



# Corporate Overview and Quick Facts

## About Egenera

Egenera makes every data center a reliable dynamic data center, quickly and easily. The company's integrated solutions and professional services are trusted globally to deliver proven value through agility and availability. Egenera products and services guarantee wire-once, always-on physical and virtual management across the data center with measurable savings.

Company Name:	Egenera, Inc.
Founded:	March 2000
Employees:	200
Headquarters:	Marlboro, Massachusetts., U.S.A.
URL:	<a href="http://www.egera.com">http://www.egera.com</a>
Blog:	<a href="http://blog.egera.com">http://blog.egera.com</a>

## Software Solutions Portfolio

**PAN Manager® software by Egenera®** is the leader in unified virtual and physical infrastructure orchestration solutions. Customers worldwide standardize on PAN Manager's reliable architecture, which is based on industry standards and supports popular hypervisors, SANs and server platforms. PAN Manager eliminates data center complexity cost effectively to reduce operational and capital expenditures by up to 70 percent.

- PAN Builder™ software by Egenera® enables IT staff to effortlessly configure, control and monitor data center resource pools, including physical servers, virtual servers, storage and networks. PAN Builder provides on-demand provisioning, policy-based monitoring, chargeback, unified physical and virtual server management, an intuitive point-and-click interface and customizable administrator security. In addition, PAN Builder seamlessly integrates virtual machine technology, providing integrated support for virtual servers.
- PAN Server Portability™ software by Egenera® enables the secure and guaranteed migration for every server, for both scheduled and unscheduled events, delivering the industry's most rapid and predictable recovery time. On failover, each server's identity including network and storage mappings is automatically preserved and re-established without user intervention.
- PAN Portability™ software by Egenera® protects customers from the risks of data center outages by bringing the data center fully back online in minutes—each time, every time—without complex workflows or costly infrastructure mirroring. The solution enables multiple server configurations to be moved fluidly for maximum asset utilization and rapid backup site redeployment. PAN Portability ensures a fully tested and verifiable disaster recovery plan that meets today's compliance requirements.

## Integrated Solutions Portfolio

Egenera's PAN Manager combines the utility of stateless servers, an intelligent communications fabric, and I/O virtualization, allowing customers to provision systems and allocate resources in minutes and optimize business-critical and mission-critical applications and services in real time.

PAN Manager is integrated into the following turnkey unified computing solutions:

- Egenera BladeFrame® is Egenera's flagship integrated solution, offering customers unprecedented agility, reduced total cost of ownership and total data center simplification.
- Dell™ PAN System combines Dell PowerEdge™ rack and blade servers with PAN Manager software. It is an ideal system for those looking to provide mission-critical availability—across both physical and virtual server infrastructures—to their Dell environment with low cost and low complexity.
- PRIMERGY BladeFrame from Fujitsu Technology Solutions is built on the same platform as the Egenera BladeFrame and is available exclusively in EMEA.

## Global Customer Base

Egenera solutions and services are trusted globally by hundreds of enterprises, service providers and government agencies. Representative customers include Betfair, Commerzbank North America, Credit Suisse, Daiwa Securities, ExactTarget, Fisher Investments, Emory Healthcare, FreshDirect, Hong Kong Housing Society, NYFIX, PetroChina East China Region Sales, Pioneer Investments, Quantros, SAVVIS, Standard Chartered Bank, Telstra and the U.S. Census Bureau.

## Global Partner Ecosystem

To meet customer needs for added value, Egenera maintains partnerships with the world's leading technology companies including 3PAR, AMD, Citrix, Dell, EMC, Fujitsu Technology Solutions, Intel, Microsoft, NetApp, Novell, Oracle, Red Hat, SAP, Symantec and VMware.

### Executive Leadership

Michael R. Thompson: President, Chief Executive Officer and Chairman

Vern J. Brownell: Founder and Chief Strategy Officer

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

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

Christine Crandell: Executive Vice President, Global Marketing and Chief Marketing Officer

Al Lanzetta: Executive Vice President of Operations and Worldwide Services

### Board of Directors

Michael R. Thompson: President, Chief Executive Officer and Chairman, Egenera, Inc.

Vern J. Brownell: Founder and Chief Strategy Officer, Egenera, Inc.

Bob Crants: Co-founder and Managing Partner, Pharos Capital Group, LLC

Jim Phillips: Partner, Pharos Capital Group, LLC

Miles Arnone: Managing Director and Technology Group Head, American Capital

Tim Huelskamp: Associate, American Capital

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



#### East Coast Headquarters

Egenera, Inc.  
165 Forest Street  
Marlboro, MA 01752  
U.S.A.  
Main: 508-858-2600  
Sales: 508-858-3600  
Fax: 508-481-3114  
www.egera.com

#### West Coast Headquarters

Egenera, Inc.  
5201 Great America Parkway  
Suite 446  
Santa Clara, CA 95054  
U.S.A.  
Main: 508-858-2600

#### Europe/Middle East/Africa

Egenera Ltd.  
Egenera Ltd.  
Squires House  
205A High Street  
West Wickham  
Kent BR4 0PH  
United Kingdom  
Voice: +44 208 133 8678

#### Asia Pacific Headquarters

Egenera, K.K.  
Shinjuku NS Bldg. 6F,  
2-4-1 Nishishinjuku,  
Shinjuku-ku  
Tokyo 163-0806 Japan  
Voice: +81-3-5321-7157  
Fax: +81-3-5321-7158  
japan.egera.com