



FOR IMMEDIATE RELEASE

Navy completes Fleet-wide operational analysis using Proofpoint Systems assessment capability

Norfolk, VA – December 18, 2007 – Norfolk, VA - Proofpoint Systems announced the completion of a comprehensive, fleet-wide analysis of the Navy's Maritime Headquarters with Maritime Operations Center (MHQ/MOC) capability.

The analysis was a response to a CNO directive to identify gaps in the ability of all major commands to assess, plan, and execute maritime operations at the operational level of war across the range of military operations. It included the detailed review of more than 206 factors in seven mission areas including movement, intelligence, firepower, logistics, command and control, force projection, and counter chemical, biological, radiological, nuclear, explosive. More than 300 senior Navy leaders at eight major commands contributed to the assessment using a modified version of Proofpoint's comprehensive performance analysis support system (ComPASS).

"The Navy should be very pleased with their analysis," said Dr. Jim Hill, CEO of Proofpoint Systems. "First, the level of participation was extraordinary. Second, the results pinpoint specific gaps and solution requirements for every command. While we recommend continued monitoring and analysis, this report aggregates fleet level demand signals and truly paves the way for rapid enhancement of an important mission."

Via the analysis, participants identified the most critical capabilities gaps at the task level, recommended 'quick wins', and matched the gaps to key requirements in doctrine, organization, training, materiel, leadership and education, and personnel. While the details of the study have yet to be widely published, the data set the stage for a common call to action and rapid improvement. For example, doctrine, process, and procedural issues dominate the list of solution requirements, while personnel and materiel issues are near the bottom of the list. That is good news, says Dr. Hill.

In the face of ongoing budget pressures and increased scrutiny of major programs, the ability to objectively assess and weight performance issues is more important than ever. With the resulting data, the Navy has the ability to demonstrate clear priorities for enhanced mission readiness and ensure that the most pressing issues gain attention first.

"Personnel and materiel solutions are among the most costly issues to solve in terms of dollars and time. On the flip side, doctrine development and process improvement are among the least costly," Hill said. "What may be more important is that the Navy now has a means to say to policy and budget leaders, 'We have taken an objective cut using an unbiased web-based system, and these are our requirements.' That puts the Navy at a distinct advantage in defending its resource needs."

According to Tom Sheets, a Proofpoint vice president, the Navy now has the data to help answer the questions continually facing commanders and senior staff leaders:

- What must be perpetuated?
- What must be improved upon?
- What should we stop doing?
- What should we start doing?

To support these questions, the analysis results are segmented for each of the eight major commands in addition to a Navy-wide rollup. This provides further advantage for the Navy by allowing the precise delivery of solutions - training, for example - to where they are most needed.



The potential savings opportunity is in the multiple millions says Mike Brooks, Proofpoint's vice president of operations. "Because the Navy now has the ability to precisely identify the who, where, and why elements of MHQ/MOC performance issues, they can be very specific in their resourcing of solutions. They've created the potential to cover a much wider set of needs and achieve a much greater impact. Proofpoint is happy to have been a part of the success."

About Proofpoint Systems: Proofpoint Systems of Los Altos, CA, (www.proofpoint.net) is the global provider of software, systems, and programs that advance individual and team performance in complex organizations. Our multidisciplinary expertise and award-winning, cutting edge technologies enable organizations to achieve extraordinary gains in productivity, alignment, and integration.

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