

Allot Demonstrates Security VNF & vCPE Interoperability at the New IP Agency Showcase at Big Communications Event 2016

Virtualization improves the business case and capabilities of Security-as-a-Service according to a new Heavy Reading CSP survey

May 24, 2016 – Hod Hasharon, Israel – [Allot Communications Ltd.](#) (NASDAQ, TASE: ALLT), a leading provider of security and monetization solutions that enable service providers to protect and personalize the digital experience, today announced that it has successfully demonstrated that its security services virtual network functions (VNF) and virtual customer premises equipment (vCPE) solutions are interoperable with leading NFV Infrastructure (NFVI) and orchestration (NFVO) ecosystems.

Allot will showcase the readiness and agility of its solution by onboarding and orchestrating successfully with different NFV infrastructures in a live interoperability demonstration being held at the [Big Communications Event 2016](#), led by New IP Agency (NIA) and organized by EANTC. NIA's Live Interoperability Demo addresses service function chaining and provides a realistic and neutral set of tests based on public standards, open-source community developments and market feedback. The interoperability testing included an Allot VNF based on [Allot Service Gateway – Virtual Edition](#), capable of delivering services such as Security-as-a-Service (SECaaS) with Allot's [WebSafe Personal](#) and [WebSafe Business](#).

Virtualization improves the business case and capabilities of SECaaS, according to a new Heavy Reading survey conducted during April – May 2016, titled "Virtualized Security as a Service." Based on survey responses from over 100 CSPs who were asked about their current and future plans for virtualized security services deployment, Heavy Reading found that CSPs have a good understanding of the potential cost and service delivery benefits of a virtualized SECaaS approach and in many cases are eager to deploy commercially at scale.

Key findings of Heavy Reading's survey include:

- Lower costs (46.4 percent of respondents) and faster time to market (34 percent) were identified as the top benefits for offering virtualized SECaaS;
- The two most important ways that security service providers can differentiate themselves from competitors are simplicity of operation for the enterprise administrator and integration with existing network, operation support systems (OSS) and business support systems (BSS);
- 71.6 percent of CSPs saw a return on the customer acquisition costs in fewer than four months and 40 percent in less than two, demonstrating the positive ROI that can be quickly achieved from a security service offering.



“NFV can transform the landscape in Security as a Service and our survey provides ample evidence of CSPs that are well on the way to doing that,” said Patrick Donegan, chief analyst at Heavy Reading. “Vendors that can leverage a mature virtualized solution portfolio to deliver faster to market and at lower cost, should be very well positioned to grow revenues in this space.”

Allot will be showcasing its virtualized security solutions in **Allot booth #202** at the Big Communications Event being held May 24-25 at the Austin Convention Center in Austin, Texas.

NIA and EANTC produced a report titled “Big Communications Event 2016 NIA Multi-Vendor Interoperability Test” which captures the demo outcomes. The report is available [here](#).

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About Allot Communications

Allot Communications Ltd. (NASDAQ, TASE: ALLT) is a leading provider of security and monetization solutions that enable service providers to protect and personalize the digital experience. Allot’s flexible and highly scalable service delivery framework leverages the intelligence in data networks enabling service providers to get closer to their customers; to safeguard network assets and users; and to accelerate time-to-revenue for value-added services. We employ innovative technology, proven know-how and a collaborative approach to provide the right solution for every network environment. Allot solutions are currently deployed at 5 of the top 10 global mobile operators and in thousands of CSP and enterprise networks worldwide. For more information, please visit www.allot.com

About NIA

The New IP Agency (NIA) is a not-for-profit independent initiative providing information, education, analysis, community services and testing to support and accelerate the development of a global economy based on open, advanced, virtualized IP networks.

About EANTC

EANTC (European Advanced Networking Test Center) is internationally recognized as one of the world's leading independent test centers for telecommunication technologies. Based in Berlin, Germany, the company offers vendor-neutral consultancy and realistic, reproducible high-quality testing services since 1991. Customers include leading network equipment manufacturers, tier-1 service providers, large enterprises and governments worldwide. EANTC's proof of concept, acceptance tests and network audits cover established and next-generation fixed and mobile network technologies. <http://www.eantc.com>



Safe Harbor Statement

This release contains forward-looking statements, which express the current beliefs and expectations of Company management. Such statements involve a number of known and unknown risks and uncertainties that could cause our future results, performance or achievements to differ significantly from the results, performance or achievements set forth in such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to compete successfully with other companies offering competing technologies; the loss of one or more significant customers; consolidation of, and strategic alliances by, our competitors, government regulation; the timing of completion of key project milestones which impact the timing of our revenue recognition; lower demand for key value-added services; our ability to keep pace with advances in technology and to add new features and value-added services; managing lengthy sales cycles; operational risks associated with large projects; our dependence on third party channel partners for a material portion of our revenues; and other factors discussed under the heading "Risk Factors" in the Company's annual report on Form 20-F filed with the Securities and Exchange Commission. Forward-looking statements in this release are made pursuant to the safe harbor provisions contained in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are made only as of the date hereof, and the company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

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