



The
Data Center
Virtualization
Company

Fact Sheet

Company Name: Egenera, Inc.
Founded: March 2000
First Customer Ship: December 2001
Employees: 350
Headquarters: Marlboro, Massachusetts, U.S.A.
URL: www.egenera.com

Company Profile: Egenera is a global leader in delivering data center virtualization solutions that reduce costs and complexity for enterprises, service providers and public sector agencies worldwide. Focused on delivering solutions that simplify data center infrastructure, enable highly responsive businesses, and reduce long-term capital and operational costs, no other server or systems vendor has been able to match the agility Egenera provides with its integrated system of hardware and software.

Product Profile: The Egenera[®] BladeFrame[®] system and PAN Manager[™] software virtualizes compute, storage and networking infrastructure, and provide a full suite of integrated virtualization management services for high-availability, disaster recovery, dynamic re-provisioning, security and administration.

The innovative server architecture is specifically designed to reduce complexity and enable IT to respond rapidly to business requirements. Market-leading enterprises around the world trust Egenera to run their most critical applications and achieve higher resource utilization, faster application time to market and lower total cost of ownership.

Primary Industries Served: Financial Services, Banking, Service Provider, Telecommunications, Healthcare, Federal Government

Representative Customers: Albridge, America Online, Cambridge Health Alliance, Commerzbank North America, Credit Suisse, Daiwa Securities, Fisher Investments, Emory University, FreshDirect, Goldman Sachs, MEW-IS, Pioneer Investments, Putnam Investments, SAVVIS, Telstra, U.S. Census Bureau

Representative Alliances: AMD, EMC, Fujitsu Siemens Computers, Intel, Microsoft, Novell, Oracle, Red Hat, Reuters, SAP, Sybase, Citrix

Funding: \$150 million in private funding, over five rounds, from Kodiak Venture Partners, Spectrum Equity Investors, Fujitsu-Siemens Computers, Goldman Sachs, CSFB Private Equity, YankeeTek Ventures, Austin Ventures, Crosslink Capital, Lehman Brothers Venture Capital, UBS Capital, Mizuho Bank, Technology Crossover Ventures and Pharos Capital Group. \$45 million in long-term funding from Horizon Technology Finance LLC and Silicon Valley Bank.

Executives: Michael R. Thompson: president and chief executive officer; Vern J. Brownell: founder and chief strategy officer; Peter J. Manca: chief technology officer and executive vice president of

engineering; Al Lanzetta: executive vice president of operations and worldwide services; Nicholas M. Cheetham: senior vice president of worldwide sales; Subo Guha: senior vice president of business development

Primary Locations: Marlborough, Mass. (worldwide headquarters); McLean, Va.; New York, N.Y.; San Mateo, Calif., Neu-Isenburg, Germany; London; Hong Kong; Shanghai; Tokyo.