam partner as their catch rates began to decrease with the surge of new threats that were progressing on the Net. "The anti-spam partner lacked the innovation in stopping the new generation of threats like image spam, phishing, and botnet attacks. With this influx, we felt it was not a financially viable or competitive solution for our customers to move forward with," Gray explains.

Seeking an effective anti-spam solution for their clients, Bentor evaluated several industry-leading anti-spam products. "To ensure our customers were receiving the best protection available, we conducted extensive research analyzing half a dozen best-in-class security solutions." After reading about Engate's "Product of the year Award" by IT magazine, Engate was included in the evaluation.

### About Engate

Engate Technology Corporation delivers next generation network profiling connection management security solutions for service providers and enterprises, and can be licensed to anti-spam software, security appliance, router, firewall, and unified threat management vendors.

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### THE SOLUTION

***Engate Delivers Reliable Anti-Spam; Outperforms Competitive Solutions.***

After comprehensive testing, Engate outperformed the competitive solutions, and more importantly, exceeded all of Bentor's expectations. "Engate was the only vendor able to eliminate 99% of the spam with zero false positives," said Gray.

Engate's unique capabilities fit in very well with Bentor's goals and strategy. Gray maintains, "In addition to their industry-leading accuracy, Engate's unique functionality has helped us to differentiate in a saturated market where we've been able to beat our competition. This is the only product I have represented where the majority of trials have converted to sales."

### THE RESULTS

***Improved Customer Satisfaction, High Renewal Rate, Sales Success.***

Gray reports that Engate has provided all of its customers with significant business benefits, including a low cost of ownership, infrastructure cost savings, reduced server load, lower IT costs, and increased employee productivity. He notes, "With Engate's help, we've maximized our customer's satisfaction and have bolstered their loyalty."

One of the biggest benefits that Bentor reports is that Engate is a committed business partner. Gray explains, "Engate has worked closely with us to understand our needs and goals. The Engate team is dedicated to our partnership and devoted to sustaining our success from lead generation and joint sales calls to training and post sales support."