



The
Data Center
Virtualization
Company

Corporate Overview

The Company

Egenera is a global leader in delivering data center virtualization solutions that reduce costs and complexity for enterprises 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.

Forty years of innovation have left a legacy of piece parts and inefficiency in most data centers. Today, providing infrastructure support for critical applications is costly and time intensive, requiring dedicated hardware and operating systems that are over-provisioned and complicated to manage. Egenera was born out of one customer's realization that unlocking the power of the data center would require a wholly new approach. The resulting Processing Area Network (PAN) architecture is the foundation for next-generation data centers.

The Egenera® BladeFrame® system uses the patented PAN architecture to fuse diskless, stateless blade servers with a high-speed switch fabric and unique virtualization software to dynamically allocate servers to applications as needed. Market-leading enterprises, service providers and public sector agencies 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.

The Market

Egenera's market opportunity is the combined Linux, Unix, Solaris and Windows components of the overall server market, which is closely linked to ongoing investment in both off-the-shelf and custom applications. Increasingly, these applications are deployed in a network-enabled environment characterized by virtualization management challenges, volatile loads, time-to-market imperatives, and rapid change.

The Solution

Egenera has pioneered a new computing architecture – the patented Processing Area Network – that attacks the root cause of data center complexity to deliver an integrated, agile platform designed for critical applications.

Much like storage area networking, Egenera data center virtualization software manages application processing across a pool of shared resources that are centrally managed. This assures high availability and flexibility, while enabling efficient use of resources and higher asset utilization overall.

The Egenera system combines the utility of stateless servers with Egenera® PAN Manager™ software that virtualizes processing, storage and networking resources into a “computing fabric.” Now, customers can provision systems and allocate resources in minutes – not days, weeks or months – to optimize business- and mission-critical applications in real time. Moreover, Egenera doesn't lock customers into proprietary

architectures. The Egenera system uses industry-standard x86 processors and offers widely used operating systems – Linux, Windows and Solaris – giving customers the flexibility to mix-and-match the right resources for each application.

To bring the benefits of data center virtualization to a wider range of applications and environments – and provide a common computing platform across the enterprise – Egenera offers a smaller system that mounts easily in an industry-standard rack. This platform is well suited for branch offices, call centers, remote sites, business units and development teams that would benefit from data center virtualization but do not require the capacity of a full system.

Market-leading enterprises around the world trust their most critical applications to Egenera every day.

Executive Leadership

Egenera's leadership team is comprised of seasoned professionals with extensive industry experience and domain knowledge, as well as a proven record of leadership in successful technology organizations.

Michael R. Thompson: president and chief executive officer

Vern J. Brownell: founder and chief strategy officer

Peter J. Manca: executive vice president of engineering and chief technology officer

Donald R. Peck: executive vice president, chief financial officer and treasurer

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

Board of Directors

Vern J. Brownell: founder, executive vice president and chief technology officer, Egenera, Inc.

William P. Collatos: managing general partner, Spectrum Equity Investors

Robert M. Dutkowsky: president and chief executive officer, Tech Data

David Epstein: venture advisor, Crosslink Capital

Charles Kane: chief financial officer, One Laptop Per Child (OLPC)

Rick Kimball: founding general partner, Technology Crossover Ventures

Michael R. Thompson: president and chief executive officer, Egenera, Inc.

Louis J. Volpe: co-managing general partner, Kodiak Venture Partners

Company Data

Founded: March 1, 2000

Number of Employees: 350

Funding

In October 2000, Egenera secured \$20 million in first-round venture funding from Kodiak Venture Partners, Spectrum Equity Investors, Goldman Sachs, CSFB Private Equity, YankeeTek Ventures and private investors. In July 2001, the Company received \$30 million in second-round funding at which time Austin Ventures joined the Egenera investor group. In June 2002, the Company raised \$44 million in third-round financing with Crosslink Capital, Lehman Brothers Venture Capital, UBS Capital and Mizuho Bank joining the Egenera syndicate. The Company's fourth round of venture funding, in the amount of \$30 million, was secured in December 2003. New investor Technology Crossover Ventures led the round, with strong support from previous investors. In April 2005, the company secured \$45 million in long-term funding from Horizon Technology Finance LLC and Silicon Valley Bank. A \$26 million fifth round of private financing was raised in August 2006, at which time Pharos Capital Group and Fujitsu Siemens Computers became Egenera investors.

Headquarters

Egenera, Inc.
165 Forest Street
Marlboro, MA 01752
Phone: (508) 858-2600
Fax: (508) 481-3114
URL: www.egenera.com

Europe/Middle East/Africa Headquarters

Egenera Ltd.
FSC Campus
The Boulevard
Cain Road
Bracknell, Berkshire RG12 1HH
United Kingdom
Phone: 44 (0)1344 475237
Fax: 44 (0)1344 475775

Asia Pacific Headquarters

Egenera (Hong Kong) Limited
Suite 1903
Central Plaza
18 Harbour Road
Wanchai, Hong Kong
Phone: 011 852-2877-9101
Fax: 011 852-2877-8611

Japan 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
URL: www.egenera.com/jp/

For More Information Contact

Gillian Farquhar
Director of Public Relations/Analyst Relations
Egenera, Inc.
Phone: (508) 858-3262
E-mail: gfarquhar@egenera.com

Egenera, and Egenera stylized logos are registered trademarks of Egenera, Inc., in the U.S. and/or other countries. All other company and product names are trademarks or registered trademarks of their respective holders. The information in this document is subject to change without notice.