

DATE

April 21, 2014

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS**DEAL TEAM**

DC Advisory advised Total Defense on the sale of Total Defense, Inc. (Consumer business line) to Untangle



Redwood Shores, Calif. – April 21, 2014 – Total Defense, Inc., a leading Internet security company, has entered into an agreement with [Untangle, Inc.](#), a leading network software and appliance company, whereby Untangle will merge with its consumer (B2C) business line. In conjunction with this transaction, a new company has been formed under the brand name iSheriff. iSheriff will continue to develop and market industry-leading cloud security solutions that thousands of Managed Service Providers (MSPs) and small-to-medium enterprises (SMEs) rely upon every day. The moves, which are fueled by significant additional capital, will result in increased focus and investment in both businesses.

Total Defense's Commercial Solutions Division, now iSheriff, offers security-as-a-service solutions for today's security and compliance challenges, with a focus on the market segment that needs it the most – the SME. The company solves the security point product problem for SMEs by delivering an end-to-end security solution, through the cloud, with single-pane of glass visibility and control. iSheriff is the only content security solution that gives SMEs complete visibility into, and control over, the security of their data and devices – wherever and however they are connecting.

“Over the last few years, the Total Defense brand has become synonymous with comprehensive protection of the digital assets that we've all come to rely upon, in both corporate and consumer settings,” said Paul Lipman, CEO, iSheriff. “This transaction is a win-win for both our consumer and corporate partners and customers. Consumer partners and customers will benefit from access to a broader range of products, and from the resources that Untangle will invest in the research and development. Corporate customers and partners will benefit from the increased investment levels that iSheriff will be putting behind product and channel development, and from other key changes that we will be shortly announcing to accelerate growth and further enhance customer experience.”

Total Defense's Consumer Solutions Division, now part of Untangle, is a trusted leader in securing and managing endpoint devices in the consumer and SOHO markets with a suite of products including Internet security, anti-virus, mobile security, PC tune-up and online backup. Untangle is an innovator in networking and security software and gateway appliances for the "below-enterprise" segment extending from SOHO to the mid-market. The combined companies will share expertise and resources to accelerate time-to-market for key features while delivering cutting-edge products to customers and partners.

"Total Defense and Untangle both see an opportunity in the future of the consumer market as the home becomes a more complicated and diverse network of Internet-enabled devices," said Larry Guerin, General Manager of Total Defense. "Both gateway and endpoint software solutions will be required to address the security needs of this new environment. Combined, the companies will be able to leverage each others' technologies to develop innovative solutions that protect these new smart homes, bringing enterprise-grade solutions to the modern digital family."