

ZIX CORP  
Form DEF 14A  
April 24, 2008

**Table of Contents**

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20529**

**SCHEDULE 14A  
Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934  
Exchange Act of 1934 (Amendment No. )**

Filed by the Registrant

Filed by a Party other than the Registrant

Check the appropriate box:

Preliminary Proxy Statement

Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))

Definitive Proxy Statement

Definitive Additional Materials

Soliciting Material Pursuant to §240.14a-12

**ZIX CORPORATION**

(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

No fee required.

Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.

1) Title of each class of securities to which transaction applies:

2) Aggregate number of securities to which transaction applies:

3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):

4) Proposed maximum aggregate value of transaction:

5) Total fee paid:

Fee paid previously with preliminary materials.

Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

1) Amount Previously Paid:

2) Form, Schedule or Registration Statement No.:

3) Filing Party:

4) Date Filed:

---

**Table of Contents**

**ZIX CORPORATION**  
2711 North Haskell Avenue  
Suite 2200, LB 36  
Dallas, Texas 75204-2960  
**NOTICE OF ANNUAL MEETING OF SHAREHOLDERS**  
**To Be Held Tuesday, June 3, 2008**

We will hold this year's annual shareholders' meeting on Tuesday, June 3, 2008, at 10:00 a.m. (registration to begin at 9:30 a.m.), Central Time. We will hold the meeting at Cityplace Conference Center, Turtle Creek I Room, 2711 North Haskell Avenue, Dallas, Texas 75204. At the meeting, we will ask you to consider and vote on the following proposals:

Proposal One, a proposal to elect Robert C. Hausmann, Charles N. Kahn III, James S. Marston, Antonio R. Sanchez III, Paul E. Schlosberg, and Richard D. Spurr as members of our Board of Directors;

Proposal Two, a proposal to ratify the selection of Whitley Penn LLP as our independent registered public accountants; and

Such other matters as may be properly brought before the meeting or any adjournment thereof.

If you held shares of our common stock at the close of business on April 14, 2008, the record date for the meeting, you are entitled to notice of the meeting or any adjournment thereof. All holders of our common stock as of the record date are entitled to vote on the proposals relating to the election of members of our Board of Directors as well as any other matters that are properly brought before the meeting. The stock transfer books will not be closed.

We would like you to attend the meeting in person but understand that you may not be able to do so. For your convenience, and to ensure that your shares are represented and voted according to your wishes, we have enclosed a proxy card for you to use. Please vote, sign, and date the proxy card and return it to us as soon as possible in the enclosed postage-paid envelope. If you attend the meeting in person, you may revoke your proxy and vote in person. We look forward to hearing from you.

By Order of the Board of Directors,

RONALD A. WOESSNER  
*Senior Vice President, General Counsel & Secretary*  
Dallas, Texas  
April 25, 2008

**YOUR VOTE IS IMPORTANT.**  
**PLEASE VOTE EARLY EVEN IF YOU PLAN TO ATTEND THE ANNUAL MEETING.**

---

**TABLE OF CONTENTS**

<u>Questions and Answers</u>	i
<u>Information Concerning Solicitation and Voting</u>	1
<u>Proposal One: Election of Directors</u>	5
<u>Proposal Two: Ratification of Appointment of Independent Registered Public Accountants</u>	6
<u>Other Information You Need to Make an Informed Decision</u>	7
<u>Security Ownership of Certain Beneficial Owners and Management</u>	10
<u>Corporate Governance</u>	11
<u>Independent Registered Public Accountants</u>	17
<u>Report of the Audit Committee of the Board of Directors</u>	19
<u>Compensation of Directors and Executive Officers</u>	20
<u>Other Matters</u>	40
<u>Important Notice of Internet Availability of Proxy Materials</u>	40
<u>Where You Can Find More Information</u>	41

---

**Table of Contents**

**QUESTIONS AND ANSWERS**

Although we encourage you to read this Proxy Statement in its entirety, we include this Question and Answer section to provide some background information and brief answers to several questions you might have about the enclosed proposals. In this Proxy Statement, we refer to Zix Corporation as the Company, Zix, ZixCorp, we, our, us.

**Q. Why did I receive this Proxy Statement?**

A. On or about April 25, 2008, we began mailing this Proxy Statement and accompanying proxy card to everyone who was a holder of our shares of common stock on the record date for our annual shareholders meeting (the Annual Meeting), which is April 14, 2008. We prepared this Proxy Statement to let our shareholders know when and where we will hold our Annual Meeting. This Proxy Statement:

provides you with information about the proposals that will be discussed and voted on at the Annual Meeting; and

provides you with updated information about our company.

**Q. What will occur at the Annual Meeting?**

A. First, we will determine whether enough shareholders are present at the Annual Meeting to conduct business. A shareholder will be deemed present at the Annual Meeting if the shareholder:

is present in person; or

is not present in person but has voted by proxy card prior to the Annual Meeting.

Except as otherwise described in this Proxy Statement, all holders of our common stock of record at the close of business on April 14, 2008, the record date, will be entitled to vote on matters presented at the Annual Meeting or any adjournment thereof. As of the record date, there were 62,832,243 shares of our common stock outstanding, held by or through 559 holders of record. Each share of our common stock is entitled to one vote. Our shareholders are entitled to cast an aggregate of 62,832,243 votes at the Annual Meeting. The holders of a majority, or 31,416,122, of the shares who are entitled to vote at the Annual Meeting must be represented at the meeting in person or by proxy to have a quorum for the transaction of business at the meeting and to act on the matters specified in the Notice. If holders of fewer than 31,416,122 shares are present at the Annual Meeting, we will adjourn or reschedule the meeting.

After each proposal has been voted on at the Annual Meeting, we will discuss and take action on any other matter that is properly brought before the meeting. Our transfer agent, Computershare Investor Services, LLC, will count the votes and act as inspector of election.

A representative of Whitley Penn LLP, our independent registered public accounting firm, is expected to be present at the Annual Meeting and will be afforded the opportunity to make a statement, if such representative so desires, and to respond to appropriate questions.

**Table of Contents**

If enough shareholders are present at the Annual Meeting to conduct business, then we will vote on the proposals outlined in this Proxy Statement and any other business that is properly brought before the meeting and any adjournments thereof.

We know of no other matters that will be presented for consideration at the Annual Meeting. If, however, other matters or proposals are presented and properly come before the meeting, the proxy holders intend to vote all proxies in accordance with their best judgment in the interest of Zix Corporation and our shareholders.

**Q. What proposals are shareholders being asked to consider at the upcoming Annual Meeting?**

A. Shareholders are being asked to consider two proposals at the Annual Meeting. The first proposal, which we refer to as Proposal One throughout this Proxy Statement, relates to the election of members of our Board of Directors (the Board of Directors or the Board ). The directors to be elected at the Annual Meeting will serve until our next annual meeting of shareholders. The second proposal, which we refer to as Proposal Two throughout this Proxy Statement, is a proposal to ratify the selection of Whitley Penn LLP as our independent registered public accounting firm.

**Q. Why have I received more than one Proxy Statement?**

A. If you received more than one proxy statement, your shares are probably registered differently or are in more than one account. Please vote each proxy card that you receive.

**Q. How do I vote if I am not planning to attend the Annual Meeting?**

A. In addition to voting in person at the Annual Meeting, you may mark your selections on the enclosed proxy card, date and sign the card and return the card in the enclosed postage-paid envelope.

Please understand that voting by any means other than voting in person at the Annual Meeting has the effect of appointing Richard D. Spurr, our Chairman, Chief Executive Officer and President, and Barry W. Wilson, our Chief Financial Officer and Treasurer, as your proxies. They will be required to vote on the proposals described in this Proxy Statement exactly as you have voted. However, if any other matter requiring a shareholder vote is properly raised at the meeting, then Messrs. Spurr and Wilson will be authorized to use their discretion to vote on such issues on your behalf.

We encourage you to vote now even if you plan to attend the Annual Meeting in person. If your shares are in a brokerage account, you may receive different voting instructions from your broker.

**Q. What if I want to change my vote?**

A. You may revoke your vote on any proposal at any time before the Annual Meeting for any reason. To revoke your proxy before the meeting, write to our Secretary, Ronald A. Woessner, at 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960. You will need to include a copy of your earlier voted proxy and may be required to provide other information to facilitate the administrative steps actually required to properly revoke your prior proxy and properly record the revocation. You may also come to the Annual Meeting and change

**Table of Contents**

your vote in writing. You will need to bring a copy of your earlier voted proxy and may be required to provide other information to facilitate the administrative steps actually required to properly revoke your prior proxy and properly record the revocation.

**Q. Where can I find the voting results of the Annual Meeting?**

A. We will announce the voting results at the Annual Meeting and will publish the results in our quarterly report on Form 10-Q for the second quarter of 2008 ending on June 30, 2008. We will file that report with the SEC by August 8, 2008, and you can get a copy by contacting either our Investor Relations office at (214) 515-7357 or the Securities Exchange Commission ( SEC ) at (800) SEC-0330 or www.sec.gov.

**Q. Where can I find additional information? Who can help answer my questions?**

A. You should carefully review the entire Proxy Statement, which contains important information regarding the proposals, before voting. The section under the heading **WHERE YOU CAN FIND MORE INFORMATION** below, describes additional sources from which to obtain this Proxy Statement, our public filings under the Securities Exchange Act of 1934, as amended (the Exchange Act ), and other information about ZixCorp. Additionally, in accordance with new rules adopted by the SEC, a copy of this Proxy Statement will be available on the Company s web site under Investor Relations.

If you would like additional copies of this Proxy Statement or other documents that we have filed with the SEC that are incorporated by reference into this Proxy Statement, free of charge, or if you have questions about the proposals or the procedures for voting your shares, you should contact: Zix Corporation, Attention: Ronald A. Woessner, Secretary, 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960, Telephone: (214) 370-2000.



**Table of Contents**

**ZIX CORPORATION**  
**PROXY STATEMENT FOR THE ANNUAL MEETING OF SHAREHOLDERS**  
**TO BE HELD TUESDAY, JUNE 3, 2008**  
**INFORMATION CONCERNING SOLICITATION AND VOTING**

**General**

The enclosed proxy is solicited on behalf of our Board of Directors. At the Annual Meeting to be held on Tuesday, June 3, 2008, at 10:00 a.m. (registration to begin at 9:30 a.m.) Central Time, and at any adjournment, continuation or postponement of the Annual Meeting for the purposes set forth herein and in the accompanying Notice of Annual Meeting of Shareholders. The Annual Meeting will be held at Cityplace Conference Center, Turtle Creek I Room, 2711 North Haskell Avenue, Dallas, Texas 75204.

These proxy solicitation materials were first mailed or given to all shareholders entitled to vote at the Annual Meeting on or about April 25, 2008.

**Purpose of Annual Meeting**

As described above, the purpose of the Annual Meeting is to obtain approval for the proposals described in this Proxy Statement and such other business as may properly come before the Annual Meeting, including any adjournment, continuation, or postponement thereof.

**Vote Required**

With respect to Proposal One, votes may be cast FOR or WITHHELD from each director nominee. The six nominees receiving the highest number of FOR votes will be elected as directors. This number is called a plurality. Votes that are WITHHELD from any director nominee will be counted in determining whether a quorum has been reached but will not affect the outcome of the vote. Assuming a quorum is present, the affirmative vote of a plurality of the shares of common stock voted and entitled to vote for the election of directors is required for the election of directors. In the election of directors, shareholders are not entitled to cumulate their votes or to vote for a greater number of persons than the number of nominees named in this Proxy Statement.

With respect to Proposal Two, the affirmative vote of a majority of the shares of our common stock represented at the Annual Meeting and entitled to vote on the matter, if a quorum is present, is required to approve each of the Proposals. The same vote is generally required for action on any other matters that may properly come before the Annual Meeting.

**Record Date and Shares Outstanding**

Only shareholders who owned shares of our common stock at the close of business on April 14, 2008, referred to in this Proxy Statement as the Record Date, are entitled to notice of, and to vote at, the Annual Meeting. As of the Record Date, 62,832,243 shares of our common stock were outstanding and entitled to vote at the Annual Meeting.

**Table of Contents**

**Revocability of Proxies**

You may revoke your proxy at any time before it is exercised. Execution of the Proxy will not affect your right to attend the Annual Meeting in person. Revocation may be made prior to the Annual Meeting by written revocation or through a duly executed proxy bearing a later date sent to Zix Corporation, Attention: Ronald A. Woessner, Secretary, 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960; or your Proxy may be revoked personally at the Annual Meeting by written notice to the Secretary at the Annual Meeting prior to the voting of the Proxy. Any revocation sent to ZixCorp must include the shareholder's name and must be received prior to the Annual Meeting to be effective.

**How Your Proxy Will Be Voted**

In the absence of specific instructions to the contrary, shares represented by properly executed proxies received by ZixCorp, including unmarked proxies, will be voted to approve the proposals. In addition, if any other matters properly come before the Annual Meeting, it is the intention of the persons named in the enclosed proxy card to vote the shares they represent as directed by the Board of Directors. We have not received notice of any other matters that may properly be presented at the Annual Meeting.

**Quorum**

The presence, in person or by proxy, of the holders of a majority of the outstanding shares of our common stock entitled to vote at the Annual Meeting is necessary to constitute a quorum at the Annual Meeting. As there were 62,832,243 shares outstanding and entitled to vote at the Annual Meeting as of the Record Date, we will need at least 31,416,122 shares present in person or by proxy at the Annual Meeting for a quorum to exist.

**Dissenters' Rights**

Under Texas law, shareholders are not entitled to dissenters' rights with respect to the proposals.

**Voting**

***Tabulation***

Votes of shareholders entitled to vote who are present at the Annual Meeting in person or by proxy and abstentions are counted as present or represented at the meeting for purposes of determining whether a quorum exists. For Proposal One, the six nominees receiving the highest number of FOR votes will be elected as directors. The affirmative vote of a majority of the shares of our common stock entitled to vote on the matter and present in person or represented by proxy at the Annual Meeting is required to approve Proposal Two and is generally required for action on any other matters that may properly come before the Annual Meeting.

***Abstentions***

Abstentions occur when a shareholder entitled to vote and present in person or represented by proxy at the Annual Meeting affirmatively votes to abstain. Votes in abstention are considered present for purposes of calculating a quorum but do not count as a vote FOR or AGAINST any matter. With respect to Proposal One, a WITHHELD vote will not be counted as

**Table of Contents**

a vote FOR or AGAINST the election of directors and will not affect the outcome of the vote. With respect to Proposal Two, abstentions do not count as a vote FOR or AGAINST the proposal, but they will have the same effect as a negative vote on these proposals because abstentions will be included in tabulations of the shares of common stock entitled to vote for purposes of determining whether Proposal Two has been approved.

***Broker Non-Votes***

A broker non-vote occurs when a nominee holding shares for a beneficial owner does not vote on a particular proposal because the nominee does not have the discretionary voting power with respect to that item and has not received instructions from the beneficial owner. If your shares are held in a brokerage account and you do not vote, your brokerage firm could:

Vote your shares, if permitted by the rules of the New York Stock Exchange; or

Leave your shares unvoted.

Under applicable rules, brokers who hold shares in street name have the authority to vote in favor of Proposal One and Proposal Two if they do not receive contrary voting instructions from beneficial owners. Under applicable law, if a broker has not received voting instructions with respect to certain shares and gives a proxy for those shares, but does not vote the shares on a particular matter, those shares will not affect the outcome of the vote with respect to that matter. In accordance with our Restated Bylaws, such broker non-votes will be counted for purposes of determining the presence or absence of a quorum for the transaction of business, but will not be counted for purposes of determining the number of votes cast with respect to a proposal. Therefore, broker non-votes will not be included in the tabulation of the voting results and will have no effect with respect to the approval of the proposals being considered at the Annual Meeting.

**Solicitation of Proxies**

This solicitation is being made by mail on behalf of our Board of Directors. We will bear the expense of the preparation, printing and mailing of the enclosed proxy card, Notice of Annual Meeting of Shareholders and this Proxy Statement, and any additional material relating to the Annual Meeting that may be furnished to our shareholders by our Board subsequent to the furnishing of this Proxy Statement. We have engaged Georgeson Shareholder to assist in the solicitation of proxy materials from shareholders at a fee of approximately \$6,500 plus reimbursement of reasonable out-of-pocket expenses. Proxies may also be solicited without additional compensation by our officers or employees by telephone, facsimile transmission, e-mail, or personal interview. We will reimburse banks and brokers who hold shares in their name or custody, or in the name of nominees for others, for their out-of-pocket expenses incurred in forwarding copies of the proxy materials to those persons for whom they hold such shares. To obtain the necessary representation of shareholders at the Annual Meeting, supplementary solicitations may be made by mail, telephone, facsimile transmission, e-mail, or personal interview by our officers or employees, without additional compensation, or selected securities dealers. We anticipate that the cost of such supplementary solicitations, if any, will not be material.

**Table of Contents**

**Shareholders Proposals**

If you would like to submit a proposal to be included in next year's annual proxy statement, you must submit your proposal in writing so that we receive it no later than December 26, 2008. We will include your proposal in our next annual proxy statement if it is a proposal that we would be required to include in our proxy statement pursuant to the rules of the SEC. Under Rule 14a-8 of the Exchange Act, proposals of shareholders must conform to certain requirements as to form and may be omitted from the proxy materials in certain circumstances. To avoid unnecessary expenditures of time and money, you are urged to review this rule and, if questions arise, consult legal counsel prior to submitting a proposal to us.

The SEC rules also establish a different deadline for submission of shareholder proposals that are not intended to be included in our next annual proxy statement. If a shareholder intends to submit a proposal at the next annual meeting of shareholders and the proposal is not intended to be included in our proxy statement relating to such meeting, the shareholder must give us proper notice no later than March 6, 2009. Even if the proper notice is received on or prior to March 6, 2009, the proxies named in management's proxy for that annual meeting of stockholders may nevertheless exercise their discretionary authority with respect to such matter by advising stockholders of such proposal and how they intend to exercise their discretion to vote on such matter, unless the stockholder making the proposal solicits proxies with respect to the proposal to the extent required by Rule 14a-4(c)(2) under the Securities Exchange Act of 1934, as amended.

All notices of proposals, whether or not to be included in our proxy materials, should be directed to our Secretary, Ronald A. Woessner, at our principal executive offices at 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960.

**Householding of Proxy Materials**

The SEC has adopted rules that permit companies and intermediaries (*e.g.*, brokers) to satisfy the delivery requirements for proxy statements and annual reports with respect to two or more shareholders sharing the same address by delivering a single proxy statement addressed to those shareholders and enclosing separate proxy cards for each shareholder. This process, which is commonly referred to as householding, potentially eliminates some duplicative mailings to shareholders and reduces our mailing costs.

For this Annual Meeting, a number of brokers with account holders who are shareholders of ZixCorp will be householding our proxy materials. A single proxy statement will be delivered to multiple shareholders sharing an address unless contrary instructions have been received from the affected shareholders. Once you have received notice from your broker that they will be householding communications to your address, householding will continue until you are notified otherwise or until you revoke your consent. We will undertake to deliver promptly upon written or oral request, a separate copy of this proxy statement and accompanying annual report, to any security holder at a shared address to which a single copy of the documents was delivered. Please direct your request to Zix Corporation, Attention: Ronald A. Woessner, Secretary, 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960 or contact Ronald A. Woessner at (214) 370-2000. Furthermore, if, at any time in the future, you no longer wish to participate in householding and would prefer to receive a separate proxy statement and annual report, please so advise your broker, and send a copy of the communication to Zix Corporation, Attention: Ronald A. Woessner, Secretary, 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960 or contact Ronald A. Woessner at (214) 370-2000. Shareholders who currently receive multiple copies of the proxy statement at their address and would like to request householding of their communications should contact their broker.

**Table of Contents**

**PROPOSAL ONE  
ELECTION OF DIRECTORS**

We will vote on the election of six members of our Board of Directors at the Annual Meeting. Each director will serve until the next annual meeting of shareholders and until the director's successor is duly elected and qualified, unless earlier removed in accordance with our Restated Bylaws. Officers serve at the discretion of our Board of Directors.

The nominees for election to our Board are Robert C. Hausmann, Charles N. Kahn III, James S. Marston, Antonio R. Sanchez III, Paul E. Schlosberg, and Richard D. Spurr.

<b>Name</b>	<b>Principal Occupation</b>	<b>Director Since</b>
Robert C. Hausmann	Consultant	November 2005
Charles N. Kahn III	President, American Federation of Hospitals	June 2005
James S. Marston	Private Investor	September 1991
Antonio R. Sanchez III	President, Sanchez Oil & Gas Corporation	May 2003
Paul E. Schlosberg	Chairman and Chief Executive Officer, INCA Group LLC	June 2005
Richard D. Spurr	Chairman, Chief Executive Officer and President, Zix Corporation	May 2005

For biographical and other information regarding the nominees for director, please *see* **OTHER INFORMATION YOU NEED TO MAKE AN INFORMED DECISION - Directors, Executive Officers, and Significant Employees** below. For information on our directors' compensation, *see* **COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS** below.

Each of the persons nominated for election to our Board of Directors has agreed to stand for election. However, should any nominee become unable or unwilling to accept nomination or election, no person will be substituted in his stead. The Board of Directors, in accordance with our Restated Bylaws, may by resolution reduce the number of members of our Board of Directors accordingly. Our Board of Directors has no reason to believe that any of the nominees will be unable or unwilling to serve if elected, and to the knowledge of the Board, each of the nominees intends to serve the entire term for which election is sought.

**OUR BOARD OF DIRECTORS RECOMMENDS THAT YOU VOTE FOR EACH OF THE NOMINEES FOR DIRECTOR SET FORTH ABOVE.**

**Table of Contents**

**PROPOSAL TWO  
RATIFICATION OF APPOINTMENT OF INDEPENDENT  
REGISTERED PUBLIC ACCOUNTANTS**

The Audit Committee of the Board has appointed Whitley Penn LLP as the Company's independent registered public accounting firm for the fiscal year ending December 31, 2008. Services provided to the Company and its subsidiaries by Whitley Penn LLP in fiscal 2007 are described under **INDEPENDENT REGISTERED PUBLIC ACCOUNTANTS** below.

We are asking our shareholders to ratify the selection of Whitley Penn LLP as our independent registered public accounting firm. Although ratification is not required by our Restated Bylaws or otherwise, the Board is submitting the selection of Whitley Penn LLP to our shareholders for ratification as a matter of good corporate practice.

Representatives of Whitley Penn LLP will be present at the annual meeting to respond to appropriate questions and to make such statements as they may desire.

The affirmative vote of a majority of the shares of our common stock entitled to vote on the matter and present in person or represented by proxy at the Annual Meeting is required to approve Proposal Two. Abstentions will be counted as represented and entitled to vote and will, therefore, have the effect of a negative vote.

**OUR BOARD OF DIRECTORS RECOMMENDS THAT YOU VOTE FOR RATIFICATION OF THE APPOINTMENT OF WHITLEY PENN LLP AS THE COMPANY'S INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM FOR FISCAL 2008.**

In the event shareholders do not ratify the appointment, the appointment will be reconsidered by the Audit Committee and the Board. Even if the selection is ratified, the Audit Committee in its discretion may select a different registered public accounting firm at any time during the year if it determines that such a change would be in the best interests of the Company and our shareholders and otherwise complies with all regulations of the Securities and Exchange Commission regarding a change in registered public accounting firm.

**Table of Contents****OTHER INFORMATION YOU NEED TO MAKE AN INFORMED DECISION****Directors, Executive Officers, and Significant Employees**

The following table sets forth, as of March 31, 2008, the names of our directors, director nominees, executive officers, and other significant employees and their respective ages and positions:

<b>Name</b>	<b>Age</b>	<b>Position</b>
Robert C. Hausmann <sup>(1)</sup>	44	Director
Charles N. Kahn III <sup>(2)(3)</sup>	56	Director
James S. Marston <sup>(1)(3)</sup>	74	Director
Russell J. Morgan	48	Vice President, Client Services
David J. Robertson	49	Vice President, Engineering
Antonio R. Sanchez III <sup>(3)</sup>	34	Director
Paul E. Schlosberg <sup>(1)(2)(3)</sup>	57	Director
Richard D. Spurr	54	Chairman of the Board, CEO and President
Barry W. Wilson	59	Chief Financial Officer and Treasurer
Ronald A. Woessner	50	S.V.P., General Counsel and Secretary

(1) Member of the Audit Committee

(2) Member of the Nominating and Corporate Governance Committee

(3) Member of the Compensation Committee

*Robert C. Hausmann* was elected to our Board in November 2005. He is currently a consultant to public and private companies with respect to operational and financial market matters, including Sarbanes-Oxley and systems and process re-engineering. Formerly, Mr. Hausmann served as Vice President and Chief Financial Officer of Securify, Inc. from September 2002 through June 2005. From September 1999 through September 2002, Mr. Hausmann served as Vice President and Chief Financial Officer of Resonate, Inc. and helped manage the company's initial public offering. Previously, he served as operations partner and chief financial officer of Mohr, Davidow Ventures, a Silicon Valley-based venture capital partnership. Mr. Hausmann holds an M.B.A. from Santa Clara University and a B.A. in Finance and Accounting from Bethel College.

*Charles N. Kahn III* was elected to our Board in June 2005. He is president of the Federation of American Hospitals, the national advocacy organization for investor-owned hospitals and health systems. Previously, he served as executive vice president and president for the Health Insurance Association of America. As a staff director for the Health Subcommittee of the House Ways and Means Committee from 1995-1998, Kahn helped bring about HIPAA and the Medicare provisions of the 1997 Balanced Budget Act. In addition to teaching health policy at Johns Hopkins University, George Washington University, and Tulane University, he has numerous academic and advisory appointments. He holds a Bachelor of Arts from Johns Hopkins University and a Masters of Public Health from Tulane University.

**Table of Contents**

*James S. Marston* was elected to our Board in September 1991. From September 1987 through February 1998, Mr. Marston served as a Senior, or Executive, Vice President and the Chief Information Officer of APL Limited, a U.S.-based intermodal shipping company. Between 1986 and 1987, Mr. Marston served as President of AMR Technical Training Division, AMR Corporation. From 1982 until 1986, he was Vice President of Data Processing and Communications for American Airlines, in which position he was in charge of the Sabre reservations system and related technologies.

*Russell J. Morgan* has served as Vice President, Client Services since joining our company in September 2002. From February 1997 until August 2002, he worked at Entrust, Inc. where he held a variety of senior management positions, including director, professional services and senior director, Entrust.net. At Entrust, Mr. Morgan was responsible for founding and building the professional services organization and building and operating a WebTrust certified secure data center for issuing digital certificates to business customers. Prior to February 1997, Mr. Morgan held a number of key management positions at Lockheed Martin, where he specialized in secure messaging and military command and control systems. Mr. Morgan is a professional engineer with over 20 years experience in delivering customer-focused technology solutions.

*David J. Robertson* has served as Vice President, Engineering since joining our company in March 2002. Mr. Robertson has over 25 years of experience in the Internet and Telecommunications industries, with specific expertise in hosted network architecture, electronic security, communication protocols, software systems and wireless infrastructure. Over the course of a 20-year tenure with Nortel Networks, he held technology Vice President positions in the Wireless, Carrier and Enterprise Divisions and subsequently assisted with the creation of technical startup companies with STARTech Early Ventures. Mr. Robertson has a Bachelor of Science Degree in Electrical Engineering from the University of Waterloo and a Master's Degree in Engineering from Carleton University, Canada. He is an ongoing contributor in several industry standards groups and serves with the City of Richardson Chamber of Commerce.

*Antonio R. Sanchez III* was elected to our Board in May 2003. He has served as President of Sanchez Oil & Gas Corporation since March 2006, and prior to that he served as Executive Vice President since October 2001. He is a graduate of Georgetown University where he received a Bachelor of Science Degree in Business Administration with a concentration on Accounting and Finance and a minor in Economics. Mr. Sanchez also holds an M.B.A. degree from Harvard University. From 1999 through 2001, he worked at our company in a variety of positions, including sales and marketing, product development and investor relations. From 1997 through 1999, he was employed as an analyst in the mergers and acquisitions group in the New York City office of JP Morgan. He is currently involved in the day-to-day operations of Sanchez Oil & Gas Corporation.

*Paul E. Schlosberg* was elected to our Board in June 2005. He brings nearly 30 years of experience in investment banking. He is currently the founder, chairman, and CEO of INCA Group LLC, which facilitates corporate restructuring, merger, acquisition, and capital funding activities for both public and private enterprises. From 1994 to 2003 he served in various capacities at the investment banking firms of First Southwest Asset Management, Inc. and First Southwest Company, including chairman and CEO, president and chief operating officer, and vice chairman of the board of directors. He is also a member of the NASDAQ Stock Market, Inc. Listing Qualifications Committee, an advisor to three private investment funds, and a current member of the board of the Center for BrainHealth at the University of Texas at Dallas and a past member of the American Heart Association's Dallas chapter board. From 1982 to 1994 he worked for Bear, Stearns & Co. as account executive and associate director. He holds a Bachelor of



**Table of Contents**

Business Administration from the University of Texas and a Master of Business Administration degree from Southern Methodist University.

*Richard D. Spurr* joined our company in January 2004 and has served as Chief Executive Officer since March 2005 and as President and Chief Operating Officer since joining us. He was elected to our Board in May 2005 and appointed Chairman of the Board on February 1, 2006. Mr. Spurr brings 30 years of global IT experience in building sales, marketing, service and operations in both corporate and fast-growing environments, previously as Senior Vice President, Worldwide Sales, Marketing and Business Development for Securify, Inc. beginning March 2003. From 1974 until 1990, Mr. Spurr worked for IBM where, as Regional Manager, he was responsible for over 1,000 employees, and as Group Director in Tokyo, for a \$1.2 billion business throughout the Asia Pacific Region. Mr. Spurr then took two start-ups, SEER Technologies, Inc. and Entrust, Inc. (where he served in several senior executive positions), from early stages through IPOs and beyond.

*Barry W. Wilson* joined our company in November 1989 and has worked in a variety of accounting and finance department functions, including two years as the corporate controller prior to being named the company's chief financial officer. Mr. Wilson left the company in May 1998 as part of the divestiture of certain businesses, during which time he was chief financial officer at Airco Industries. He subsequently returned to our company in May 2001. Prior to originally joining the company, Mr. Wilson held a variety of accounting and finance department positions at Armstrong World Industries, Inc. and Wood & Fence Products Co., Inc. Mr. Wilson is a licensed Certified Public Accountant with a degree in accounting from Point Park University, which is located in Pittsburgh, Pennsylvania.

*Ronald A. Woessner* joined our company in April 1992 as General Counsel, when we operated under the name Amtech Corporation (NASDAQ: AMTC) and sold and serviced radio frequency identification technologies (RFID) for electronic toll and traffic management, local access control, and other applications, and has served as Senior Vice President and corporate Secretary since 2000. He was previously a corporate and securities attorney with the Dallas-based law firm of Johnson & (Swanson) Gibbs, P.C., where he specialized in public and private equity and debt financings, mergers and acquisitions, and leveraged buy-outs. Mr. Woessner is a *summa cum laude* graduate of Texas A&M University, where he received a Bachelor of Science degree, and is a *magna cum laude* and *Order of the Coif* graduate of the University of Minnesota Law School, where he served on the *Minnesota Law Review*. He holds a compliance and ethics professional certification from the *Society of Corporate Compliance and Ethics* and is also a certified Toastmaster by Toastmasters International.

**Section 16(a) Beneficial Ownership Reporting Compliance**

Under the securities laws of the U.S., our directors, officers and any beneficial owner of more than 10% of our outstanding common stock (insiders) are required to report their initial ownership of our common stock and any subsequent changes in their ownership to the SEC. The SEC's rules require insiders to provide us with copies of all reports that they file with the SEC pursuant to Section 16(a) of the Exchange Act. The SEC has established specific due dates for these filings and we are required to disclose any failure to file by those dates. Based upon a review of filings with the SEC and written representations that no other reports were required, we believe that all of our directors and executive officers complied during fiscal 2007 with the reporting requirements of Section 16(a) of the Securities Exchange Act of 1934.

**Table of Contents****SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

The following table sets forth the shares of our common stock beneficially owned by (1) each of our directors, (2) our named executive officers, (3) all of our directors and executive officers as a group, and (4) all persons known by us to beneficially own more than 5% of our outstanding common stock, as of April 3, 2008:

<b>Beneficial Owner<sup>(2)</sup></b>	<b>Amount and Nature of Beneficial Ownership<sup>(1)</sup></b>	
	<b>Number of Common Stock Shares Beneficially Owned<sup>(3)</sup></b>	<b>Percentage of Total Common Stock Outstanding<sup>(3)</sup></b>
Robert C. Hausmann <sup>(4)</sup>	46,542	*
George W. Haywood <sup>(5)</sup> c/o Cronin & Vris, LLP 380 Madison Avenue, 24th Floor New York, New York 10017	4,840,900	7.7%
Charles N. Kahn III <sup>(6)</sup>	81,995	*
James S. Marston <sup>(4)</sup>	388,245	*
Russell J. Morgan <sup>(7)</sup>	252,083	*
David J. Robertson <sup>(8)</sup>	422,811	*
Antonio R. Sanchez III <sup>(9)</sup>	755,036	1.2%
Paul E. Schlosberg <sup>(4)</sup>	78,545	*
Richard D. Spurr <sup>(10)</sup>	1,888,566	3.0%
Barry W. Wilson <sup>(4)</sup>	80,572	*
Ronald A. Woessner <sup>(11)</sup>	282,416	*
<b>TOTAL</b>	<b>9,117,712</b>	<b>14.5%</b>
All directors and executive officers as a group (10 persons) <sup>(12)</sup>	4,276,812	6.8%

\* Denotes ownership of less than 1%.

(1) Reported in accordance with the beneficial ownership rules of the Securities and Exchange Commission. Unless otherwise noted, each shareholder listed in the table has both sole voting and sole investment power over the common

stock shown as  
beneficially  
owned, subject to  
community  
property laws  
where applicable.

- (2) Unless otherwise noted, the address for each beneficial owner is c/o Zix Corporation, 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960.
- (3) Percentages are based on the total number of shares of our common stock outstanding at April 3, 2008, which was 62,832,243 shares. Shares of our common stock that were not outstanding but could be acquired upon exercise of an option or other convertible security within 60 days of April 3, 2008 are deemed outstanding for the purpose of computing the percentage of outstanding shares beneficially owned by a particular person. However, such shares are not deemed to be

outstanding for the purpose of computing the percentage of outstanding shares beneficially owned by any other person.

- (4) The person in question has the right to acquire these shares under outstanding stock options that are currently exercisable or that become exercisable within 60 days of April 3, 2008.
  
- (5) As reported in Mr. Haywood's most recent Schedule 13G, filed February 14, 2008. Of the shares noted,
  - (i) Mr. Haywood has sole power to vote, or direct the voting of, or dispose, or direct the disposition of, 3,842,900 shares;
  - (ii) Mr. Haywood shares power to vote, or direct the voting of, or dispose, or direct the disposition of, 998,000 shares;
  - (iii) included as shares for which there exists sole

**Table of Contents**

voting and dispositive power are (a) 45,900 shares owned by Mr. Haywood's minor children, which children have the right to receipt of dividends from, and proceeds from the sale of, such shares and (b) 264,000 shares underlying warrants; and (iv) included as shares for which there exists shared voting and dispositive power are 998,000 shares owned by Mr. Haywood's spouse. Accordingly, Mr. Haywood's spouse would have the sole right to the receipt of dividends from, and the proceeds from the sale of, such shares.

- (6) Includes (i) 77,545 shares that Mr. Kahn has the right to acquire under outstanding stock options that are currently

exercisable or will become exercisable within 60 days of April 3, 2008 and (ii) 1,104 shares issuable upon exercise of certain warrants.

(7) Includes 249,583 shares that Mr. Morgan has the right to acquire under outstanding stock options that are currently exercisable or that become exercisable within 60 days of April 3, 2008.

(8) Includes 397,917 shares that Mr. Robertson has the right to acquire under outstanding stock options that are currently exercisable or that become exercisable within 60 days of April 3, 2008.

(9) Includes (i) 170,121 shares held by a trust for which Mr. Sanchez serves as co-trustee; (ii) 11,037 shares issuable upon exercise of

certain warrants;  
and (iii) 166,878  
shares that  
Mr. Sanchez has  
the right to  
acquire under  
outstanding  
stock options  
that are  
currently  
exercisable or  
that become  
exercisable  
within 60 days  
of April 3, 2008.

- (10) Includes  
(i) 1,783,333  
shares that  
Mr. Spurr has  
the right to  
acquire under  
outstanding  
stock options  
that are  
currently  
exercisable or  
that become  
exercisable  
within 60 days  
of April 3, 2008  
and (ii) 5,519  
shares issuable  
upon exercise of  
certain warrants.

- (11) Includes  
(i) 227,916  
shares that  
Mr. Woessner  
has the right to  
acquire under  
outstanding  
stock options  
that are  
currently  
exercisable or  
that become  
exercisable  
within 60 days  
of April 3, 2008

and (ii) 2,500 shares held by a trust for which Mr. Woessner serves as trustee.

- (12) Includes
- (i) 3,490,411 shares that the group has the right to acquire under outstanding stock options that are currently exercisable or that become exercisable within 60 days of April 3, 2008
  - and (ii) 17,660 shares issuable upon exercise of certain warrants.

## CORPORATE GOVERNANCE

### Our Board in General

Our business is managed under the direction of our Board of Directors. Our Board presently consists of six members. The names of the Board members and their professional experience is described above under the caption

**OTHER INFORMATION YOU NEED TO MAKE AN INFORMED DECISION Directors, Executive Officers and Significant Employees.** The Board meets during the year to review significant developments and to act on matters requiring Board approval. The Board met on five occasions during the year ended December 31, 2007. Each of the current directors attended at least 75% of all meetings of our Board called during the time he served as a director during 2007 and all meetings of each committee of our Board on which he served during 2007. The members of our Board are not required to attend our annual meeting of shareholders. None of our outside directors attended the 2007 Annual Meeting of Shareholders.

Our Board has a standing Audit Committee, Compensation Committee, and Nominating and Corporate Governance Committee to devote attention to specific subjects and to assist our Board in discharging its responsibilities. Pertinent information about our Board's committees are set forth below.

### Corporate Governance Requirements and Board Member Independence

We are in compliance with the current corporate governance requirements imposed by the Sarbanes-Oxley Act of 2002 and the NASDAQ Marketplace Rules. We will continue to modify our policies and procedures to ensure compliance with developing standards in the corporate governance area. Set forth below is information regarding our compliance with



## **Table of Contents**

applicable corporate governance, our corporate governance policies and procedures, and information pertaining to our Board.

Our Board has determined that all of our Board members other than the Company's CEO are independent in accordance with the published listing requirements of NASDAQ. The NASDAQ independence definition includes a series of objective tests, such as that the director is not an employee of the company and has not engaged in various types of business dealings with the company. In addition, as further required by the NASDAQ Marketplace Rules, our Board has made a subjective determination as to each independent director that no relationships exist which, in the opinion of the Board, would interfere with the exercise of independent judgment in carrying out the responsibilities of a director. In determining whether Mr. Sanchez qualified as independent, our Board considered the fact that Mr. Sanchez had previously served as an employee of the Company.

### **Nominating and Corporate Governance Committee**

#### ***General***

Our Board has established a standing Nominating and Corporate Governance Committee. Our Nominating and Corporate Governance Committee is currently comprised of Charles N. Kahn III and Paul E. Schlosberg and is chaired by Mr. Kahn. Our Board has determined that each member of the Nominating and Corporate Governance Committee qualifies as independent in accordance with the published listing requirements of NASDAQ.

The Nominating and Corporate Governance Committee operates under a written charter that is available on our website at [www.zixcorp.com](http://www.zixcorp.com) under the heading Corporate Governance. Under the charter, the committee's principal responsibilities include: (i) identifying individuals qualified to become members of our Board and recommending candidates for reelection as directors; (ii) developing and recommending to the Board a set of corporate governance principles applicable to our company; and (iii) taking a leadership role in shaping the corporate governance of our company. The Nominating and Corporate Governance Committee met on two occasions during the year ended December 31, 2007.

#### ***Selection of Director Nominees***

The Nominating and Corporate Governance Committee has a policy with respect to the consideration of director candidates recommended by shareholders. The policy provides that any shareholder of record who is entitled to vote for the election of directors at a meeting called for that purpose may nominate persons for election to our Board of Directors, subject to the following requirements. The Nominating and Corporate Governance Committee will consider director nominees recommended by our shareholders, assuming compliance with the process.

A shareholder desiring to nominate a person for election to our Board of Directors must send a written notice to our General Counsel, at our principal executive offices at 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960, no later than December 26, 2008. The written notice is to include the following information: (i) the name of the candidate; (ii) the address, phone and fax number of the candidate; (iii) a statement signed by the candidate that certifies that the candidate wishes to be considered for nomination to our Board of Directors and that explains why the candidate believes that he or she meets the minimum Director Qualification Criteria (discussed below) and would otherwise be a valuable addition to our Board of Directors; (iv) the number of shares of our stock that are beneficially owned by such candidate; and (v) all information required to be disclosed in solicitations of proxies for election of directors, or as

**Table of Contents**

otherwise required, in each case pursuant to Regulation 14A under the Exchange Act. The final selection of director nominees is within the sole discretion of our Board.

Our Board of Directors has set forth minimum qualifications, or Director Qualification Criteria, that a recommended candidate must possess. Generally speaking, all candidates, including director nominees recommended by our shareholders, are to have the following characteristics if they are to be considered to serve on our Board of Directors:

The highest personal and professional ethics, integrity and values;

Broad-based skills and experience at an executive, policy-making level in business, academia, government, or technology areas relevant to our activities;

A willingness to devote sufficient time to become knowledgeable about our business and to carry out his or her duties and responsibilities effectively;

A commitment to serve on our Board for two years or more at the time of his or her initial election; and

Be between the ages of 30 and 70 at the time of his or her designation as an independent director of the Board.

Candidates who will serve on the Audit Committee must have the following additional characteristics:

All candidates must meet additional independence requirements in accordance with applicable rules and regulations;

All candidates must have the ability to read and understand fundamental financial statements, including a company's balance sheet, statement of operations and statement of cash flows; and

At least one member of the Audit Committee must meet the requirements of an audit committee financial expert under SEC rules and regulations.

Other factors considered in candidates may include, but are not limited to, the following:

Experience in the technology areas relevant to our activities;

Experience as a director or executive officer of a large public company;

Experience as an independent public accountant;

Significant academic experience in a field of importance to our company;

Recent experience in an operating role at a large company; and

Other relevant information.

**Table of Contents**

The Nominating and Corporate Governance Committee's process for identifying and evaluating director candidates is as follows:

The Chairman of our Board, the Nominating and Corporate Governance Committee or other Board members identify the need to add new members to the Board with specific criteria or to fill a vacancy on the Board.

The Chair of the Nominating and Corporate Governance Committee initiates a search, working with staff support and seeking input from the members of the Board and senior management, and hiring a search firm, if necessary.

The Nominating and Corporate Governance Committee identifies an initial slate of candidates, including any recommended by shareholders and accepted by the Nominating and Corporate Governance Committee, after taking account of the Director Qualification Criteria.

The Nominating and Corporate Governance Committee determines if any Board members have contacts with identified candidates and if necessary, uses a search firm.

The Chairman of the Board (and, if a different person) the Chief Executive Officer and at least one member of the Nominating and Corporate Governance Committee interview prospective candidate(s).

The Nominating and Corporate Governance Committee keeps the Board informed of the selection progress.

The Nominating and Corporate Governance Committee meets to consider and approve final candidate(s).

These procedures have not been materially modified since the Company's disclosure of these procedures in its proxy statement in connection with its 2007 Annual Meeting of Shareholders. These procedures do not create a contract between our company, on the one hand, and a company shareholder(s) or a candidate recommended by a shareholder(s), on the other hand. We reserve the right to change these procedures at any time, consistent with the requirements of applicable law, rules and regulations. There are no material differences from these procedures for evaluating director nominees recommended by a security holder.

The Nominating and Corporate Governance Committee presents selected candidate(s) to the Board and seeks full Board endorsement of such candidate(s). There is no third party that we currently pay to assist in identifying or evaluating potential director nominees. The Nominating and Corporate Governance Committee's process for identifying and evaluating nominees for directors will not materially differ based on whether or not the nominee is recommended by a security holder.

**Audit Committee**

**General**

Our Board has established a standing Audit Committee. The Audit Committee oversees the Company's financial reporting process on behalf of the Board of Directors, pursuant to a written charter adopted by our Board that is available on our website at [www.zixcorp.com](http://www.zixcorp.com) under the heading Corporate Governance.

## **Table of Contents**

Our Audit Committee is currently comprised of Robert C. Hausmann, James S. Marston and Paul E. Schlosberg and is chaired by Mr. Hausmann. Our Board has determined that all three members of the Audit Committee satisfy the independence and other requirements for audit committee membership required by the Marketplace Rules of NASDAQ and the SEC. The Audit Committee met on ten occasions during the year ended December 31, 2007. Our Board has determined that each Audit Committee member has sufficient knowledge in reading and understanding our financial statements to serve on the Audit Committee.

The Audit Committee also includes at least one independent member who is determined by our Board to meet the qualifications of an audit committee financial expert in accordance with SEC rules, including that the person meets the relevant definition of an independent director. Mr. Hausmann, an independent director, has been determined by our Board to be an audit committee financial expert. Shareholders should understand the following with respect to Mr. Hausmann's designation as such: (i) this is a disclosure requirement of the SEC related to Mr. Hausmann's experience and understanding with respect to certain accounting and auditing matters; (ii) Mr. Hausmann will not be deemed to be an expert for any purpose, including without limitation for purposes of section 11 of the Securities Act of 1933, as a result of being designated or identified as an audit committee financial expert; and (iii) the designation or identification does not impose upon Mr. Hausmann any duties, obligations, or liability that are greater than those generally imposed on him as a member of the Audit Committee and our Board in the absence of such designation.

### **Compensation Committee**

#### ***General***

Our Board has the plenary authority to determine the compensation payable to the Company's employees, consultants, and directors. The Board has established a standing Compensation Committee to assist it in compensation decisions. Our Compensation Committee is currently comprised of Charles N. Kahn III, James S. Marston, Paul E. Schlosberg and Antonio R. Sanchez III and is chaired by Mr. Marston. Our Board has determined that each member of the Compensation Committee qualifies as independent in accordance with the published listing requirements of NASDAQ.

The Compensation Committee operates under a written charter that is available on our website at [www.zixcorp.com](http://www.zixcorp.com) under the heading Corporate Governance. Under the charter, the Compensation Committee's primary responsibilities are to: (i) establish our company's overall management compensation philosophy and policy; (ii) make recommendations to our Board with respect to corporate goals and objectives with respect to compensation for our executive officers, including our Chief Executive Officer; (iii) make recommendations to our Board with respect to our executive officers' annual compensation including salary, bonus and incentive and equity compensation; and (iv) administer our incentive compensation programs and other equity-based compensation plans.

In 2007, the entire Board of Directors fulfilled the major responsibilities of the Compensation Committee and made all significant decisions pertaining to the base salary, variable compensation and stock option grants payable or awarded to the Company's named executive officers. The Compensation Committee met on five occasions during the year ended December 31, 2007. The Company has not in recent years engaged any compensation consultants in determining or recommending the amount or form of executive and director compensation.

## **Table of Contents**

### ***Policies, Procedures, and Practices***

The Board's (Compensation Committee's) processes and procedures for the consideration and determination of executive compensation are as follows:

The Board or Committee requests recommendations from the CEO with respect to the elements of compensation to be determined by the Board or Committee;

The Board or Committee consults with and meets with the CEO as required to discuss the recommendations, meets in executive session, or discusses among themselves, as appropriate; and

The Board or Committee's decision is subsequently communicated to the CEO.

For the consideration and determination of director compensation, the Board may refer the matter to a standing Board committee or may appoint an ad-hoc committee to review the matter and make a recommendation to the entire Board.

### **Compensation Committee Interlocks and Insider Participation**

During fiscal year 2007, the Compensation Committee was comprised of three independent directors: James S. Marston, Paul E. Schlosberg, and Antonio R. Sanchez III. None of Messrs. Marston, Schlosberg, or Sanchez is or was an officer or employee of our company or any of our subsidiaries during 2007 or had any relationship requiring disclosure under Item 404 of the SEC's regulations under Regulation S-K. Mr. Sanchez was an active employee from February 9, 1999, to September 28, 2001, during which time his title was National Account Executive. We have no executive officers who serve as a member of a board of directors or compensation committee of any other entity that has one or more executive officers serving as a member of our Board or Compensation Committee.

### **Shareholder Communication with our Board**

Shareholders interested in communicating with our Board of Directors may do so by writing to our General Counsel, Ronald A. Woessner, at 2711 North Haskell Avenue, Suite 2200, LB 36, Dallas, Texas 75204-2960. Our General Counsel will review all shareholder communications. Those that appear to contain subject matter reasonably related to matters within the purview of our Board of Directors will be forwarded to the entire Board or the individual Board member to whom the communication is addressed. Obscene, threatening, or harassing communications will not be forwarded.

### **Code of Ethics**

We have a Code of Business Conduct, which applies to all of our employees, officers and directors, including a Code of Ethics, which applies to our Chief Executive Officer and senior financial officials. The Code of Business Conduct is available on our website at [www.zixcorp.com](http://www.zixcorp.com) under the heading Corporate Governance. The Code of Business Conduct is a reaffirmation that we expect all directors and employees to uphold our standards of ethical behavior and compliance with the law and to avoid actual or apparent conflicts of interest between their personal and professional affairs. The Code of Business Conduct establishes procedures for the confidential reporting, in good faith, of suspected violations of the Code of Business Conduct. The code also sets forth procedures to receive, retain, and treat complaints received regarding accounting, internal accounting controls, or auditing matters and to allow for

**Table of Contents**

the confidential and anonymous submission by employees of concerns regarding questionable accounting or auditing matters. Our Code of Business Conduct and our Code of Ethics also prohibits actual or apparent conflicts of interest between the interest of any of our directors or officers and the Company or its shareholders. Any waiver of our Code of Ethics is to be approved by the Company, the Board of Directors, or a committee of the Board of Directors, as applicable, and in compliance with applicable law. Any waiver of the Code of Ethics will be publicly disclosed as required by applicable law, rules, and regulations, including by posting the waiver on the Company's website.

**INDEPENDENT REGISTERED PUBLIC ACCOUNTANTS**

**General**

Whitley Penn LLP ( Whitley Penn ) has been selected by the Audit Committee as our independent registered public accounting firm for fiscal year 2008. Also, Whitley Penn was selected by the Audit Committee as our independent registered public accounting firm for 2006 and fiscal year 2007.

On September 6, 2006, our Audit Committee requested management to solicit proposals from several independent registered accounting firms for professional services relating to the audit of our financial statements. On September 26, 2006, we engaged Whitley Penn as our independent registered public accounting firm to audit our financial statements commencing with year 2006, subject to Whitley Penn's satisfactory completion of its client acceptance procedures. On September 26, 2006, we also notified Deloitte & Touche LLP ( Deloitte ), our independent auditors for the years ended December 31, 2004 and 2005, of our election to dismiss Deloitte as our independent auditors. The decision to change accounting firm was undertaken as a cost reduction measure and was approved by our Audit Committee.

Representatives of Whitley Penn are expected to be present at the 2008 Annual Meeting; they will have the opportunity to make a statement if they desire to do so, and they are expected to be available to respond to appropriate questions.

The reports of Deloitte on our financial statements for the years ended December 31, 2004 and 2005 did not contain an adverse opinion or a disclaimer of opinion and were not qualified or modified as to uncertainty, audit scope or accounting principles. In connection with its audits of our financial statements for the years ended December 31, 2004 and 2005 and through September 26, 2006, (i) there were no disagreements with Deloitte on any matter of accounting principles or practices, financial statement disclosure, or auditing scope or procedure, which disagreements, if not resolved to Deloitte's satisfaction, would have caused Deloitte to make reference to the subject matter of the disagreements in connection with its reports; and (ii) there were no reportable events as described in Item 304(a)(1)(v) of the SEC's Regulation S-K. Deloitte agreed with the foregoing disclosures as evidenced by their letter addressed to the SEC, which was filed with our Current Report on Form 8-K, filed September 29, 2006.

During the years ended December 31, 2004 and 2005, and through September 26, 2006, Whitley Penn was not engaged as an independent accountant to audit either our financial statements or those of any of our subsidiaries, nor have we or anyone acting on our behalf consulted with Whitley Penn regarding either: (i) the application of accounting principles to a specified transaction, either completed or proposed, or the type of audit opinion that might be rendered on our financial statements; or (ii) any matter that was the subject of a disagreement or reportable event as set forth in Item 304(a)(2)(ii) of Regulation S-K. Whitley Penn was, however, engaged to audit the Company's Corporate Retirement Plan (401k Plan) for the year ended

**Table of Contents**

December 31, 2005 in connection with the Company's annual reporting obligation under the Employment Retirement Income Security Act of 1974 (ERISA).

**Fees Paid to Independent Public Accountants**

Following is a summary of Whitley Penn's professional fees billed for the years ended December 31, 2006 and December 31, 2007, respectively:

	<b>2006</b>	<b>2007</b>
Audit Fees	\$ 212,695 <sup>(1)</sup>	\$ 375,940 <sup>(1)</sup>
Audit-Related Fees	19,432 <sup>(2)</sup>	15,253 <sup>(2)</sup>
Tax Fees	1,000 <sup>(3)</sup>	3,000 <sup>(3)</sup>
All Other Fees	0	0
 Total Fees	 \$ 233,127	 \$ 394,193

(1) Audit fees consist of the annual audits of our consolidated financial statements included in Form 10-K, the quarterly review of our consolidated financial statements included in Form 10-Q, as well as accounting advisory services related to financial accounting matters, and services related to filings made with the SEC.

(2) Audit-related fees consist of required audits of our employee benefit plan.

(3) Tax fees include assistance with

certain tax  
compliance  
matters and  
various tax  
planning  
consultations.

Following is a summary of Deloitte's professional fees billed for the years ended December 31, 2006 and 2007, respectively:

	<b>2006</b>	<b>2007</b>
Audit Fees	\$ 351,721 <sup>(1)</sup>	\$ 53,857 <sup>(1)</sup>
Audit-Related Fees	1,599 <sup>(2)</sup>	1,500 <sup>(2)</sup>
Tax Fees	37,463 <sup>(3)</sup>	18,290 <sup>(3)</sup>
All Other Fees	140,090 <sup>(4)</sup>	129,126 <sup>(4)</sup>
<b>Total Fees</b>	<b>\$ 530,873</b>	<b>\$ 202,773</b>

(1) Fees for 2006 relate to services performed for the annual audit of our consolidated financial statements for the year ended December 31, 2006 and quarterly reviews of interim 2006 periods, as well as accounting advisory services related to financial accounting matters, and services related to filings made with the SEC prior to Deloitte's replacement as the Company's independent auditor in September 2006. Fees for 2007 relate to services performed for Deloitte to reissue its



opinion on the  
2004 and 2005  
financial  
statements for  
inclusion in the  
Company's  
Annual Report  
on Form 10-K  
for the years  
ended  
December 31,  
2007 and 2006.

- (2) Audit-related fees consist of required audits of our employee benefit plan and access to online research tools.
- (3) Tax fees include assistance with certain tax compliance matters and various tax planning consultations.
- (4) All other fees consist of professional services rendered in performing the ZixCorp AICPA/CICA SysTrust audit of the ZixMessage Center™ portal and the relevant components of the ZixData Center™.

**Table of Contents****Audit Committee Pre-Approval Policies and Procedures**

Our Audit Committee is required to pre-approve the audit and non-audit services to be performed by our independent registered public accounting firm in order to assure that the provision of such services does not impair the auditor's independence. Annually, our independent registered public accounting firm will present to our Audit Committee services expected to be performed by the independent auditor over the next 12 months. Our Audit Committee will review and, as it deems appropriate, pre-approve those services. The services and estimated fees are to be presented to our Audit Committee for consideration in the following categories: Audit, Audit-Related, Tax and All Other (each as defined in Schedule 14A of the Securities Exchange Act of 1934). For each service listed in those categories, our Audit Committee is to receive detailed documentation indicating the specific services to be provided. The term of any pre-approval is 12 months from the date of pre-approval, unless our Audit Committee specifically provides for a different period. Our Audit Committee will review, on at least a semi-annual basis, the services provided to-date by the independent registered public accounting firm and the fees incurred for those services. Our Audit Committee may also revise the list of pre-approved services and related fees from time-to-time, based on subsequent determinations. All of the services provided by the independent registered public accounting firm were pre-approved by our Audit Committee.

**REPORT OF THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS**

The Audit Committee oversees the Company's financial reporting process on behalf of the Board of Directors, pursuant to its charter adopted by the Board of Directors.

Management has the primary responsibility for the financial statements and the reporting process, including the systems of internal controls. In fulfilling its oversight responsibilities, the Audit Committee reviewed with management for inclusion in the 2007 Annual Report on Form 10-K, the audited consolidated financial statements of the Company, including a discussion of the quality, not just the acceptability, of the accounting principles, the reasonableness of significant judgments, and the clarity of disclosures in the consolidated financial statements.

Whitley Penn LLP, the Company's independent auditors, is responsible for performing an independent audit of the Company's consolidated financial statements. The Audit Committee discussed with the Company's independent auditors the overall scope and plans for their audit. The Audit Committee meets with the independent auditors, with and without management present, to discuss the results of their examinations, their evaluations of the Company's internal controls, and the overall quality of the Company's financial reporting. The Audit Committee reviewed with the independent auditors their judgments as to the quality, not just the acceptability, of the Company's accounting principles and such other matters as are required to be discussed with the Audit Committee by Statement on Auditing Standards No. 61 (AICPA, Professional Standards, Vol. 1. AU section 380), as adopted by the Public Company Accounting Oversight Board in Rule 3200T, as amended by Statement on Auditing Standards No. 90 (Communications with Audit Committees). In addition, the Audit Committee has discussed with the independent auditors the auditors' independence from management and the Company, including the matters in the written disclosures required by the Independence Standards Board Standard No. 1, as adopted by the Public Company Accounting Oversight Board in Rule 3600T, and considered the compatibility of non-audit services with the auditors' independence. The Audit Committee has concluded that Whitley Penn LLP's provision of audit and non-audit services to the Company is compatible with Whitley Penn LLP's independence.

In reliance on the reviews and discussions referred to above, the Audit Committee recommended to the Board of Directors, and the Board of Directors has approved, that the

**Table of Contents**

audited financial statements of the Company be included in the Annual Report on Form 10-K for the year ended December 31, 2007. This report is provided by the following independent directors, who comprise the Audit Committee of the Board of Directors.

Robert C. Hausmann, Chair

James S. Marston

Paul E. Schlosberg

April 25, 2008

*This Report will not be deemed to be incorporated by reference in any filing by the Company under the Securities Act of 1933 or the Securities Exchange Act of 1934, except to the extent that the Company specifically incorporates this Report by reference.*

**COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS**

**Compensation Discussion and Analysis**

***General***

The entire Board of Directors or the Compensation Committee (the Compensation Committee) of the Board of Directors administers the cash and non-cash compensation programs applicable to the Company's executive officers. The Compensation Committee is comprised entirely of independent, non-employee directors of the Company.

In 2007, the entire Board of Directors fulfilled the major responsibilities of the Compensation Committee and made all significant decisions pertaining to the base salary, variable compensation and stock option grants payable or awarded to the Company's named executive officers, who were, as of December 31, 2007, Richard D. Spurr, Chairman and Chief Executive Officer; Barry W. Wilson, Chief Financial Officer and Treasurer; Russell J. Morgan, Vice President, Client Services; David J. Robertson, Vice President, Engineering; and Ronald A. Woessner, Senior Vice President, General Counsel and Secretary (collectively, named executive officers, or NEOs).

***Compensation Philosophy and Objectives***

The Board of Directors believes that an effective executive compensation program is one that, among other things, accomplishes the following goals:

Attracts and retains executives with the experience, skills, and knowledge that the Company seeks and requires;

Attracts and retains executives committed to achieving the Company's goals;

Rewards the achievement and support of specific performance metrics established by the Board of Directors; and

Rewards increases in shareholder value.

Our Board of Directors and Compensation Committee seek to implement and maintain a compensation plan for our executive officer that is fair, reasonable, and competitive and attracts and retains talented and qualified personnel. The compensation paid in 2007 to the Company's named executive officers, as set forth below in the Summary Compensation Table, consisted

**Table of Contents**

almost exclusively of salary, stock options, and variable compensation. The Company has no non-qualified deferred compensation arrangements and no defined benefit retirement plans. The only perquisites provided to the Company's named executive officers are a partial match of 401(k) contributions (which the Company offers on a non-discriminatory basis to all 401(k) plan participants) and Company-funded life insurance benefits (which the Company offers on a non-discriminatory basis to all full-time employees). Since the Company has no non-qualified deferred compensation arrangements, no defined benefit retirement plans, and offers few perquisites, the Board believes that the executive compensation packages the Company provides to its executives, including the named executive officers, should include stock option grants and severance agreements to supplement the cash base salary and variable compensation paid to the Company's executives. The Board believes that stock options motivate the recipient to work to achieve specific financial and business metrics and that stock options and severance agreements are crucial to recruiting (and retaining) the services of qualified and talented personnel (*e.g.*, the recipients).

The Company has been very focused on reducing its cash expenses in recent years as a precursor to achieving its publicly-stated goal of achieving cash flow breakeven in 2008. Thus, the Company has not generally been willing to incur the expense of formally benchmarking or comparing the compensation payable to its executive officers *vis-à-vis* the compensation paid to other executives in similar positions at comparable companies. For the same reason, the Company has not engaged a compensation consultant to review the compensation paid to the Company's executive officers. Moreover, other than with respect to the initial hiring of Mr. Spurr in 2005, as discussed below, there has been no particular need in recent years to assess (compare) the base salaries paid to the named executive officers because none of them received any increase in base salary compensation in 2005, 2006, 2007, nor thus far in 2008, except for a salary increase discussed below given to Mr. Wilson, the Company's chief financial officer, in connection with his promotion to that position in 2006.

***Role of Executive Officers in Compensation Decisions***

The Company's Board and the Company's management each play a role in our compensation process. The matrix below sets forth, in general, the Company's current practices regarding the authority level for determining certain compensation related matters. As shown, the Board of Directors delegates to Company management the authority to make certain compensation related decisions on behalf of the Board, while retaining the authority in other cases.

**Approval Authority Matrix for Certain Compensation Related Matters**

<b>Employee</b>	<b>Salary</b>	<b>Variable Compensation</b>	<b>Stock Option Grants</b>
Chief Executive Officer	Board	Board	Board
Other NEOs	Board	Board	Board
Other CEO direct reports	CEO	Board/CEO <sup>(1)</sup>	Board
Rank & file employees	CEO/Mgmt 21	CEO/Mgmt	CEO <sup>(2)</sup>

**Table of Contents**

(1) The Company's CEO determines the sales or management by objective ( MBO ) objectives for those of his direct reports who have sales or MBO objectives for all or a portion of their variable compensation as compared to the portion, if any, attributable to the attainment of the Board-established variable compensation performance metrics.

(2) All individual stock option grants in excess of 40,000 shares or any Company-wide stock option grant program and certain other option grants remain subject to the approval of the Board of Directors.

***Executive Officer Base Salaries and Compensation Comparisons***

The Company's executive officers' salaries are, in general, established by (a) reference to each executive's position with the Company and (b) a subjective assessment of the cost to the Company of hiring executives with comparable experience and skills. The Company believes it offers its executives, including its named executive officers, a reasonable base salary as subjectively determined by the Board following a recommendation by Company management.

None of the Company's executive officers received any increase in base salary compensation in 2005, 2006, 2007, nor thus far in 2008, except for a salary increase given to Mr. Wilson, the Company's chief financial officer, in connection with his promotion to that position in 2006.

The Company did analyze the base salary offered to Mr. Spurr in connection with the compensation package offered to him in March 2005, when he was appointed as the Company's chief executive officer, *vis-à-vis* base salaries

of other chief executive officers. At that time, the Compensation Committee commissioned a modestly priced survey of compensation data. The data showed that the annual base salaries paid to chief executive officers for companies with annual revenues of less than \$30,000,000, such as the Company, ranged from \$200,000 to \$338,000, and eight out of the 24 companies surveyed paid a base salary of \$300,000 to \$338,000, and another 13 out of the 24 companies surveyed paid a base salary of \$200,000 to \$290,000. The Company believes that Mr. Spurr's annual base salary of \$300,000, which is the same amount that the Company has been paying its chief executive officer since 2002, was (and is) reasonable for a chief executive officer in the technology arena.

***Executive Officer Variable Compensation***

The Company believes that variable compensation, based on performance and achievement, is a necessary component of an executive's overall compensation package because the base salaries offered to the Company's executives alone are not sufficient to attract and retain executives with the skills, experience, and knowledge the Company seeks. Furthermore, the Company believes a variable compensation element motivates the recipient to achieve the financial and business objectives established by the Board and promotes executive retention.

The variable compensation payable to the Company's executive officers other than the sales executives, including the named executive officers (Messrs. Spurr, Morgan, Robertson, Wilson, and Woessner), is set forth in a management variable compensation plan (the Plan) that is annually approved by the Board. The Plan provides for variable compensation to be paid to the Company's chief executive officer and those of his direct reports that are not primarily (or exclusively) sales executives. The Plan in 2007 and 2006 paid variable compensation based on the achievement by year-end of the parameters (metrics) established by the Board and set forth in the Plan, as further described below.

**Table of Contents**

The target amount of annual variable compensation potentially payable to Mr. Spurr (\$200,000) under the Plan was established by the Board at the time he was appointed as the Company's chief executive officer in 2005. This target amount has remained unchanged since that time. The actual variable compensation paid to him for 2007 and 2006 was exclusively based on the Company's actual performance in comparison to the performance metrics provided for under the Plan for the applicable year.

The target amount of variable compensation potentially payable to the other named executive officers (other than the sales executives) under the Plan is determined annually by the Board following a recommendation by Mr. Spurr. These amounts have remained unchanged since 2005, with the caveat that since Mr. Wilson did not become a named executive officer until late 2006, the amount of his variable compensation was not established until that time. The actual variable compensation paid to these named executive officers for 2007 and 2006 was exclusively based on the Company's actual performance in comparison to the performance metrics provided for under the Plan for the applicable year.

The following performance metrics were those the Board established for 2007, which the Board believed to be the metrics necessary for the Company to achieve Company-wide cash flow breakeven, to achieve a growth target in the Company's Email Encryption business, and to demonstrate significant progress in the Company's e-prescribing business.

<b>Metric Number</b>	<b>Performance Metric</b>	<b>Minimum Achievement</b>	<b>Target Achievement</b>	<b>Actual Achievement</b>
1	Secure messaging new first-year orders	\$ 5.0 MM	\$ 5.6 MM	\$ 5.5 MM
2	Core product revenue growth	\$ 19.8 MM	\$ 22.0 MM	\$ 24.1 MM
3	# of new e-prescribing sponsorships	4	5	1
4	New doctors sponsored by payors	2,025	2,250	254
5	Active prescribers	3,100	3,200	3,315
6	Script volume per quarter in Q4	6,425,932	7,139,924	7,397,984
7	Year end cash balance	\$ 8.0 MM	\$ 8.4 MM	\$ 9.6 MM*

\* Exclusive of certain financing activities during 2007.

The table below sets forth for calendar years 2007 and 2006 the variable compensation amounts potentially payable to the Company's named executive officers under the Plan and the amounts actually paid under the Plan.

<b>Name</b>	<b>Year</b>	<b>Amount Potentially Payable</b>	<b>Amount Actually Paid</b>
Richard D. Spurr	2007	\$ 200,000	\$ 158,467
	2006	\$ 200,000	\$ 60,800
Other Named Executive Officers	2007	\$ 220,000	\$ 174,313
	2006	\$ 250,000	\$ 60,800

The performance metrics noted above were used in the manner described below to establish the variable compensation paid for calendar year 2007:

Each metric was assigned the noted Target Achievement threshold, such that if the target was achieved, then the metric was considered to be 100% achieved; and each metric was assigned a minimum threshold, such that if the minimum was not



**Table of Contents**

achieved, then the metric was considered to be 0% achieved. Achievement of the metric between the minimum threshold and the target threshold resulted in a pro-rata variable compensation payment, starting with 0% at the minimum threshold and ending with 100% at the target threshold. The Plan in 2007 did not provide for payment above the 100% level.

Each metric was given a relative weighting factor *vis-à-vis* the other metrics, with metric nos. 1, 2, and 7 having the highest weighting factors.

At the time the metrics were established by the Board, they were believed to be stretch targets, but not unreasonable. The minimum levels for metric nos. 3 and 4 were not achieved for calendar year 2007, and thus these metrics were considered to be 0% achieved. Metric nos. 3 and 4 relate exclusively to the Company's e-prescribing line of business.

Once the percentage achievement of each metric was established, the respective percentage achievements were then weighted according to their pre-established weighting factor, and the variable compensation percentage amount was established.

For calendar year 2007, using the foregoing methodology, the aggregate variable compensation actually paid under the Plan was 79.2% of the total variable compensation potentially payable.

The target amount of variable compensation potentially payable to the Company's executive officers who are exclusively or primarily sales executives is determined annually by the Board following a recommendation by Mr. Spurr. The target amount varies from year-to-year and is based on the Company's specific sales goals (quota) for the year and quarter, as applicable, for the executive in question. The actual variable compensation paid to these executive officers is generally exclusively based on the achievement of the targeted sales goals.

***Stock Options***

**General**

Stock options are awarded by the Company to its executives as a means of retaining and motivating current executives over the longer-term (and attracting potential executives to accept employment with the Company). The Company offers a stock option compensation element for the following reasons:

Stock options motivate the option recipient to work to achieve the financial and business metrics that the Board establishes from time-to-time.

Stock options are crucial to recruiting (and retaining) the services of qualified and talented personnel (*e.g.*, the option recipient).

The Company has in recent years offered significant stock option grants to its named executive officers for the following reasons:

The Company has no non-qualified deferred compensation arrangements and no defined benefit pension plans. Accordingly, the Board recognizes that stock options

**Table of Contents**

are the primary means by which the Company's executives anticipate accumulating funds for retirement.

The Company has not increased the base salaries of its named executive officers since 2004, and the variable compensation potential for its named executive officers has remained static for several years as well.

The Company has been very focused on reducing its cash expenses in recent years. The Board thus heavily relies on stock options, in combination with base salary and variable compensation, in formulating the relevant compensation packages.

**Policies and Practices**

The Company generally assesses the appropriateness of stock option grants to existing Company employees once a year. Beginning in 2006, the Board determined that this annual assessment should occur in the December time frame because the Board believed that a year end grant of stock options would enhance employee morale and assist in employee retention at a time of year when employees might otherwise consider beginning a job search for new employment. Other than these annual stock option grants, the Company does not typically award stock option grants to existing employees, absent a job promotion or other special circumstances. Stock option grants are typically awarded to newly-hired employees at or following the inception of their employment.

The Company does not have a program, plan, or practice to select option grant dates for executive officers in coordination with the release of material, non-public information.

**2007 Stock Option Awards**

Mr. Spurr, the Company's CEO, recommended to the Board the specific number of stock options to be awarded to the Company's executives in 2007, and the Board ultimately made the decision as to the number of options to be awarded to each recipient. For calendar year 2007, Mr. Spurr and the Company determined to issue options to the Company's ten executives, as a group, who report to Mr. Spurr at a level equal to 70% of the number of options issued to them as a group in 2006. Following the determination of the approximate aggregate number of options to be granted to these executives, consideration was given to the following factors in allocating the aggregate pool of available options among the various recipients:

How important is the individual's role to the Company?

What experience and/or critical skills or critical knowledge does the person have in fulfilling that role, *i.e.*, how easily or readily can the incumbent be replaced?

What is the value of previous option grants in regard to employee retention and motivation for future performance?

In addition to the general reasons noted above for providing stock options to Company employees, the Board approved the 2007 stock option grants to Mr. Spurr and his direct reports, including the named executive officers, for the following specific reasons: the Board believed that the members of the executive team had demonstrated significant commitment to the growth of the Company and had exerted substantial energy in the fulfillment of their roles and contributed to the achievement of significant corporate accomplishments; the Board desired to

**Table of Contents**

reward this work and these accomplishments; the Board believed these option grants were critical to executive retention; and, the Board desired to provide a substantial incentive and motivation for continued hard work to maintain positive business momentum. The Board made the final 2007 option award decisions based on its subjective consideration of the foregoing factors.

The table below lists the Company stock options issued for the years indicated to Mr. Spurr, the Company's CEO, to Mr. Spurr's direct reports, and pursuant to the Company's annual company-wide refresher option grant program.

**Summary of Company Option Awards**

<b>Name</b>	<b>2007<sup>(1)</sup></b>	<b>2006<sup>(4)</sup></b>
Mr. Spurr	400,000	400,000
Other Company Executives (10 persons) <sup>(2)</sup>	420,000	600,000
Annual Company-wide Refresher Grant to Other Employees <sup>(3)</sup>	450,624	499,836

(1) The exercise price of all the noted 2007 option grants was \$4.87, the closing price of the Company's common stock on the date of grant.

(2) The option grants to Mr. Spurr and the other named executive officers are noted in the Grants of Plan-Based Awards Table below.

(3) Excludes new-hire option grants and option grants issued in connection with a promotion or other special circumstance option grants. For 2006, the number of stock options granted to newly-hired

employees and for promotions was approximately 307,136 and for 2007 the number of stock options granted to newly-hired employees and for promotions was approximately 113,528.

- (4) The stated number refers to option grants made in December 2006. No option grants were made in calendar year 2005. The Company issued options in early 2006, which served as the de-facto option grants for calendar year 2005. These option grants are excluded from the stated number.

All options granted by the Company in 2007 had an exercise price at least equal to the then-current market price of the Company's common stock. In prior years, the Company has granted stock options with exercise prices in excess of the then-current market price of the Company's common stock.

***Impact of Accounting and Tax Treatments of Compensation***

The tax or accounting treatments of the salary compensation, variable compensation, or stock options paid or awarded to Company executives is not a factor in determining the magnitude of compensation payable to them or the relative mix of these elements in their compensation packages.

The Company recognizes that compensation in excess of \$1,000,000 per year realized by any of the Company's five most highly compensated executive officers is not deductible by the Company for federal income tax purposes unless the compensation arrangement complies with the requirements of Section 162(m) of the Internal Revenue Code of 1986, as amended. Mr. Spurr holds options to acquire 650,000 shares of the Company's common stock, with an exercise price of \$10.80 per share, which were granted in February 2004 in connection with the inception of his employment. These options do not comply with the requirements of Section 162(m), which, among other things, would have required the Company to obtain shareholder approval of the option grants. Time was of the essence when the Company was discussing Mr. Spurr's



**Table of Contents**

potential employment. Seeking shareholder approval of the option grants would have, in the Board's opinion, imposed an unwarranted and harmful delay in completing the employment arrangements and the commencement of Mr. Spurr's employment duties. These options may, during the year of exercise, result in Mr. Spurr realizing compensation in excess of \$1,000,000, depending on the number of options exercised and the price of the Company's common stock at the time. The Company will not be entitled to deduct the compensation exceeding the \$1,000,000 limit.

***Severance Payments and Change of Control Payments*****General**

The Company has used severance agreements to attract and retain executives. The Board believes severance agreements encourage employee retention and believes they have been crucial to employee retention in recent years, given the Company's recent history of substantial operating losses and the attendant perception of financial instability. The Company also believes they provide a legal consideration supporting the confidentiality and non-solicitation provisions that are contained in certain of the Company's agreements with its employees.

The Company's severance agreements typically provide for the payment of x months base salary if the executive's employment is actually terminated other than for cause, as defined. In some cases, the agreements provide for payments to the affected executive upon a resignation following the occurrence of a change of control or if the affected executive resigns employment for good reason (i.e., is constructively discharged from employment). The Company believes that these severance agreements are a significant factor in retention of the Company's senior executives.

We are party to severance agreements with the Company's named executive officers, as described below.

***Richard D. Spurr (Chairman, CEO, and President)***

The severance agreement with Mr. Spurr provides for the payment to him of \$300,000, representing twelve months of base salary, if Mr. Spurr's employment is terminated by the Company without cause. For these purposes, cause means (1) the intentional and continued failure by employee to substantially perform employee's employment duties, such intentional action involving willful and deliberate malfeasance or gross negligence in the performance of employee's duties (other than any such failure resulting from employee's incapacity due to physical or mental illness), after written demand for substantial performance is delivered by the Company's Board that specifically identifies the manner in which the Board believes the employee has not substantially performed employee's duties and that is not cured within five business days after notice thereof by the Company to the employee; (2) the intentional engaging by the employee in misconduct that is materially injurious to the Company; (3) the conviction of the employee or a plea of *nolo contendere*, or the substantial equivalent to either of the foregoing, of or with respect to, any felony; (4) the commission of acts by the employee of moral turpitude that are injurious to the Company; (5) a breach by the employee of the confidentiality and invention agreement between the Company and the employee; (6) a breach by the employee of the conflict of interest provisions of the severance agreement; or (7) a breach by the employee of the Company's code of ethics for senior officers. For purposes of this definition, no act, or failure to act, on the employee's part shall be considered intentional unless done, or omitted to be done, by him not in good faith and without reasonable belief that his action or omission was in, or not opposed to, the best interest of the Company.

**Table of Contents**

The severance agreement with Mr. Spurr also provides for the payment to him of \$300,000, representing twelve months of base salary, if Mr. Spurr resigns employment for good reason. For these purposes, good reason means (1) any material diminution in the employee's title and duties, it being understood and agreed that if all or substantially all of the assets of the Company's e-Prescribing line of business, the Company's Email Encryption line of business, or any other material line of business is sold, leased, licensed, or otherwise transferred for value to a non-affiliate, then the employee shall have good reason to resign employment pursuant to this clause (1); (2) the assignment of duties or position that would necessitate a change in the location of the employee's home (presently in North Dallas, Texas); (3) the Company fails to maintain directors and officers liability insurance coverage, including coverage for the employee, in an amount equal to at least \$10,000,000; (4) the employee's health becomes impaired to an extent that makes the employee's continued performance of substantially all of the essential functions of his position, with reasonable accommodation, hazardous to the employee's physical or mental health or the employee's life; or (5) the employee becomes the subject of any medically determinable physical or mental impairment that is reasonably expected to prevent the employee from performing substantially all of the essential functions of his position, with reasonable accommodation, for at least six months; *provided that*, in the case of clauses (4) and (5), the employee shall have furnished the Company with a written statement from a qualified doctor to the effects specified; and *provided further that*, at the Company's request, the employee shall submit to an examination by a doctor selected by the Company and such doctor shall have concurred in the conclusion of the employee's doctor. To effect a resignation for good reason, the employee shall deliver to the Company a notice within 120 days of the occurrence of an event specified in clause (1) and within 60 days of the occurrence of an event specified in clauses (2), (3), (4), or (5), in each case, that sets forth in reasonable detail the facts and circumstances claimed to provide a basis for good reason resignation. Failure to deliver such notice within the specified time period shall constitute a waiver by the employee of the employee's right to resign for good reason by virtue of the event in question.

Mr. Spurr's severance agreement also provides for the payment to him of \$300,000, representing twelve months of base salary, if he resigns employment following a change in control of the Company. For these purposes, a change in control generally means (1) the Company is merged, consolidated or reorganized into or with another corporation or other legal person, other than an affiliate, and as a result of such merger, consolidation or reorganization less than 51% of the combined voting power to elect directors of the then-outstanding securities of the remaining corporation or legal person or its ultimate parent immediately after such transaction is owned, directly or indirectly, in the aggregate by persons who were shareholders, directly or indirectly, of the Company immediately prior to such merger, consolidation, or reorganization; (2) the Company sells all or substantially all of its assets to any other corporation or other legal person, other than an affiliate, and as a result of such sale, less than 51% of the combined voting power to elect directors of the then-outstanding securities of such corporation or legal person or its ultimate parent immediately after such transaction is owned, directly or indirectly, in the aggregate by persons who were shareholders, directly or indirectly, of the Company immediately prior to such sale; (3) any acquiring person has become the beneficial owner of securities which when added to any securities already owned by such person would represent in the aggregate 35% or more of the then-outstanding securities of the Company which are entitled to vote to elect directors; (4) if, at any time, the continuing directors then serving on the Board of Directors of the Company cease for any reason to constitute at least a majority thereof; (5) any occurrence that would be required to be reported in response to Item 6(e) of Schedule 14A of Regulation 14A or any successor rule or regulation promulgated under the Exchange Act; or (6) such other events that cause a change in control of the Company, as determined by the Board of Directors in its sole discretion.

**Table of Contents**

Mr. Spurr's original severance arrangement, which was a term and condition of his original employment with the Company, provided for a separation payment to him of nine months of base salary if his employment was terminated without cause or he resigned for good reason. The Board determined that, given Mr. Spurr's promotion to CEO of the Company since the time of his original employment, a three month increase in separation pay from nine months to 12 months and adding a separation pay component payable in the event of Mr. Spurr's resignation following a change in control was reasonable and appropriate. However, in connection with providing these additional separation pay benefits to Mr. Spurr, the circumstances under which Mr. Spurr's employment could be terminated by the Company for cause (*i.e.*, without the payment of any separation pay) were amended to be more favorable to the Company.

The severance payment is payable by the Company, at its election, either in a lump-sum cash amount or paid over a period of 12 months. As an additional component of severance pay, the Company will pay Mr. Spurr's COBRA continuation of benefits costs for 12 months, in the circumstances stated above.

Furthermore, upon the occurrence of an employment termination without cause or a change in control all of Mr. Spurr's then unvested Company-issued stock options immediately vest. As of December 31, 2007, and April 3, 2008, respectively, the intrinsic value (*i.e.*, the fair market value of the Company's common stock minus the exercise price of the options in question) of the options that would have vested in this circumstance was approximately \$938,083 and \$578,667. The Board believes these option acceleration provisions encourage employee retention and in the case of a pending change in control transaction motivate the employee to exert maximum efforts to see that the transaction is consummated.

Pursuant to agreements between the Company and Mr. Spurr, Mr. Spurr is (i) required to maintain Company confidential and proprietary information in confidence for an indefinite period following separation from service with the Company; (ii) prohibited for a period of 12 months from directly or indirectly competing with the Company's email encryption business or e-prescribing business or any other material line of business being conducted by the Company as of the date of the employee's separation from employment, (iii) prohibited for a period of 12 months from directly or indirectly conducting, or soliciting to conduct, any competitive business with a Company customer any person that has been a Company customer within the six month period preceding the separation from employment date; and (iv) prohibited for a period of 12 months from directly or indirectly soliciting for employment any Company employees or any person who was an employee within the 3 month period preceding the separation from employment date.

*Russell J. Morgan (Vice President, Professional Services)*

The agreement with Mr. Morgan provides for the payment to him of \$112,130 (CDN \$110,000), representing six months of base salary, if Mr. Morgan's employment is terminated by the Company without cause. The agreement with Mr. Morgan does not define cause, but for these purposes the term will generally have a meaning comparable to the meaning given the term in the severance agreements between the Company and the other named executive officers. Mr. Morgan's severance agreement does not specify the timing of the payment.

Furthermore, if Mr. Morgan's employment is terminated without cause or a change in control occurs, then all of his then unvested Company-issued stock options immediately vest. As of December 31, 2007, and April 3, 2008, respectively, the intrinsic value (*i.e.*, the fair market value of the Company's common stock minus the exercise price of the options in question) of the options that would have vested in this circumstance was approximately \$229,000 and \$149,100.



**Table of Contents**

The Board believes these option acceleration provisions encourage employee retention and in the case of a pending change in control transaction motivate the employee to exert maximum efforts to see that the transaction is consummated.

Pursuant to agreements between the Company and Mr. Morgan, Mr. Morgan is (i) required to maintain Company confidential and proprietary information in confidence for an indefinite period following separation from service with the Company; (ii) prohibited from soliciting to conduct any competitive business with a Company customer for a period of six months following separation from employment; and (iii) prohibited from soliciting for employment Company employees for a period of 12 months following separation from employment.

*David J. Robertson (Vice President, Engineering)*

The agreement with Mr. Robertson provides for the payment to him of \$100,000, representing six months of base salary, if Mr. Robertson's employment is terminated by the Company without cause. For these purposes, cause means (1) the conviction of the employee of any felony, or (2) the intentional and continued failure by the employee to substantially perform the employee's employment duties, such intentional action involving willful and deliberate malfeasance or gross negligence in the performance of the employee's duties (other than any such failure resulting from the employee's incapacity due to physical or mental illness), after written demand for substantial performance, such demand not to be unreasonable, is delivered by the company or an affiliate, as applicable, that specifically identifies the manner in which the company or the affiliate, as applicable, believes the employee has not substantially performed the employee's duties and which continues beyond a period of 10 business days immediately after notice thereof by the company to the employee, (3) the intentional wrongdoing by the employee that is materially injurious to the Company or employing affiliate, as applicable, or (4) acts by the employee of moral turpitude that are injurious to the Company. For purposes of this definition, no act, or failure to act, on the part of the employee shall be deemed to be intentional unless done, or omitted to be done, by the employee not in good faith and without reasonable belief that the employee's action or omission was in the best interests of the Company or the employing affiliate, or both, as applicable.

The agreement with Mr. Robertson also provides for the payment to him of \$100,000, representing six months of base salary, if Mr. Robertson resigns employment for good reason. For these purposes, good reason means a cumulative reduction of more than 10% based on Mr. Robertson's highest annual base salary during the term of his employment with the Company.

Mr. Robertson's severance agreement also provides for the payment to him of \$100,000, representing six months of base salary, if a change in control of the Company occurs. For these purposes, change in control generally has the same meaning given such term in Mr. Spurr's severance agreement, as described above.

These severance payments are to be made in a lump sum payment within 30 days of the applicable event.

Furthermore, if Mr. Robertson's employment is terminated without cause or a change in control occurs, then all of his then unvested Company-issued stock options immediately vest. As of December 31, 2007, and April 3, 2008, respectively, the intrinsic value (*i.e.*, the fair market value of the Company's common stock minus the exercise price of the options in question) of the options that would have vested in this circumstance was approximately \$273,333 and \$177,333. The Board believes these option acceleration provisions encourage employee retention and in the

**Table of Contents**

case of a pending change in control transaction motivate the employee to exert maximum efforts to see that the transaction is consummated.

Pursuant to agreements between the Company and Mr. Robertson, Mr. Robertson is (i) required to maintain Company confidential and proprietary information in confidence for an indefinite period following separation from service with the Company; (ii) prohibited from soliciting to conduct any competitive business with a Company customer for a period of six months following separation from employment; and (iii) prohibited from soliciting for employment Company employees for a period of 12 months following separation from employment.

*Barry W. Wilson (Chief Financial Officer & Treasurer)*

The agreement with Mr. Wilson provides for the payment to him of \$77,500, representing six months of base salary, if Mr. Wilson's employment is terminated by the Company without cause. For these purposes, cause shall mean (a) the conviction of the employee of any felony; (b) the intentional and continued failure by the employee to substantially perform the employee's employment duties, such intentional action involving willful and deliberate malfeasance or gross negligence in the performance of the employee's duties (other than any such failure resulting from the employee's incapacity due to physical or mental illness), after written demand for substantial performance is delivered by the Company that specifically identifies the manner in which the Company believes the employee has not substantially performed the employee's duties and that is not cured within five business days after notice thereof by the Company to the employee; (c) the intentional wrongdoing by the employee that is materially injurious to the Company; (d) acts by the employee of moral turpitude that are injurious to the Company; or (e) breach of the confidentiality and invention agreement between the Company and the employee. The separation payment is to be paid in six equal monthly cash payments within 30 days of the occurrence of the applicable event. Alternatively, the Company may, in the Company's discretion, pay the separation payment using shares of the Company's common stock.

Furthermore, if Mr. Wilson's employment is terminated without cause or a change in control occurs, then all of his then unvested Company-issued stock options immediately vest. As of December 31, 2007, and April 3, 2008, respectively, the intrinsic value (*i.e.*, the fair market value of the Company's common stock minus the exercise price of the options in question) of the options that would have vested in this circumstance was approximately \$76,122 and \$51,092. The Board believes these option acceleration provisions encourage employee retention and in the case of a pending change in control transaction motivate the employee to exert maximum efforts to see that the transaction is consummated.

Pursuant to agreements between the Company and Mr. Wilson, Mr. Wilson is (i) required to maintain Company confidential and proprietary information in confidence for an indefinite period following separation from service with the Company; (ii) prohibited from soliciting to conduct any competitive business with a Company customer for a period of six months following separation from employment; and (iii) prohibited from soliciting for employment Company employees for a period of 12 months following separation from employment.

*Ronald A. Woessner (Senior Vice President & General Counsel)*

Mr. Woessner's agreement was originally entered into between the Company and Mr. Woessner in 1996. The agreement, which has been subsequently amended and restated, was substantially identical to the severance agreements offered to the Company's other senior executives at that time. The agreement provided that Mr. Woessner earned a severance payment

**Table of Contents**

at the rate of two months of severance for every year of employment (not to exceed 18 months of severance) if the Company terminates his employment without cause or if he resigns employment for good reason. This formula was specifically designed to encourage and reward tenure with the Company. Based on Mr. Woessner's tenure at the Company, he is eligible to receive the maximum amount payable under the agreement, or \$337,500, representing 18 months of base salary, if the Company terminates his employment without cause or if he resigns employment for good reason. For these purposes, cause means (1) the intentional and continued failure by the employee to substantially perform the employee's employment duties, such intentional actions involving willful and deliberate malfeasance or gross negligence in the performance of the employee's duties (other than any such failure resulting from the employee's incapacity due to physical or mental illness), after written demand for substantial performance is delivered by the company or an affiliate, as applicable, that specifically identifies the manner (such demand not to be unreasonable) in which the company or the affiliate, as applicable, believes the employee has not substantially performed the employee's duties; or (2) the willful engaging by the employee in misconduct that is materially injurious to the Company or employing affiliate, as applicable; or (3) the conviction of the employee of any felony or crime of moral turpitude that is injurious to the Company; or (4) the employee attains the mandatory retirement age specified in any applicable retirement plan of the Company or any successor-in-interest (but for purposes of the clause (4), any such mandatory retirement age shall not be less than age 65). For purposes of this definition, no act, or failure to act, on the employee's part shall be considered willful unless done, or omitted to be done, by the employee not in good faith and without reasonable belief that the employee's action or omission was in the best interest of the Company or the applicable affiliate(s), or both, as applicable.

For Mr. Woessner's severance agreement, good reason means (1) any material diminution in the employee's title and duties that has not been cured within thirty days after notice of such noncompliance has been given (within 30 days of the alleged material diminution) by the employee to the Company or the employing affiliate, as applicable. A change in title or duties will not be considered to be a material diminution in title or duties if, after such change, the employee is an officer of the Company; the employee's reporting relationship does not change or the employee reports to the Company's chief executive officer or chief operating officer; and a substantial portion of the employee's duties are in the employee's field of professional training or experience; (2) a reduction of more than 10% in the employee's base salary (with the 10% being cumulative over the term of the employee's employment, but any percentage reduction that is actually made is made against the employee's then current base salary); (3) any purported termination for cause of the employee's employment that is not effected pursuant to the procedural requirements of the severance agreement; (4) the location of the employee's place of employment is moved more than 50 miles from its current location; or (5) the employee becomes the subject of a disability.

Mr. Woessner's severance agreement also provides for the payment to him of \$450,000, representing twenty-four months of base salary, if he resigns his employment following a change in control of the Company. For these purposes, change in control generally has the meaning given such term in Mr. Spurr's severance agreement, as described above.

The agreement provides that the severance payment is to be paid by the Company in a lump-sum amount contemporaneously with the occurrence of the applicable event.

Furthermore, upon the occurrence of an employment termination without cause, change in control, or resignation for good reason all of Mr. Woessner's then unvested Company-issued stock options immediately vest. As of December 31, 2007, and April 3, 2008, respectively, the intrinsic value (*i.e.*, the fair market value of the Company's common stock minus the exercise price of the options in question) of the options that would have vested in this

**Table of Contents**

circumstance was approximately \$218,667 and \$141,866. The Board believes these option acceleration provisions encourage employee retention and in the case of a pending change in control transaction motivate the employee to exert maximum efforts to see that the transaction is consummated.

Pursuant to agreements between the Company and Mr. Woessner, Mr. Woessner is (i) required to maintain Company confidential and proprietary information in confidence for an indefinite period following separation from service with the Company; (ii) prohibited from soliciting to conduct any competitive business with a Company customer for a period of six months following separation from employment; and (iii) prohibited from soliciting for employment Company employees for a period of 12 months following separation from employment.

The Company is also party to severance agreements with Mr. Spurr's other direct reports, which generally provide for the payment of six months of base salary in the event of a termination of employment without cause.

***Equity Ownership Requirements or Guidelines***

The Company does not have any equity or security ownership requirements or guidelines for its executive officers or its directors.

*The foregoing Compensation Discussion and Analysis is submitted by the Board of Directors:*

Robert C. Hausmann  
Charles N. Kahn III  
James S. Marston  
Antonio R. Sanchez III  
Paul E. Schlosberg  
Richard D. Spurr, Chairman, CEO & President

**Compensation Committee Report**

The Compensation Committee has reviewed and discussed the foregoing Compensation Discussion and Analysis with management. Based on this review and discussion, the Compensation Committee has recommended to the Board of Directors that the Compensation Discussion and Analysis be included in the Company's proxy statement for the 2008 Annual Meeting of Shareholders (and incorporated by reference into the Company's 2007 Annual Report on Form 10-K).

*The foregoing Compensation Committee Report is submitted by the following independent directors, who comprise the Compensation Committee of the Board of Directors:*

James S. Marston, Chair  
Charles N. Kahn III  
Antonio R. Sanchez III  
Paul E. Schlosberg

**Table of Contents****Summary Compensation Table**

The following narrative, tables and footnotes describe the total compensation earned during fiscal years 2006 and 2007 by our named executive officers. The individual components of the total compensation reflected in the Summary Compensation Table are broken out below:

**Salary** The table reflects base salary earned during 2006 and 2007. See **Compensation Discussion and Analysis Executive Officer Base Salaries and Compensation Comparisons.**

**Bonus** The table reflects variable compensation earned during 2006 and 2007. See **Compensation Discussion and Analysis Executive Officer Variable Compensation.**

**Stock Option Awards** The table reflects the FAS 123R expense attributable to stock option grants awarded in 2006 and 2007. See the **Grants of Plan-Based Awards Table** below for information pertaining to the specific option grants.

Name and Principal Position	Year	Salary <sup>(1)</sup>	Option Awards <sup>(2)</sup>	Non-Equity Incentive		Total
				Plan Compensation <sup>(3)</sup>	All Other Compensation <sup>(4)</sup>	
<b>Richard D. Spurr</b> Chairman, Chief Executive Officer and President	2007	\$300,000	\$5,948,961	\$ 158,467	\$ 966	\$6,408,394
	2006	\$300,000	\$1,097,376	\$ 60,800	\$ 966	\$1,459,122
<b>Barry W. Wilson*</b> Chief Financial Officer and Treasurer	2007	\$155,000	\$ 40,858	\$ 15,847	\$ 5,717	\$ 217,422
	2006	\$132,917	\$ 14,909 <sup>(5)</sup>	\$ 20,000	\$ 4,672	\$ 172,498
<b>Russell J. Morgan<sup>(6)</sup></b> Vice President, Client Services	2007	\$204,765	\$ 81,579	\$ 59,425	\$ 5,133	\$ 350,902
	2006	\$193,984	\$ 309,044 <sup>(5)</sup>	\$ 22,800	\$ 8,747	\$ 534,575
<b>David J. Robertson</b> Vice President, Engineering	2007	\$200,000	\$ 200,536	\$ 59,425	\$ 5,630	\$ 465,591
	2006	\$200,000	\$ 392,644 <sup>(5)</sup>	\$ 22,800	\$ 5,630	\$ 621,074
<b>Ronald A. Woessner</b> S.V.P., General Counsel and Secretary	2007	\$225,000	\$ 327,641	\$ 39,617	\$ 5,966	\$ 598,224
	2006	\$225,000	\$1,090,654 <sup>(5)</sup>	\$ 15,200	\$ 5,630	\$1,336,484

\* Mr. Wilson became the Company's Chief Financial Officer

in  
November 2006.

- (1) The columns entitled Bonus, Stock Awards, and Change in Pension Value and Nonqualified Deferred Compensation Earnings have been deleted from the Summary Compensation Table because no amounts were paid or attributable to the named executive officers for those categories for the periods indicated.
  
- (2) The stated amount is the aggregate compensation financial accounting expense (cost) recognized with respect to the person s outstanding stock options during calendar year 2006. These amounts were computed in accordance with the requirements of Financial Accounting Standards 123R ( FAS 123R ). The assumptions underlying the computation of

the fair market value of these options (and the corresponding compensation expense (cost) during calendar years 2006 and 2007) are set forth in Footnote 4,

Stock Options and Stock-based Employee Compensation to our Audited Financial Statements included in our 2007 Annual Report on Form 10-K.

- (3) Other than the amounts payable to Mr. Wilson in 2006, the stated amounts were paid based on the achievement of the predetermined performance objectives approved by our Board of Directors as described in the **Compensation Discussion and Analysis** above.

- (4) Includes 401(k) company contribution and life insurance premiums paid by us for the benefit of the named person.

- (5) The vesting of certain options held by Messrs. Wilson, Morgan, Robertson and other Company employees was accelerated in December 2005, as described in the Company's filing on Form 8-K,



**Table of Contents**

dated January 4, 2006. The vesting of Mr. Woessner's options was not accelerated. If his option vesting had been accelerated, the stated amount for Mr. Woessner would have been in the range of the stated amounts for Messrs. Morgan and Robertson. The purpose of the option acceleration was to eliminate future compensation expense the Company would otherwise have been required to recognize in its income statement with respect to the accelerated options once FAS 123R, a new accounting rule at that time, became effective on January 1, 2006.

- (6) Actual compensation was paid in Canadian dollars and has been translated to U.S. dollars using the 2006

and 2007  
average daily  
exchange rates,  
respectively, of  
.881743 and  
.930752 U.S.  
dollar per  
Canadian dollar.

### Grants of Plan-Based Awards Table

The following table sets forth information pertaining to grants of awards under company-sponsored equity incentive plans (*e.g.* stock option grants) and non-equity incentive plans (*e.g.*, variable compensation) to the specified company executive officers in calendar year 2007:

<b>Name</b>	<b>Grant Date of Equity-Based Awards</b>	<b>Estimated Future Payouts Under Non-Equity Incentive Plan Awards Target<sup>(1)</sup></b>	<b>All Other Option Awards: Number of Securities Underlying Options</b>	<b>Exercise or Base Price of Option Awards</b>	<b>Grant Date Fair Value of Stock and Option Awards<sup>(2)</sup></b>
Richard D. Spurr	12/20/07	\$ 200,000	400,000	\$4.87	\$ 1,359,523
Barry W. Wilson	12/20/07	\$ 20,000	20,000	\$4.87	\$ 67,976
Russell J. Morgan	12/20/07	\$ 75,000	50,000	\$4.87	\$ 169,940
David J. Robertson	12/20/07	\$ 75,000	75,000	\$4.87	\$ 254,911
Ronald A. Woessner	12/20/07	\$ 50,000	40,000	\$4.87	\$ 135,952

(1) The targeted amounts were established by the Board of Directors pursuant to the Company's 2007 Management Variable Compensation Plan. The Plan provided that the amounts actually to be paid would

be based on the achievement of pre-determined performance objectives stated in the Plan. The amounts actually paid to each of the named executive officers for calendar year 2007 (representing approximately 79.2% of the targeted amounts) are reflected in the column entitled Non-Equity Incentive Plan Compensation in the Summary Compensation Table above. *See Compensation Discussion and Analysis Executive Officer Variable Compensation* above for more information pertaining to the performance metrics that establish the variable compensation amounts to be paid to the Company's named executive officers under the Plan.

- (2) The stated amount is the aggregate fair market value of

the option grant on the grant date computed in accordance with the requirements of Financial Accounting Standards 123R ( FAS 123R ). The assumptions underlying the computation of the fair market value are set forth in Footnote 4, Stock Options and Stock-based Employee Compensation to our Audited Financial Statements included in our 2007 Annual Report on Form 10-K.

**Table of Contents****Outstanding Equity Awards at Fiscal Year-End**

The following table sets forth information pertaining to company unexercised stock options to the named executive officers as of December 31, 2007. As of March 31, 2008, no stock awards have been granted to the specified executive officers and, hence, none are reflected in the following table.

Name	Option Awards				
	Number of Securities Underlying Unexercised Options	Number of Securities Underlying Unexercised Options	Option Exercise Price	Option Grant Date	Option Expiration Date
Richard D. Spurr	650,000		\$ 10.80	02/24/04	02/23/14
	350,000		\$ 6.00	11/17/04	11/16/14
	320,833	29,167	\$ 3.78	03/23/05	03/22/15
	204,167	145,833	\$ 4.00	03/02/06	03/01/16
	133,333	266,667	\$ 1.50	12/18/06	12/17/16
		400,000	\$ 4.87	12/20/07	12/19/17
Barry W. Wilson	13,384		\$ 2.50	08/07/02	08/16/12
	6,480		\$ 4.63	08/06/04	08/05/14
	25,000		\$ 5.00	12/21/04	12/20/14
	3,333	667 <sup>(2)</sup>	\$ 3.12	06/03/05	06/02/15
	8,757	6,255	\$ 2.50	02/15/06	02/14/16
	10,000	20,000	\$ 1.50	12/18/06	12/17/16
		20,000	\$ 4.87	12/20/07	12/19/17
Russell J. Morgan	40,000		\$ 3.60	09/03/02	09/02/12
	10,000		\$ 4.38	01/22/03	01/21/13
	100,000		\$ 5.00	09/08/04	09/07/14
	46,667	33,333	\$ 3.00	02/22/06	02/21/16
	28,333	56,667	\$ 1.50	12/18/06	12/17/16
		50,000	\$ 4.87	12/20/07	12/19/17
David J. Robertson	125,000		\$ 5.25	03/20/02	03/19/12
	50,000		\$ 4.38	01/22/03	01/21/13
	100,000		\$ 5.00	09/08/04	09/07/14
	58,333	41,667	\$ 3.00	02/22/06	02/21/16
	33,333	66,667	\$ 1.50	12/18/06	12/17/16
		75,000	\$ 4.87	12/20/07	12/19/17
Ronald A. Woessner	18,750		\$ 21.38	10/30/00	10/29/10
	8,333		\$ 5.15	01/22/02	01/21/12
	4,166		\$ 4.25	02/21/02	02/20/12
	100,000		\$ 6.00	11/17/04	11/16/14
	46,667	33,333	\$ 3.00	02/22/06	02/21/16
	26,667	53,333	\$ 1.50	12/18/06	12/17/16

40,000

\$ 4.87

12/20/07

12/19/17

- (1) Unless otherwise noted, these options vest quarterly on a pro-rata basis through the third anniversary of the grant date.
- (2) One-third of these options vest on the first anniversary of the grant date and the remaining balance vests quarterly on a pro-rata basis through the third anniversary of the grant date.

**Option Exercises and Stock Acquisitions**

There were no stock option exercises by, or stock awards to, the named executive officers in calendar year 2007.

**Table of Contents****Pension Benefits**

The Company has no company-sponsored plans that provide for specified retirement payments and benefits, or payments and benefits that will be provided primarily following retirement, to any Company employees.

**Nonqualified Deferred Compensation**

The Company has no company-sponsored plans that provide for the payment of nonqualified deferred compensation to any Company employees.

**Director Compensation Table**

Set forth below is a summary of the cash and non-cash compensation paid to our non-employee directors in calendar year 2007:

Name	Fees Earned or Paid in		Total
	Cash <sup>(1)</sup>	Option Awards <sup>(2)</sup>	
Robert C. Hausmann	\$ 14,250	\$ 11,663 <sup>(3)</sup>	\$ 25,913
Charles N. Kahn III	\$ 15,250	\$ 20,851 <sup>(4)</sup>	\$ 36,101
James S. Marston	\$ 16,750	\$ 21,179 <sup>(5)</sup>	\$ 37,929
Antonio R. Sanchez III	\$ 9,750	\$ 20,633 <sup>(6)</sup>	\$ 30,383
Paul E. Schlosberg	\$ 21,000	\$ 21,288 <sup>(7)</sup>	\$ 42,288
Dr. Ben G. Streetman*	\$ 2,500	\$ 6,542 <sup>(8)</sup>	\$ 9,042

\* Resigned from the Company's Board of Directors effective April 4, 2007.

(1) See the discussion below for an explanation of the cash compensation paid to our directors.

(2) The stated amount is the aggregate compensation financial accounting expense (cost) recognized with respect to the person's outstanding stock options during calendar

year 2007.

These amounts were computed in accordance with the requirements of Financial Accounting Standards 123R ( FAS 123R ).

The assumptions underlying the computation of the fair market value of these options (and the corresponding compensation expense (cost) during calendar year 2007) are set forth in

Footnote 4, Stock Options and Stock-based Employee Compensation to our Audited Financial Statements included in our 2007 Annual Report on Form 10-K.

- (3) Mr. Hausmann holds options to acquire 118,500 shares of our common stock, of which 39,958 were vested as of March 31, 2008. The aggregate fair market value of his January 2007 (40,000 shares)



and June 2007  
(2,500) option  
grants on the  
respective grant  
dates,  
computed in  
accordance with  
the requirements  
of FAS 123R,  
was \$35,632  
and \$3,064,  
respectively.

- (4) Mr. Kahn holds options to acquire 158,838 shares of our common stock, of which 66,517 were vested as of March 31, 2008. The aggregate fair market value of his January 2007 (40,000 shares) and June 2007 (2,500) option grants on the respective grant dates computed in accordance with the requirements of FAS 123R was \$35,632 and \$3,064, respectively.

- (5) Mr. Marston holds options to acquire 473,913 shares of our common stock, of which 377,467 were vested as of March 31, 2008. The aggregate fair market

value of his  
January 2007  
(40,000 shares)  
and June 2007  
(4,000) option  
grants on the  
respective grant  
dates computed  
in accordance  
with the  
requirements of  
FAS 123R was  
\$35,632 and  
\$4,903,  
respectively.

- (6) Mr. Sanchez holds options to acquire 243,838 shares of our common stock, of which 156,267 were vested as of March 31, 2008. The aggregate fair market value of his January 2007 (40,000 shares) and June 2007 (1,500) option grants on the respective grant dates computed in accordance with the requirements of FAS 123R was \$35,632 and \$1,839, respectively.

- (7) Mr. Schlosberg holds options to acquire 167,838 shares of our common stock, of which 67,017 were vested as of March 31,

2008. The  
aggregate fair  
market value of  
his  
January 2007  
(40,000) and  
June

37

---

**Table of Contents**

2007 (4,500) option grants on the respective grant dates computed in accordance with the requirements of FAS 123R was \$35,632 and \$5,516, respectively.

- (8) Dr. Streetman holds options to acquire 320,824 shares of our common stock, all of which were vested as of March 31, 2008. The aggregate fair market value of his January 2007 (40,000) option grant on the grant date computed in accordance with the requirements of FAS 123R was \$35,632. Of these 40,000 option shares, only 3,333 vested and remain exercisable due to Dr. Streetman's resignation from the Company's Board of Directors, effective April 14, 2007.

Pursuant to the terms of the Zix Corporation 2006 Directors' Stock Option Plan (the "2006 Directors' Plan"), on the day that a non-employee director is first appointed or elected to the Board, such director shall be granted nonqualified

options to purchase 25,000 shares of our common stock. The options vest quarterly and pro-rata over one year from the date of grant. Also, under the 2006 Director's Plan, on the first business day in January of each year, each non-employee director that has served on the Board for at least six months as of the grant date shall be granted nonqualified options to purchase a number of shares of our common stock equal to the *greater* of (i) one-half of one percent of the number of our outstanding common stock shares (measured as of the immediately preceding December 31) or (ii) 200,000 shares of our common stock, divided by the *greater* of (A) five or (B) the number of non-employee directors that have served on our Board for at least six months as of the date of grant; *provided that*, the number of shares of our common stock covered by any such January option grant shall not exceed 40,000 shares. The options vest quarterly and pro-rata over three years from the grant date. The exercise price of the 25,000 share option grants and of the January share option grants shall be 100% of the fair market value of our common stock on the date of grant. The options may not be exercised after the tenth anniversary of the date of grant.

Also, to conserve the Company's cash, we augment the cash compensation paid to our non-employee directors by granting them stock options for serving on the Audit Committee, Compensation Committee, and Nominating and Corporate Governance Committee of the Board of Directors, and other eligible active committees of the Board of Directors. The chair of the committee is annually granted options to acquire 5,000 shares of our common stock and committee members are annually granted options to acquire 3,000 shares of our common stock. These options vest quarterly and pro-rata over three years from the grant date and the exercise price of the options is the closing price of our common stock on the grant date.

In addition to the stock option grants described above, we pay our non-employee directors cash fees as follows:

Cash payment of \$2,000 per meeting per director for attendance in person at Board meetings;

Cash payment of \$1,000 per meeting per director for attendance at telephonic Board meetings;

Annual cash payment of \$5,000 per director for serving as Chair of a Board committee (assuming attendance of at least two-thirds of the meetings); and

Annual cash payment of \$3,000 per director for serving as a member (*i.e.*, not the Chair) of a Board committee (assuming attendance of at least two-thirds of the meetings).

We also reimburse our directors for expenses they incur in attending our Board or committee meetings.

**Table of Contents****Equity Compensation Plan Information**

The following table provides information about our equity compensation arrangements that have been approved by our shareholders, as well as equity compensation arrangements that have not been approved by our shareholders, as of December 31, 2007:

<b>Plan Category</b>	<b>Number of Securities to be Issued Upon Exercise of Outstanding Options, Warrants and Rights</b> (a)	<b>Weighted-Average Exercise Price of Outstanding Options, Warrants and Rights</b> (b)	<b>Number of Securities Remaining Available for Future Issuance Under Equity Compensation Plans (Excluding Securities Reflected in Column (a))</b> (c)
Equity compensation plans approved by shareholders	8,436,871 <sup>(1)</sup>	\$ 4.71 <sup>(1)</sup>	1,806,507 <sup>(1)</sup>
Equity compensation plans not approved by shareholders	1,101,842	\$ 8.65	17,832
Total	9,538,713	\$ 5.16	1,981,339

(1) Excludes shares that have been granted, or are available for grant, under our shareholder-approved 2005 Stock Compensation Plan. The 2005 Stock Compensation Plan allows us to use our common stock to pay salary, bonus, commission compensation, and severance compensation payable to our employees and former employees. Since the inception of the 2005 Stock Compensation Plan through March 31, 2008, 522,319 shares have been issued at an average price of \$2.97

for these purposes.  
The 2005 Stock  
Compensation Plan  
also permits us to  
issue restricted stock  
awards. As of  
March 31, 2008, we  
have not issued any  
restricted stock  
awards under the  
2005 Stock  
Compensation Plan.  
As of March 31, 2008,  
477,681 shares were  
available for issuance  
under the 2005 Stock  
Compensation Plan.

A description of the material terms of our equity arrangements that have not been approved by our shareholders follows:

***Richard D. Spurr, the Company's Chairman, CEO and President***

In February 2004, Mr. Spurr, our current Chairman, Chief Executive Officer and President, received options to acquire 650,000 shares of our common stock at an exercise price of \$10.80 per share. These options vested 25% in April 2004 and the remaining balance vested quarterly through January 2007 on a pro-rata basis. As of December 31, 2007, all 650,000 options remained unexercised. For additional information regarding these options, see the **Compensation Discussion and Analysis** section above.

***Other Non-Shareholder Approved Executive Stock Option Agreements***

In 2001 and 2002, options to purchase 450,000 shares of our common stock were granted to key company executives. The options have exercise prices ranging from \$4.96 to \$5.25 and became fully vested in March 2005. As of December 31, 2007, option grants covering 125,000 shares were outstanding.

***Other Non-Shareholder Approved Stock Option Agreements With Employees***

As of December 31, 2007, option grants to employees were outstanding covering 167,142 and 159,700 shares under our 2001 Employee Stock Option Plan and 2003 New Employee Stock Option Plan, respectively. The terms of these stock option plans and plan arrangements are substantially the same as (if not identical to) the provisions of our 2004 Stock Option Plan. These

**Table of Contents**

options have exercise prices ranging from \$1.50 to \$11.00. The exercise price of all of these options was the fair market value of our common stock or greater on the date of grant, and the vesting periods ranged from immediately vested to vesting pro-rata over three years.

***Non-Shareholder Approved Stock Option Agreements With Third Parties***

From time-to-time, we may grant stock options to consultants, contractors, and other third parties for services provided to our company. At December 31, 2007, no options were outstanding under non-shareholder approved arrangements to non-employees.

**Certain Relationships and Related Transactions**

There were no transactions since January 1, 2007, between the Company and a related person required to be reported under SEC Rule Regulation S-K, Item 404(a). However, as a matter of information, Todd R. Spurr, the son of Richard D. Spurr, our Chairman, Chief Executive Officer and President, is employed as an Account Executive in our Secure email sales department. Todd Spurr's employment with the Company pre-dates Richard D. Spurr's employment with the Company. Todd Spurr's compensation is comprised of a base salary and commissions.

The Company's policy regarding the approval of any proposed transaction between the Company and a related person required to be reported under SEC Rule Regulation S-K, Item 404(a) is that such transaction would be subject to the review and approval of a majority of the disinterested director members of the Company's Board of Directors.

**OTHER MATTERS**

The Company knows of no other matters that will be presented for consideration at the Annual Meeting. If any other matters properly come before the Annual Meeting, it is the intention of the persons named in the accompanying proxy card and voting instructions to vote the shares they represent as the Board of Directors may recommend or as they see fit, in their discretion. Discretionary authority with respect to such other matters is granted by the execution of the enclosed proxy card.

**IMPORTANT NOTICE OF INTERNET AVAILABILITY OF PROXY MATERIALS**

This Proxy Statement and accompanying proxy card is available through the Company's website at [www.zixcorp.com](http://www.zixcorp.com) in a searchable, readable, and printable format and in a tracking cookie-free environment.



**Table of Contents**

**WHERE YOU CAN FIND MORE INFORMATION**

You may read and copy any reports, statements or other information that the Company files with the SEC directly from the SEC. You may either:

Read and copy any materials we have filed with the SEC at the SEC's Public Reference Room maintained at 100 F Street, N.E., Washington, D.C. 20549; or

Visit the SEC's website at [www.sec.gov](http://www.sec.gov), which contains reports, proxy and information statements, and other information regarding us and other issuers that file electronically with the SEC.

You may obtain more information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330.

You should rely only on the information contained (or incorporated by reference) in this Proxy Statement. We have not authorized anyone to provide you with information that is different from what is contained in this Proxy Statement. This Proxy Statement is dated April 25, 2008. You should not assume that the information contained in this Proxy Statement is accurate as of any date other than that date (or as of an earlier date if so indicated in this Proxy Statement).

Our 2007 Annual Report to shareholders, including our Annual Report on Form 10-K for the year ended December 31, 2007 (excluding exhibits), will be mailed together with this Proxy Statement. The Annual Report does not constitute any part of the proxy solicitation material.

**PLEASE DATE, SIGN AND RETURN THE PROXY CARD AT YOUR EARLIEST CONVENIENCE IN THE ENCLOSED ENVELOPE. NO POSTAGE IS REQUIRED FOR MAILING IN THE UNITED STATES. WE WOULD APPRECIATE THE PROMPT RETURN OF YOUR PROXY CARD, AS IT WILL SAVE THE EXPENSE OF FURTHER MAILINGS.**

By Order of the Board of Directors,

RONALD A. WOESSNER  
*Senior Vice President, General Counsel and Secretary*  
Dallas, Texas  
April 25, 2008

**Table of Contents**

**Zix Corporation**

Using a **black ink** pen, mark your votes with an **X** as shown in this example. Please do not write outside the designated areas. X

**Annual Meeting Proxy Card**

**PLEASE FOLD ALONG THE PERFORATION, DETACH AND RETURN THE BOTTOM PORTION IN THE ENCLOSED ENVELOPE.**

**A Proposals The Board of Directors recommends a vote FOR all the nominees listed and FOR Proposal 2.**

1. Election of Directors

	For	Withhold		For	Withhold		For	Withhold
01 - Robert C. Hausmann	[ ]	[ ]	02 - Charles N. Kahn III	[ ]	[ ]	03 - James S. Marston	[ ]	[ ]
	For	Withhold		For	Withhold		For	Withhold
04 - Antonio R. Sanchez III	[ ]	[ ]	05 - Paul E. Schlosberg	[ ]	[ ]	06 - Richard D. Spurr	[ ]	[ ]

For Against Abstain

2. Ratification of Appointment of Independent Registered Public Accountants. [ ] [ ] [ ]

**B Non-Voting Items**

**Change of Address** Please print your new address below.

**C Authorized Signatures This section must be completed for your vote to be counted. Date and Sign Below**

NOTE: This proxy will be voted in the discretion of the proxy holders on any other business that properly comes before the meeting or any adjournment, continuation, or postponement thereof, hereby revoking any proxy or proxies given by the undersigned prior to the date hereof. By executing this proxy, you acknowledge receipt of Zix Corporation's Notice of 2008 Annual Meeting of Shareholders and Proxy Statement and revoke any proxy or proxies given by you prior to the date hereof.

Please sign exactly as your name(s) appear(s) on this proxy card. Joint owners must each sign personally. When signing as attorney, trustee, executor, administrator, guardian, or corporate officer, please give your FULL title as such. If a corporation, please sign in full corporate name by president or other authorized officer. If a partnership, please sign in partnership name by authorized person.

(dd/yyyy) - Please print date below. Signature 1 - Please keep signature within the box. Signature 2 - Please keep signature within the



**Table of Contents**

**PLEASE FOLD ALONG THE PERFORATION, DETACH AND RETURN THE BOTTOM PORTION IN THE ENCLOSED ENVELOPE.**

**Proxy Zix Corporation**

**ANNUAL MEETING OF SHAREHOLDERS  
SOLICITED BY THE BOARD OF DIRECTORS  
AT THE CITYPLACE CONFERENCE CENTER, TURTLE CREEK I ROOM  
2711 NORTH HASKELL AVENUE, DALLAS, TEXAS 75204**

**10:00 a.m. (Registration at 9:30 a.m.), Central Time, Tuesday, June 3, 2008**

The undersigned shareholder of Zix Corporation hereby appoints Richard D. Spurr and Barry W. Wilson, or either of them, as proxies, each with full power of substitution, to vote the shares of the undersigned at the above-stated annual meeting and at any adjournment(s), continuation(s) or postponement(s) thereof.

By executing this proxy, you acknowledge receipt of Zix Corporation's Notice of 2008 Annual Meeting of Shareholders and Proxy Statement and revoke any proxy or proxies given by you prior to the date hereof.

**THIS PROXY IS SOLICITED ON BEHALF OF OUR BOARD OF DIRECTORS AND, WHEN PROPERLY EXECUTED, WILL BE VOTED IN THE MANNER DIRECTED ON THE REVERSE SIDE. IF NO DIRECTION IS GIVEN, THIS PROXY WILL BE VOTED FOR THE PROPOSALS. THE PROXY HOLDERS WILL USE THEIR DISCRETION WITH RESPECT TO ANY OTHER MATTER THAT PROPERLY COMES BEFORE THE MEETING OR ANY ADJOURNMENT, CONTINUATION OR POSTPONEMENT THEREOF. THIS PROXY IS REVOCABLE AT ANY TIME BEFORE IT IS EXERCISED.**

**PLEASE VOTE, SIGN AND DATE ON THE REVERSE SIDE OF THIS PROXY CARD AND RETURN PROMPTLY IN THE ENCLOSED ENVELOPE.**

*(Continued and to be signed and dated on reverse side)*