



The
Data Center
Virtualization
Company

Management

Egenera, Inc. has assembled an executive team with a proven track record in building technology companies. Likewise, the Company's senior managers have an average 20-plus years' experience working with the industry's foremost providers and users of enterprise-class hardware and software systems. As a result, Egenera products and services are developed based on first-hand knowledge of the challenges facing customers.

Executive Team

Michael R. Thompson: President and Chief Executive Officer

With over 25 years in enterprise technology sales and operations, Mike Thompson leads Egenera as President and CEO.

He joined the Company in early 2002 as COO, just as product shipments were getting underway. Since then, Egenera has evolved into one of the fastest-growing technology companies of the past 20 years, with sales, distribution and support worldwide. Prior to Egenera, Thompson was Senior Vice President of Worldwide Sales and Marketing at Stratus Technologies, where he also served on the board of directors. During his Stratus tenure, Thompson managed a 400-person operation generating more than \$700 million in annual revenues through direct and indirect channels.

Prior to Stratus, Thompson served as Director of U.S. Sales Operations for the financial line of business at Tandem Computers, directing sales and support to the nation's top 120 finance accounts. Earlier, at Burroughs Corporation, he focused on driving sales to the Fortune 50.

Thompson holds a bachelor of science degree in mathematics from Southern Connecticut University.

Vern J. Brownell: Founder and Chief Strategy Officer

Vern Brownell founded Egenera in March 2000 based on his experiences as the Chief Technology Officer at Goldman Sachs, where he and his staff of 1,300 were responsible for worldwide technology infrastructure including data centers, data networking, telecommunications and trading-floor operations. During his 11 years with the Wall Street leader, Brownell developed a keen appreciation for how the complexity of legacy server deployments both increased costs and compromised agility. Convinced that nothing short of a totally new approach to computing could solve the full range of problems he repeatedly encountered, Brownell devised the Egenera BladeFrame[®] system and its Processing Area Network (PAN) architecture, and formed Egenera to transform his concepts into reality.

Today, as Chief Strategy Officer, Brownell remains the visionary behind the business value that Egenera brings to customers through its breakthrough technology. He drives Egenera's strategic technology direction and counsels customers.

Prior to his tenure at Goldman, Brownell served as Manager of Engineering at Stratus Computer and Ztel Corporation. He began his career as a Principal Engineer at Digital Equipment. Brownell's background as

both a developer and user of technology gives Egenera the ideal perspective for building the next generation of data center infrastructure.

He serves on the board of COPAN Systems and holds a master of business administration degree from Anna Maria College as well as a bachelor of engineering degree in electrical engineering from Stevens Institute of Technology.

Peter J. Manca: Chief Technology Officer and Executive Vice President of Engineering

Pete Manca brings over 20 years' experience in enterprise computing to Egenera. His expertise spans a wide range of critical enterprise data center technologies including virtualization, operating systems, large-scale architectures and open standards. In particular, his leadership and experience in virtualization technologies has led to the continued progression of Egenera's advanced PAN (Processing Area Network) architecture. As CTO and EVP of Engineering, Manca leads product planning by working directly with customers to understand their most difficult challenges and guide Egenera's architecture, hardware and software engineering teams to translate those requirements into solutions.

Prior to Egenera, Manca served as Vice President of Engineering at Hitachi Computer Products America with responsibility for operating systems and enterprise middleware products—contributing to the development of the world's then-fastest commercial supercomputer. While a Software Engineer with Encore Computer, he began cultivating his specialty in distributed operating systems as a member of the team that built the first commercial system based on MACH technology. He has also held senior engineering and management positions with Prime Computer and Racal Interlan.

Manca holds bachelor of science and master of science degrees in electrical engineering from Worcester Polytechnic Institute (WPI), where he has taught operating systems and networking at the graduate level. Long a champion of open standards, Manca also has actively participated in the X/Open and Open Software Foundation (OSF) consortiums.

Donald R. Peck: Executive Vice President, Chief Financial Officer and Treasurer

Don Peck brings decades of financial and executive leadership experience to Egenera. As Executive Vice President, CFO and Treasurer, Peck oversees Egenera's global finance and legal organizations.

Prior to Egenera, Peck served as Executive Vice President and CFO at First Marblehead, an industry leader in providing outsourcing services for private, non-governmental, education lending in the United States. During his tenure, he grew the company's financial infrastructure, played a key role in its successful public offering and established business processes that helped drive the visibility and predictability of the business. Prior to that, Mr. Peck was the President of Lenox Partners, a finance and legal advisory firm, and earlier, the CFO and General Counsel at Zeborg, Inc. At Zeborg he led financial, legal and operational initiatives, transitioning the company from a start-up consulting services model to a software technology provider. There, he grew revenues and reduced costs to achieve positive cash flow and profitable operations. He has also held the role of CFO and General Counsel at Marketmax, Inc. (acquired by SAS Institute) where he successfully completed bridge financing and private placement efforts during the down market and worked with senior management to set the company's product development strategies.

Mr. Peck spent 10 years as an attorney with Nutter, McClennen & Fish LLP in Boston before rejoining the commercial side of business. He received his J.D. from Cornell Law School and B.S. in business administration from the University of Rhode Island. He is also admitted to practice law before the Federal and State Courts in Mass. and R.I., and is a Certified Public Accountant in Conn.

Al Lanzetta: Executive Vice President of Operations and Worldwide Services

With a wealth of knowledge and experience from over 30 years in operations, finance, manufacturing and customer service, Al Lanzetta leads Egenera's Operations and Services on a global basis.

Lanzetta joined Egenera from EMC Corporation, where he served as Vice President of Global Field Operations and Field Support for EMC Global Services guiding a worldwide staff of 3,000 professionals responsible for customer service field operations, field support, logistics and contracts administration. Prior to this, he was Vice President of Global Customer Service for the Data General division of EMC, directing the worldwide activities of a \$250 million profit center and exceeding targets for customer satisfaction and revenue. Earlier, Lanzetta was Vice President of the Manufacturing Services Division and Repair Unit for Data General Corporation, where he created a business that marketed and sold repair and logistics services to third parties. During his career at Data General, Lanzetta held positions ranging from Corporate Manufacturing Controller to Director of the Manufacturing Services Division.

After serving in the United States Marine Corps, Lanzetta earned a bachelor of science degree in business administration from Clark University and a master of business administration degree from Babson College.

Nicholas M. Cheetham: Senior Vice President of Worldwide Sales

With more than 25 years' experience in enterprise technology, Nick Cheetham leads Egenera's global sales organization, focused on delivering client value and business growth on a worldwide basis. Cheetham previously served as Egenera's Vice President of Sales in EMEA, where he was instrumental in driving the success of the company's OEM partnership with Fujitsu Siemens Computers.

Prior to Egenera, Cheetham served as Northern Regional Director for Stratus Technologies and drove the launch and growth of the first fault-tolerant Microsoft Windows Server offering, gaining over 50 new blue-chip clients in just 18 months. The preceding 10 years with Sequent Computer Systems included developing the South African business to over \$30M annually, being the catalyst for the successful launch of the Scottish operation, and delivering the largest single order in the company's history while earning many top European and worldwide sales and sales-management awards. Cheetham began his career in engineering and pre-sales roles in Racal and Sun Microsystems, respectively.

Cheetham holds a first class bachelor of science degree in physics and microelectronics from the University of Leicester, England.

Subo Guha: Senior Vice President of Business Development

Subo Guha brings nearly two decades of business development and marketing experience to Egenera. As Senior Vice President of Business Development, Guha oversees Egenera's global partner relationships.

Prior to Egenera, Guha served as Director of Enterprise Software Marketing at Dell Inc., responsible for the company's enterprise virtualization, systems management and security business and partner alliances. As a key contributor to Dell's ascent in market share in the United States, as well as growth in the company's virtualization and systems management business, Guha is well versed in defining and executing on global business development plans. Earlier, Guha was Director of Global Server Marketing and Global Services Marketing for Dell's award winning PowerEdge servers, DellEMC and PowerVault storage and software solutions. He has also held senior roles at NCR Corporation.

Guha holds a bachelor's degree in engineering from the Indian Institute of Technology in Kharagpur, India, a master's degree in engineering from Southern Illinois University and a Ph.D. in business administration from the Darla Moore School of Business at the University of South Carolina. He has been published in numerous business journals on MIS and business process reengineering.

Outside Directors

William P. Collatos, Co-founder and Managing General Partner, Spectrum Equity Investors

Collatos co-founded Spectrum in 1993 and has been involved in private equity investing for more than 20 years. He began his career as a banker lending money to startups, eventually heading the media lending group at Fleet Bank. He joined TA Associates in 1980 as an associate, ultimately becoming general partner. While at TA, he was one of the founding partners of Media/Communications Partners, a spin-off of the firm. Collatos has sourced and managed investments across a wide range of communications companies both domestically and in Europe, including cellular, radio, publishing, network infrastructure, and voice/data services providers. He holds an AB in economics from Harvard College and is on the boards of Access Television Network, Inc.; CBSI; and Surebridge, Inc.

Robert M. Dutkowsky, Chief Executive Officer

Dutkowsky joined Tech Data in October 2006. He has nearly 30 years experience in the IT industry including senior management positions in sales, marketing and channel distribution with leading manufacturers and software publishers IBM, EMC and J.D. Edwards. His IT career began in 1977 with IBM. During his 20 years with IBM, he served in several senior management positions including executive assistant to former IBM CEO Lou Gerstner and vice president, Distribution – IBM Asia/Pacific. Prior to joining Tech Data, Mr. Dutkowsky was chairman, president and CEO of Egenera, Inc., a utility computing company based in Marlboro, Mass. He earned a bachelor's degree in labor and industrial relations from Cornell University.

David Epstein, Venture Advisor, Crosslink Capital

Epstein joined Crosslink in 2001. Prior to this, he had been starting, managing and helping high-tech companies grow for more than 20 years. His experience includes work in the Silicon Valley venture-capital community and advising several early-stage companies in the Internet, software, wireless, semiconductor and computer-systems arenas. Recently, Epstein was interim CEO for a venture-backed technology company and served as strategic consultant to Transmeta Corporation. Prior to that, he was president and CEO of XStream Logic where he helped build an organization and strategy to compete in the network processor arena. Epstein was founding CEO of Raycer Graphics, vice president of engineering at NexGen and VP of engineering at Kendall Square Research. He started his career at Data General as a CPU designer, chronicled in Tracy Kidder's "Soul of a New Machine." Epstein serves on the editorial board of the *Microprocessor Report*, and is named on 13 patents in computer architecture and systems. He earned BSEE and MSEE degrees from the University of Wisconsin and an MBA from Boston University.

Charles Kane, Chief Financial Officer, One Laptop Per Child (OLPC)

Kane is the chief financial officer of One Laptop per Child (OLPC), a non-profit organization created to design, manufacture and distribute laptops that are sufficiently inexpensive to provide every child in the world access to knowledge and modern forms of education. Prior to OLPC, Mr. Kane held CFO roles at RSA Security (acquired by EMC Corp.), Aspen Technology, and Informix Software (acquired by IBM Corp.). He also served as president and CEO of Corechange Inc. (acquired by Open Text Corp.), in addition to executive positions at Stratus Computer, Prime Computer and Deloitte and Touche. Mr. Kane is a CPA and a Senior Lecturer teaching International Finance at the Sloan Graduate School of Business at MIT.

Rick Kimball, Founding General Partner, Technology Crossover Ventures

Kimball has been a venture capitalist and technology investor for more than 20 twenty years. Prior to founding TCV he was a managing director at Montgomery Securities, where he spent over 10 years focusing on telecommunications and data communications as both a venture capitalist and senior equity research analyst. As a senior securities analyst, he played a pivotal role in identifying, sourcing and

executing several preeminent initial public offerings, including StrataCom, Chipcom and FORE Systems. Rick's research received number one Institutional rankings from Greenwich Associates and "Home Run Hitter" accolades from Institutional Investor Magazine for his timely buy call on StrataCom, the top-performing growth stock of 1994. Rick graduated Cum Laude from Dartmouth College with an bachelor's degree in history and received a master of business administration degree with an emphasis in finance from the University of Chicago. He is currently on the board of directors of Vastera and several private companies. Rick also serves as a director to the Intel 64 Fund.

Louis J. Volpe, Managing General Partner, Kodiak Venture Partners

Prior to joining Kodiak, Volpe was president, chief operating officer and director of ArrowPoint Communications where he was responsible for all of ArrowPoint's functional organizations and focused on managing worldwide operations to achieve company growth objectives. ArrowPoint had a successful IPO in March 2000 and was acquired by Cisco Systems for \$5.5 billion in June 2000. Prior to joining ArrowPoint, Volpe was senior vice president of worldwide sales and marketing and a member of the board of GeoTel Communications, which was acquired by Cisco Systems in June 1999. He joined GeoTel early in its developmental stage and was a major contributor in building its worldwide sales and marketing presence. He was also instrumental in guiding the company through its IPO and eventual \$2 billion acquisition. Previously, he served as senior vice president of marketing and operations for Parametric Technology Corporation from 1989 to 1994. Before Parametric, he was an executive at Prime Computer. Volpe has been an active investor and board member of a number of companies including Atria (acquired by Pure) and Softdesk (acquired by Autodesk). He sits on the boards of Azimuth Systems, CXO Systems, Egenera, GTESS, IE-Engine, IMlogic (chairman), RulesPower (chairman), and sentitO Networks. Volpe received a bachelor of arts degree from Tufts University and master of business administration from Boston University.