

May 2, 2015

## PRESS KIT

Doctor Web is the Russian developer of Dr.Web anti-virus software. Dr.Web anti-virus software has been developed since 1992. The company is a key player on the Russian market for software that meets the fundamental need of any business – information security. Doctor Web is one of the few anti-virus vendors in the world to have its own technologies to detect and cure malware. Our anti-virus protection system allows the information systems of our customers to be protected from any threat, even those still unknown.

Doctor Web was the first company to offer an anti-virus as a service and, to this day, is still the undisputed Russian market leader in Internet security services for ISPs. Doctor Web has received state certificates and awards; our satisfied customers spanning the globe are clear evidence of the high quality of the products created by our talented Russian programmers.

Special section for the media on Doctor Web's official website  
<http://company.drweb.com/press>.

### More information about Doctor Web and its products:

Corporate website	<a href="http://www.drweb.com">http://www.drweb.com</a>
Dr.Web AV-Desk website	<a href="http://www.av-desk.com">http://www.av-desk.com</a>
Dr.Web free services	<a href="http://freedrweb.com">http://freedrweb.com</a>
Educational project WebIQmeter	<a href="https://www.drweb.com/web-iq">https://www.drweb.com/web-iq</a>
Anti-banking Trojan project	<a href="https://www.drweb.com/drweb+rbc">https://www.drweb.com/drweb+rbc</a>

## DR.WEB BRAND

For many years, the brand name has presaged both the market success of the Dr.Web anti-virus and its technological development. Dr.Web creator Igor Danilov's clear understanding of the World Wide Web's future as a unique universal communication structure enabled him to create a brand name that reflects – with a high degree of precision – the primary goal of anti-virus software, which is to cure networks from viruses.

The use of a spider as a graphic realisation of the brand was not by chance. The spider is one of the most critical links in nature's ecological chain. Cobweb thread is a real technological marvel. A spider, like a real architect, uses it to build a strong net (web). Nature has endowed the spider with the ability to create cobweb fibres and to use those fibres to make nets that can resist enormous loads.

The Dr.Web spider weaves an unbreakable web that entwines PC users in a durable network of information security. Like a spider, Dr.Web anti-virus software organically embeds itself within the complex structure of the computer environment, and becomes an integral part of its health and one of its most important elements.



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[www.av-desk.com](http://www.av-desk.com)  
[www.drweb-curenet.com](http://www.drweb-curenet.com)

## MARKET NICHE

Doctor Web's annual sales growth rate is above the industry average. Home users from all over the world, small companies, large enterprises and backbone corporations have been loyal users of Dr.Web products for many years. Doctor Web has received state certificates and awards; our satisfied customers spanning the globe are clear evidence of the high quality of the products created by our talented Russian programmers.

In the mid-1990s, Dr.Web was the most popular anti-virus in the former Soviet Union. After the financial crisis of 1998, Dr.Web lost significant ground. When Doctor Web appeared in December 2003, only about 10 percent of Russian users protected their computers with this legendary anti-virus. With the inception of the company Doctor Web, Ltd., sales of Dr.Web products in Russia and abroad skyrocketed. Doctor Web's annual growth rate is above the industry average. Within three years Doctor Web expanded its staff from 200 to nearly 400. The company not only kept but significantly strengthened its position as a supplier of anti-virus solutions to large governmental organizations. Dr.Web software is deployed by ministries, large banks, and major enterprises. Doctor Web has significantly increased its presence in the retail chain by broadening the range of its boxed products. Today, 70 percent of the company's income comes from sales of business solutions.

Doctor Web was the first anti-virus vendor to offer an anti-virus as a service on the Russian market. Over the past four years, this market has grown significantly, and Doctor Web continues to lead it successfully, offering its anti-virus service not only to home users but also to small and medium-sized businesses.

## COMPETITIVE ADVANTAGES

### Unique technologies

Doctor Web is one of the few anti-virus vendors in the world to have its own technologies to detect and cure malware. For more than 20 years, Dr.Web developers have been carrying out research concerning the evolution of virus writing and responding to each new challenge laid down by cybercriminals in a timely manner utilizing efficient technological solutions. Developing technologies to protect systems from both known and unknown threats is among the top priorities of our developers. Dr.Web uses several non-signature technologies to detect and remove unknown malware. This makes it possible to detect unknown threats before they get added to the virus database.

### Wide range of products

Doctor Web's product line has everything needed to build a full-scale anti-virus protection system for a company of any size and sector of the economy. The Dr.Web anti-virus protection system allows the information systems of its customers to be protected from any threats, even those still unknown. Dr.Web products prevent your corporate network and protected devices from being penetrated by all types of malware, and minimize the risk of infection. They not only provide protection, they also ensure strict compliance with security policies on all of the computers on which they are installed.

Dr.Web solutions fully satisfy a company's business needs for anti-virus protection. They have no redundant, needless components, only what is most necessary. They also don't have functionality that is unsafe but fashionable from a marketing perspective, as is often the case with the products of Dr.Web competitors.

### Mobility and compactness

The high level of coordination between the departments of the company, and its relatively small size allow Doctor Web to be flexible and mobile. The company is ready to apply unconventional methods as a means to solving any problem. Its employees are focused on maintaining long-term, mutually beneficial relationships with the company's partners.

### Partners

Dr.Web products are supplied by the company Doctor Web to end-users exclusively through its network of partners. Dr.Web sales margins remain the highest in the anti-virus industry in Russia which makes a partnership with Doctor Web extremely advantageous. The company constantly improves services and tools for partners, and introduces new marketing programs, which contributes to Dr.Web product sales growth. Doctor Web pays great attention to partner training. Many training courses, seminars, workshops and webinars have been created. This helps our partners sell Dr.Web products professionally, and that means with maximum efficiency.

## COMPANY LEADERSHIP



The famous Russian programmer Igor Danilov is **the founder and owner of Doctor Web**.

He was born on April 22, 1964. After studying at the Leningrad Institute of Avionics, he worked as an engineer for aviation defence projects at the Leninets research and production facility. In 1990, he started developing anti-virus software. The first version of Spider's Web (the Dr.Web prototype) appeared in 1992. In the mid-1990s, the Dr.Web anti-virus protected the majority of PCs in the former Soviet Union.



Boris Sharov is **Doctor Web's Chief Executive Officer**.

He was born on August 1, 1964. In 1986, he received a degree in International Economic Relations from the Department of Economics at Moscow State University's Institute of Asian and African Studies. After serving in the military from 1992-1999, he worked as a television journalist for a Japanese TV company. In 1999-2002, he took part in Russian-Japanese information and education projects. In 2002-2003, he became Business Development Director and then Managing Director of the Russian company DialogueScience (DialogNauka). He has been the permanent General Director of Doctor Web, Ltd. since its foundation in 2003. He speaks fluent English, French and Japanese.

## LICENSES AND CERTIFICATES

Unlike most competitive solutions, Dr.Web software is certified by the Federal Service for Technical and Export Control (FSTEC) of Russia and the Russian Federal Security Service (FSB). This means that the anti-viruses can be used by companies with high security standards.

Dr.Web is certified by the Russian Ministry of Defence.

### **Dr.Web is certified by FSTEC of Russia to comply with:**

- Technical Specifications (TS) and Non-Declared Features (NDF) 4 to be used as an anti-virus protection subsystem in the Personal Data Information System (PDIS) of the class K1;
- The requirements (at a control level of at least 4) of the regulatory document "Unauthorized information access protection" issued by the State Technical Commission of the Russian Federation. Part 1 Data protection software. Control level 2 of the NDF and TS requirements.

Dr.Web fully meets the requirements of the Federal Law «On Personal Data» No.152-FZ which applies to anti-virus products designed to protect against unauthorized access and to provide centralized protection of data transfer channels, and can be used in networks that meet the highest possible level of security.

### **Licenses and certificates received by Doctor Web:**

- The Federal Service for Technology and Export Control's license for the development of information protection software and for developing and/or publishing software designed to protect classified information;
- The Russian Ministry of Defence license for activities related to the development of information security software;
- The FSB Russia license for activities involving access to state secrets;
- The license of the Centre for Licensing, Certification and Protection of State Secrets of the Federal Security Service (FSB Russia) for the development and/or publishing of software designed to protect classified information;
- FSB Russia certificates of compliance;
- FSTEC documents of compliance.

**All Doctor Web licenses and certificates** are published at

[http://company.drweb.com/licenses\\_and\\_certificates](http://company.drweb.com/licenses_and_certificates).

# TRAINING ACTIVITIES

Doctor Web provides not only information security software but also training courses to instruct how this software should be used to conform to information security policies. To ensure that information security systems based on Dr.Web products operate as efficiently as possible, programs have been developed to train and certify company computer network security specialists.

The company also strives to educate members of the general public who use the Internet. We would be pleased to share our 20-plus years of experience in the fight against cyber threats with those seeking fresh information on the subject. A popular, non-profit educational project WebIQmeter teaches the basics of information security, helps individuals become skilled and savvy Internet users, and instructs on how to avoid falling for criminals' tricks. Doctor Web's contribution to the knowledge of users is our contribution to the security of our nation and our society.

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