



Ingrian Networks, Inc.

Management Team

EXECUTIVE SUMMARY: Ingrian Networks brings complete data privacy to the enterprise. With Ingrian DataSecure Platforms, organizations can protect critical data from both internal and external threats, and ensure compliance with legislative and policy mandates for security. DataSecure features a dedicated security appliance and specialized software that enables organizations to encrypt critical data in applications and databases. With its capabilities for granular encryption, seamless integration, and centralized key and policy security management, DataSecure enables organizations to guard against a range of security threats from within the data center and across distributed environments, with unparalleled ease and cost effectiveness. Ingrian is a privately held company backed by such investors as Globespan Capital Partners, HighBAR Ventures, Menlo Ventures, Partech International, and Prism VentureWorks. For more information, visit www.ingrian.com.

Michael Howard

President and CEO

Mr. Howard brings more than 25 years of industry experience to Ingrian, most recently serving as CEO and chairman of OuterBay, where he helped guide the company to its successful acquisition by HP in 2006. As OuterBay's executive leader, Howard set the overall strategic direction and vision for the company by leveraging his vast operational experience and application expertise. Before OuterBay, Howard served as vice president and general manager of VERITAS Software Corporation, the billion-dollar storage solutions vendor, where he managed its Internet Division. Prior to VERITAS, he was vice president of Oracle's data warehouse and business-to-business integration division where he managed development, marketing, business development, curriculum, and a \$1B product revenue center. Before that, he was a vice president and general manager at Information Builders. Howard received his bachelor of science with honors from the University of California at Berkeley.

Charles F. Nielsen

Chief Operating Officer

Mr. Nielsen has over 19 years experience in operations, supply chain management, resource planning, and finance. Prior to Ingrian Networks, Nielsen was Director of Business Operations for Nortel Networks, where he managed business operations units in Canada and Santa Clara. Before Nortel, Nielsen was Director of Finance for VLSI Technology, where

he was the global controller of the \$800-million Sales and TC group. He has also held positions as Controller/Logistics Manager for Spectra-Physics Lasers, Operations Controller at Raychem, and Cost Accounting Manager for Varian Associates.

Erich Baumgartner

Vice President of Sales and Marketing

Mr. Baumgartner comes to Ingrian with over 18 years of experience in the security and networking markets. Prior to joining Ingrian, Baumgartner served as Operations Director for Advanced Technology Security Sales at Cisco Systems, where he was responsible for developing and implementing Cisco's field sales strategies for security, and for acting as the field interface for security to corporate marketing, engineering, and product support organizations. Earlier, he served as Vice President of Worldwide Sales and Business Development at OKENA, Inc. At OKENA he was a member of the founding executive management team, and helped guide the company from inception to its successful acquisition by Cisco in 2004. Before OKENA, Baumgartner was Vice President of Worldwide Channel Operations for Axent Technologies, where he was responsible for marketing programs, recruitment, infrastructure and sales strategies for the 900+ Axent partners worldwide. Baumgartner has also held executives sales and marketing positions with Raptor Systems and Sun Microsystems.

Derek Tumalak

Vice President of Product Management and Engineering

Mr. Tumalak has over 13 years of product management and engineering experience in the technology industry. He has an extensive background in enterprise security, payment systems, and Internet messaging. Prior to joining Ingrian, Tumalak held several engineering leadership positions at E-Stamp Corporation where he was responsible for the company's electronic postage product offerings. He managed security and payment related activities for the solution and worked closely with the USPS to launch the product nationally. Mr. Tumalak also held engineering positions at Netscape Communications where he developed products for the messaging server division. Tumalak received his bachelor of applied science in computer engineering with honors from the University of Waterloo.

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