

PACESETTERS

ATLANTA'S 50 FASTEST-GROWING PRIVATE COMPANIES

From high-tech to hospitality to home builders, these companies are setting the pace for Atlanta business.

1 CIPHERTRUST INC.

The Internet is becoming a more dangerous place — witness the recent SoBig, Blaster and My Doom viruses — as well as more congested, with mountains of spam clogging the cyberhigh-way.

Founded by entrepreneur Jay Chaudhry in 2000, CipherTrust helps companies increase security and block spam. The Alpharetta firm has been so successful that its clients now include 26 percent of the Fortune 100 companies and nearly 25 percent of the Fortune 500. Recently the 130-employee firm (up from 22 in 2001) received a \$42 million round of venture-capital funding.

“We’re in a very dynamic market space,” said CEO Steve Raber. “Companies are discovering that we can save them real money and provide them with a return on investment within months, not years.”

Early adopters of CipherTrust’s IronMail platform included S1 Corp., Norfolk Southern Corp. and Chick-fil-A Inc., which brought the company to the attention of many other clients.

“A lot of great products are never successful because people couldn’t execute,” he said. “But we have a great team here.”

CipherTrust is introducing a new line of products aimed at smaller enterprises, those with as few as 200 e-mail users. One thing is certain: The bad guys are getting cleverer.

“Three years ago, we would look at six or seven attributes on an e-mail,” Raber said. “These days we look at 1,000. Today’s threats are far more sophisticated than they used to be.”



CIPHERTRUST
STEVE RABER
CEO

Rank	Company	Weighted average growth Index*	% change in revenue 2001-2003	% in change number of employees 2001-2003	Factor(s) leading to growth	Brief description of service(s) offered	Chief Atlanta officer(s)	Year established in Atlanta
1.	CipherTrust 4800 North Point Pkwy, Suite 400 (678) 969-9399 Alpharetta, Ga. 30022 www.ciphertrust.com	3,505.33	39,900%	490.91%	creation of comprehensive e-mail security system called IronMail	e-mail security	Steve Raber, Jay Chaudhry, Tim Oakley, Paul Judge	2000