

## Introduction

Enigmatec is the leader in enterprise data center automation enabling IT organizations to significantly reduce costs by automating complex, time consuming IT processes with the result of improving business agility and enhancing service reliability.

Our patented automation platform enables best-of-breed IT policy and service-level management, unleashing the power of leading virtualization and provisioning solutions by dramatically reducing the labor costs required to operate them. Our packaged automation solutions include Virtual Environment Automation (the Enigmatec Virtual Orchestrator - "EVO") and High Availability / Disaster Recovery Automation (the Enigmatec Automated Disaster Recovery - "ADR" solution). Our global customers rely on Enigmatec as a foundation technology for their Utility Computing initiatives and enjoy reduced IT operations costs, improved application availability and performance, and increased system utilization.

## Our Technology

Enigmatec flagship product, the Execution Management System (EMS), is the leading cross-platform policy-based automation solution. EMS combines powerful IT process automation with strict policy-based control to allocate resources to the applications and users that need them in real-time. With little or no manual intervention, EMS continually monitors service levels to ensure business performance is on target.

EMS is offered as a flexible, extensible automation platform with adapters to major third-party servers, software, and devices. EMS includes a combination of features that makes it the most complete policy-based automation solution available today:

- a patented peer-to-peer command and control **Automation Platform**,
- a powerful **Workflow/Policy Design Studio**,
- adapters to many major **third-party platforms and applications**,
- and a sophisticated **Operations Portal**.

EMS provides the automation engine for EVO and ADR. The standard shipped policies and workflows can easily and rapidly be tailored to an organizations specific process and requirements.

## About IT Process Automation:

IT process automation, or run book automation (RBA) as it is sometimes known, is fast becoming a key IT initiative in many organizations. As drivers like ITIL have pushed organizations to become more mature in the way they define and support processes, the next step on the maturity curve is to start automating them.

IT process automation is about removing the manual interactions or steps in an IT process to provide a consistent and accurate approach to executing a task or workflow which in turn will increase task efficiency and ensure business agility.

Industry experts and analysts agree that IT process automation can transform a business and deliver significant competitive advantage.

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## A New Approach to IT Automation:

EMS provides a powerful solution to the increased complexity of the data center by automating complex, repetitive scripted or manual tasks. EMS can automate IT procedures at any level, from shutting down a server gracefully, to moving an entire suite of applications to a disaster recovery site, to automatically provisioning a virtual server environment for a developer.

With embedded service level monitoring and control throughout, EMS not only does the work for you, but ensures that resources are always allocated within strict business and IT policy guidelines. IT processes are codified as powerful, flexible services and can be tested, maintained and documented from a single design interface.

Our run-time environment ensures scalability and no single point of failure, based on patented peer-to-peer technology.

Finally, EMS continually tracks both real-time and historic service level performance, providing unprecedented levels of operational command and control.

## Our Solutions

**For Virtual Environments:** EMS automates the complex provisioning demands of distributed development and test lab teams, by taking the operational burden out of set-up, tear-down, and user management activities. EMS provides a self-service portal to allow users to request virtual environments, as well as a powerful set of pre-built policies to manage virtual machine lifecycle, permissioning, user access, licensing, and load balancing operations.

**For High Availability & Disaster Recovery:** EMS senses failure or changes in demand at any level in the application stack, including server, operating system, database, storage, application server, etc. and executes the procedures required to safely move an entire business application to other available resources, or to rebalance resources to meet service level agreements.

**Customized Solutions:** Our global customers are solving their most important automation challenges with EMS in a variety of critical deployments, tailored to their unique requirements. EMS's flexibility, extensibility, and powerful graphics workflow design tool simplifies the most complex IT operations automation projects, including:

- Automated Server Provisioning and Management
- On-Demand Resource Allocation for Utility Computing
- Automated Desktop Provisioning and Management

## Our History

Founded in 2002 to commercialize advanced distributed-systems research from Cambridge and Edinburgh Universities, Enigmatec is a privately held software company backed by Amadeus Capital Partners, Intel Capital, Pentech Ventures, and Herald Ventures.

## Our Honors

In February 2007, Enigmatec was chosen as a finalist in the Financial Sector Technology Awards 2007 for our innovative work in automated High Availability for major global financial institutions. In July 2006, Enigmatec was chosen as runner-up, Best Virtualization Provider, by the readers of Waters Magazine. Enigmatec was also part of the JPMorgan Credit Derivatives Infrastructure Refresh (CDIR) project, which won "Best Technology Initiative" at the American Financial Technology Awards (AFTAs), in December 2005. Also, in November 2005, Enigmatec was honoured with an InfoWorld 100 Award for the most "Innovative Corporate IT Solutions."

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## Our Leadership

Enigmatec is led by a skilled team of executives from the high technology and financial services industries that have proven track records of delivering successful mission-critical technology deployments and building leading technology companies. Our executive team brings a winning combination of start-up experience and a focus on customer value to Enigmatec and includes:

### Peter O'Neil, Chief Executive Officer

Peter brings a wealth of experience to Enigmatec, having held senior positions at Hewlett-Packard, Sequent, KPMG and most recently Fortent Inc. (formerly Searchspace, Ltd.), where he was responsible for driving significant revenue growth over the past seven years. Fortent offers risk monitoring software for banks and as executive vice president of worldwide sales and support, Peter was instrumental in building and driving the sales management and support teams in the US, UK, France, and Germany. Peter also spent nine highly successful years at Sequent, most recently as senior vice president for worldwide sales and professional services. Peter holds a BSc. (Hons) in Physics from Aston University.

### Grant Anthony, Chief Financial Officer

After a period consulting at mBlox, a mobile messaging infrastructure company, Grant moved to Enigmatec in March 2005. He started his career in practice at Horwath Clark Whitehill, where he spent twelve years including several at Senior Management level carrying out due diligence assignments in both Europe and the US. He was subsequently a co-founder and Finance Director of a successful niche commercial interior design and build company, Denton Associates. Grant is a qualified Chartered Accountant and has a degree in Economics and Accounting from Hull University.

### Duncan Johnston-Watt, Chief Technology Officer

Duncan is the principal founder of Enigmatec Corporation. He has over twelve years experience developing technology for the financial services industry specialising in the development of large-scale systems including the global FX and Money Markets data delivery infrastructure for BNP and the Fixed Income analytics infrastructure at UBS. In April 1998 Duncan joined the Reuters Group subsidiary, Instinet Corporation where he led the development of their new Fixed Income brokerage platform that was launched in March 2000 becoming Managing Director, Fixed Income Technology in May 2000. At Instinet he pioneered the use of Java enterprise technologies in Financial Services. In recognition of this work he was nominated for a Computerworld Smithsonian Award in April 2000. Duncan holds an MSc in Computation from Oxford University.

### Dean Sheehan, VP Engineering

Dean is responsible for the Enigmatec's Product Development group and brings more than 18 years of industry experience in distributed systems and distributed transaction software development leading him to be the principal architect of Enigmatec's Management System platform and tools. Previously, Dean has been involved in significant high-value complex software development projects in Financial Services and earlier roles include CTO & Co-Founder of Isocra, Senior CORBA & ORM Consultant at Valtech, Senior Software Engineer with Santa Cruz Operations and, on graduating from Canterbury University, Software Engineer at both Praxis and Logica. Dean holds a 1st class honors degree in Computer Science and Professional Management Qualifications.

### Graeme Clark, VP Sales

Graeme heads Enigmatec worldwide sales efforts and brings with him more than 15 years experience in the software industry. Graeme has held various sales and management roles in leading software firms, including Sun Microsystems and Peoplesoft, and most recently at Fortent (formerly Searchspace). At Fortent, Graeme was initially responsible for setting up the sales organization in the UK and Europe and then replicated his success

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over the next four years by establishing Fortent's sales organization in New York for the North American region. Graeme holds a BA in English Literature.

## Anthony Bryce, Director of Product Management

Anthony is responsible for Enigmatec's product direction and go-to market messaging. As the link between product development and the field, Anthony ensures that Enigmatec continue to deliver market leading solutions by driving market and customer requirements into the product roadmap. Having spent the last 10 years at BMC Software managing BMC's Service Impact and Event Management product lines, Anthony has considerable experience in the enterprise systems management space. Anthony spent several years at BMC's offices in Silicon Valley working on BMC's Business Service Management (BSM) strategy before returning to the UK and joining Enigmatec in January 2008. Anthony has a BSc. (Hons) in Computer Science from Hertfordshire University.

## Rick Cronin, Technical Director

Rick heads the technical services division at Enigmatec delivering high profile, high value solutions for our customers. With over twenty years in the Systems Management industry as customer, systems integrator and as an independent software vendor, Rick started his career at the Open University in Operations before moving to Abbey National. At Abbey he implemented new solutions for monitoring, event management, scheduling, change management and security administration. Most recently Rick worked as a solution specialist at BMC Software where he was responsible for taking newly acquired technology to market.

## Our Team

Enigmatec brings together over 60 highly experienced engineers, consultants, and software industry veterans. Our global reach includes offices in London and New York.

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