

Management Team

- **Louis Ryan - CEO & Chairman of the Board**

Mr. Ryan brings over 20 years of executive leadership to his position as Chief Executive Officer and Chairman of the Board. Mr. Ryan became a member of the company's Board of Directors upon completion of the merger of St. Bernard Software, Inc. with Sand Hill IT Security Acquisition Corp. in July 2006, and has served as Chairman of the Board of Directors since June 2008.

Mr. Ryan's extensive background in the technology industry includes roles as a co-founder and/or executive in several technology startups including Delrina and Living VideoText, which were both sold to Symantec Corp., and Entercept Security Technology, which was sold to McAfee Inc. Mr. Ryan also remains an active investor and /or board member for several companies including HydroPoint Data Systems, Inc., Paglo, Plastic Jungle, SprayCool, Network Chemistry, which was sold to Aruba, and Foundstone, which was sold to McAfee Inc.

- **David Smith - Senior Vice President, Worldwide Commercial Sales**

Mr. Smith is a career high technology sales executive with 20 years of senior sales management experience. Mr. Smith's career includes experience with high growth technology companies such as Frontrange Solutions where he helped the business grow from 60M to 130M, expanded into international markets and successfully helped integrate acquisitions. Mr. Smith was also a senior executive at 3Com Corporation where he ran sales and service and gained experience running a Billion dollar business with multiple distribution channels. Mr. Smith also served as an Area Director at Oracle Corporation where his team sold the Oracle Application Suite.

- **Bob Crowe - Vice President, Engineering – Web Security**

As Vice President of Engineering, Mr. Crowe brings over 20 years of development and management experience to his position leading all technical functions for the company. Mr. Crowe is one of the pioneers of content filtering, having worked in this market since the early 1990's. From 1992-2000, Mr. Crowe was a co-founder and Vice President of Engineering at Internet Products, then a leading provider of award-winning turnkey Internet servers which was sold to St. Bernard Software in 2001. This acquisition became the technology platform upon which the company's secure web gateway is based.

Jim Sackman - Vice President, Engineering – Messaging Security

Mr. Sackman brings nearly 25 years experience in hardware, embedded software, networking architecture and strategic product marketing to the company. His background spans executive-level engineering and management roles in global telecommunications, enterprise data communications, and information technology. A seasoned manager of complex engineering projects, Mr. Sackman has brought many successful business-to-business products to market, including Enterprise T-1 equipment, ATM switches, IPTV routers, and FTTH (fiber to the home). Prior to joining St. Bernard, Mr. Sackman served as Vice President of Engineering at Red Condor, which was acquired by St. Bernard Software. Mr. Sackman's career also includes five years as vice president of product strategy for Tellabs and four years as chief technical officer for Advanced Fiber Communications (AFC), which Tellabs acquired in 2004. Mr. Sackman received his Bachelor of Science in Computer Engineering from Rochester Institute of Technology. He holds four U.S. patents for inventions in the field of networking hardware infrastructure.

- **Ron Kaplan - Vice President, Product Management**

Mr. Kaplan has over 20 years of experience building and executing product and market strategies in technology, B2B, on-premises, SaaS, and security solutions. In his 12 years with the company, beginning with St. Bernard Software, now EdgeWave, Mr. Kaplan has shepherded the successful direction, development and launch of many IT security solutions. In his current position as V.P. of Product Management, he drives corporate direction and growth strategies for the iPrism Web Security and ePrism Email Security Suite product groups and is also responsible for the iGuard Internet Analysts Team. Mr. Kaplan has been instrumental in the successful launch of services added to the Email Security Suite, including Continuity, DLP, Encryption and Archiving. He has also steered the expansion of iPrism Web Security's services including the introduction of proprietary Hybrid Remoter Filtering and the new H-Series line of appliances.

- **Ian Thompson - Vice President, Technical Operations**

Mr. Thompson brings 20 years of technical support, customer service and operations management experience to the company. Mr. Thompson was Vice President of Central Services at technology company Mitchell International, where he led the organization to multiple national awards for technical support and service. Mr. Thompson also centralized customer service and order processing operations for catalog sales company Maintenance Warehouse, which was subsequently purchased by The Home Depot. He has held management positions at Continental Airlines, The Automobile Club of Southern California and the Institute for International Research, and has spoken on the topic of technical support operations at numerous industry conferences. He received his degree in education from Loughborough University of Technology in England.

- **Thalia R. Gietzen - Vice President, Finance**

Ms. Gietzen brings over 15 years of senior-level financial management experience within the technology industry to her position as Vice President, Finance. Prior to joining the company, Ms. Gietzen was the CFO at Vycera Communications, a \$20 million telecommunications company. Ms. Gietzen has also served as CFO at Communications Telesystems International, a telecom company that went from a start-up to over \$100 million dollars in annual revenue during her two-year tenure. Ms. Gietzen started her professional career in public accounting at Grant Thornton and continues to be a licensed CPA. Ms. Gietzen graduated Cum Laude from Cal State Northridge with a degree in Business Administration and Accounting.

- **Eric Bearden - Director of Human Resources**

Mr. Bearden has worked in human resources for technology companies for over 13 years. He is responsible for all human resources functions including compensation, benefits, employee relations, recruiting, and facilities. Prior to joining the company, Mr. Bearden held several HR positions at Macromedia, a publicly held San Francisco-based technology company, which was purchased by Adobe Systems in late 2005. Prior to Macromedia, he worked for a boutique HR agency in Seattle whose clients included many technology companies including Microsoft. Mr. Bearden is a member of the Society for Human Resources (SHRM) and is certified as a Professional in Human Resources (PHR). He received his Bachelor of Science degree from Auburn University in Auburn, Alabama.