

Zix Corporation Strengthens e-Prescribing Business With Two Key Executive Appointments

Kirk Paul Kirkman new V.P., physician recruitment and retention, H. Brent Sanders named V.P. sales for Care Delivery. Also, Nigel Johnson named V.P. of product management and business development

DALLAS — Aug. 31, 2004 — Zix Corporation (ZixCorp®), (Nasdaq: ZIXI), a global provider of secure e-messaging, e-prescribing, and e-transaction applications and services, today announced the appointment of Kirk Paul Kirkman as vice president of physician recruitment and retention and H. Brent Sanders as vice president of sales for Care Delivery. Kirkman will be responsible for managing the team responsible for ensuring that doctors select and adopt ZixCorp's e-prescribing solution. Sanders will oversee the development and management of the Care Delivery sales team responsible for securing new healthcare payor sponsorships across the United States.

Nigel Johnson, who has been acting in a consultant capacity for physician recruitment and retention since April 2004, has tripled this team's personnel and significantly increased the number of physicians signed up to deploy PocketScript™, ZixCorp's e-prescribing application. The newly assembled team signed the same number of physicians in July that was signed in the first six months of the year. This role will now be turned over to Kirkman as Johnson has been appointed vice president of product management and business development for all ZixCorp products. Johnson's extensive knowledge of ZixCorp's product portfolio, based on his previous work with secure e-messaging products in addition to his recent responsibilities in Care Delivery, coupled with more than 16 years of sales and engineering experience, made him the best choice to lead overall business and product development for the company.

"We are excited, and very fortunate, to have such accomplished professionals join the ZixCorp team," said John A. Ryan, chairman and chief executive officer for ZixCorp. "Nigel was instrumental in structuring our Care Delivery team and facilitating execution of physician recruitment, and we now look forward to further accelerating doctors deployed by utilizing Kirk's expertise and knowledge of healthcare IT. While focusing on deployment of our current e-prescribing contracts, we are also looking to expand our reach and enter new markets. Brent's background in this area is very impressive and we know that he will be able to raise our leadership position in this market."

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Kirkman joins ZixCorp with more than 12 years of healthcare sales and marketing experience. Prior to ZixCorp, Kirkman worked for Amicore Inc., where he held the roles of vice president of sales and head of customer care. Prior to Amicore, Kirkman was vice president of sales and marketing for Helvoet Pharma, a leading provider of critical components and delivery systems to the pharmaceutical industry, where he was responsible for building the sales organization and associated infrastructure during a period of rapid growth. Previously, he was manager of marketing information systems for Independence Blue Cross, the leading health insurer in Southeastern Pennsylvania. Kirkman earned his bachelor's degree in business administration from Northeastern University and his master's degree in business administration from Pennsylvania State University.

With more than 20 years of senior management experience, Sanders joins ZixCorp from IntegriMED, where he served as vice president and chief business development officer, responsible for building and launching the company's sales and service organizations. Prior to IntegriMED, he was president and chief executive officer of Task Technologies, a leading electronic medical record company, where he recruited and developed the company's senior management, operations, finance, sales, marketing, and human resources teams. In 2001, Ernst & Young LLP nominated him for the prestigious "Entrepreneur of the Year" award. Earlier in his career, he held various business development positions at Kelson Pediatric Partners, Renal Disease Management, Inc., and Reability Corporation/WorkHealth Healthcare, Inc. Sanders earned his bachelor's degree in business management from Furman University.

Johnson has more than 16 years of combined product management and engineering experience. Prior to joining ZixCorp, Johnson served as vice president, product management of Entrust's Internet security solutions. During this time, he introduced a successful new product line, was instrumental in leveraging strategic partnerships to provide customers a complete solution, and improved time-to-market. Before moving into his role as product manager at Entrust, he served as vice president of business development. Johnson succeeded in helping the company gain significant market share through his relationships and analysis of business opportunities. Johnson began his career at Entrust as the director of systems engineering where he was responsible for building the sales engineering team. Previously, Johnson was an engineer at Nortel Networks where he developed both classified and unclassified security systems and other patented technology. He earned his bachelor's degree in electrical engineering from Carleton University in Ottawa.

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About Zix Corporation

Zix Corporation (ZixCorp[®]) is a global provider of secure e-messaging, e-prescribing, and e-transaction applications and services. ZixCorp offers a range of solutions to protect organizations from viruses, spam, and electronic attack, as well as enabling secure electronic communications, such as email encryption, e-prescribing, on-line doctor visits, and electronic lab results. ZixCorp helps organizations of any size to streamline operations, reduce risks, and leverage the efficiencies of e-messaging. For more information, visit www.zixcorp.com.

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