

CORPORATE BACKGROUNDER

Centrify Corporation

Centrify at a Glance

- Leading provider of auditing, access control and identity management solutions that centrally secure an organization's cross-platform environment using Microsoft Active Directory.
- Founded in March 2004 by Tom Kemp, former cofounder of NetIQ Corporation, and staffed with senior managers and technical personnel from companies such as Microsoft, Legato, Zantaz, Novell and Netscape.
- Headquartered in Sunnyvale, California, with field offices throughout the United States and European Headquarters in Reading, UK.
- Over 1,000 customers, including 38% of the Fortune 50.
- The Company's products are available in the Centrify Suite which provides auditing, access control and identity management to centrally secure cross-platform systems, web applications, databases and enterprise applications using Microsoft Active Directory.
- The company sells its products directly, through OEMs, and through reseller and system integrators worldwide.
- 7x24 worldwide technical support.
- Over \$36 million in Venture Capital raised, making Centrify one of the most well-funded software companies in the identity and access management market.
- Technology partners include Microsoft, Apple, Red Hat, IBM, Novell, VMware, Hewlett-Packard, Sun Microsystems, Attachmate, and Citrix.



Company Vision

Delivering centralized identity and access management is one of the top compliance and security challenges facing IT departments today. Corporate officers are requiring IT managers to meet a growing number of compliance requirements. This includes closely managing and auditing who has access to key systems and putting policies and reporting in place to prove it. This task is frustrated

by the fact that their environment consists of a diverse set of Windows, UNIX, Linux and Mac systems and applications with access controlled through multiple identity stores, inefficient processes, and ineffective or non-existent policy enforcement. At the same time, budgetary pressures are forcing them to look for ways to do even more with less.

Centrify's vision is to tie these disparate systems and applications into a secure, connected computing infrastructure with Active Directory at its center. Active Directory is a standards-based, enterprise-class directory that most companies already own — Gartner projects that by the end of 2010, at least 90 percent of midsize and large enterprises will have deployed Active Directory in their internal infrastructure. Alternative solutions that can help these organizations consolidate and centralize their identity and access management are highly proprietary, very costly to deploy, lack comprehensive auditing capabilities and require painful changes to their existing IT infrastructure. Only Centrify delivers the complete “3As” of identity management — Authentication, Authorization and Auditing — leveraging Active Directory across the enterprise.

Customers and Target Audience

More than 1,000 enterprise customers, including 38% of the Fortune 50, have selected the Centrify Suite for its quick-to-deploy and easy-to-manage approach for securing their heterogeneous computing environment. A common profile of these customers is the following:

- Have large numbers of Windows, UNIX, Linux and Mac systems and a mix of heterogeneous web-based applications and databases from vendors such as IBM, Oracle and SAP as well as Open Source solutions such as Apache and JBoss.
- Use Active Directory to manage Windows user accounts.
- Have a variety of identity stores that control access to non-Microsoft systems and applications – identity stores that may be only loosely integrated, or un-integrated, with each other and with Active Directory.

Customers include 7 of the largest pharmaceutical firms, financial institutions such as **Société Générale**, retailers to help with PCI compliance, health industry organizations, higher education, and government at all levels.

Solution Profile

Centrify's auditing, access control and identity management solutions centrally secure cross-platform systems, web applications, databases and enterprise applications using Microsoft Active Directory. Centrify DirectControl secures non-Microsoft platforms using the same authentication and Group Policy services deployed for Windows environment. Centrify DirectAuthorize centrally manages and enforces role-based entitlements for fine-grained control user access and privilege on UNIX and Linux systems. Centrify DirectAudit delivers auditing, logging and real-time monitoring of user activity on non-Microsoft systems. Built on a common architecture, the seamlessly integrated Centrify Suite of solutions helps to improve IT efficiency, strengthen regulatory compliance initiatives, and centrally audit and control access to a heterogeneous computing environment. Using the Centrify Suite, customers can:

- **Better comply with regulatory requirements.** Centrify DirectControl allows organizations to centralize user accounts and security policies in Active Directory, thereby enabling organizations to now have a single point of administration from which to control access to key systems, and to maintain password and other policies. Centrify DirectAuthorize centrally manages and enforces role-based entitlements for UNIX and Linux systems. Centrify DirectAudit further enhances regulatory compliance through detailed auditing, logging and real-time monitoring of UNIX/Linux user activity.
- **Strengthen security.** Centrify DirectControl enables administrators and end-users to utilize a single Active Directory account for all systems and applications, thereby eliminating the security risks that result when people are required to maintain multiple accounts and passwords. By controlling how users access systems and what they can do, DirectAuthorize enables organizations to lock down sensitive systems and eliminate uncontrolled use of root accounts and passwords. DirectAudit further strengthens security by helping organizations reduce the threat of insider attacks and spot suspicious activity by showing which users accessed what systems, what commands they executed, and what changes they made to key files and data
- **Improve efficiency and productivity.** With Centrify DirectControl, organizations now have in Active Directory a single tool to manage user accounts, provision users, and configure systems. Helpdesk requests for password resets go way down, freeing IT resources for higher-value tasks. With DirectAudit, IT staff can also perform immediate, in-depth troubleshooting by replaying and reporting on user activity that may have contributed to system failures.

Technology Differentiation

Centrify takes a clearly unique approach to solving its customers' identity management challenges, delivering a powerful but elegantly simple solution that "does the right thing" for their Windows, UNIX, Linux, Mac, Java/J2EE and Oracle/DB2/SAP platforms. Customers have chosen Centrify because they have found it to be:

- **A Complete Solution Covering the "3As" of Identity Management:** Centrify delivers more than just Active Directory-based authentication services; we offer comprehensive authorization and auditing of your non-Microsoft systems and applications as well.
- **More Cost-Effective.** Centrify seamlessly and easily integrates non-Microsoft systems and applications with your existing Active Directory infrastructure, delivering significant cost savings over older, more complex solutions.
- **More Secure.** Centrify delivers capabilities such as our unique and patent-pending Zoning technology that is a "must have" for delivering granular access control and centralized administration and reporting.
- **Easy to Deploy and Manage.** Our solutions deliver an integrated architecture that is easy to deploy and does not force you to "manage the management system."

- **Non-Intrusive.** Our solutions work out of the box with existing systems and applications without forcing you to make intrusive changes.
- **The Leader in Systems and Applications Support.** Our solutions offer the broadest range of operating system, application, and third-party support.

Management Team

Tom Kemp

President and Chief Executive Officer

Tom Kemp is President and Chief Executive Officer at Centrifly, where he is driving the strategic and operational activities of the company. Previously he was Entrepreneur in Residence at Mayfield, a leading venture capital firm. Kemp was a co-founder of NetIQ and in his last position there served as Senior Vice President, Corporate Strategy and Development. Other positions held by Kemp in his nearly eight-year tenure at NetIQ included Senior Vice President and General Manager of its Performance and Availability Management business unit; Senior Vice President of Products; and Vice President of Marketing.

Adam Au

Vice President of Engineering

Adam Au is Vice President of Engineering at Centrifly, where he oversees all engineering activities. Before joining Centrifly, Au was a Divisional Vice President of Computer Associates' BrightStor Brand Unit. Prior to CA, Mr. Au founded Neteon, a private storage management company acquired by Computer Associates, and Auco, a private embedded networking company acquired by Peerless System Corporation (PRLS). Previously, he was Group Director of the Corporate Technology Office at Novell, Inc., where he was responsible for overseeing the companywide development process and resolving corporate engineering problems.

Paul Moore

Chief Technology Officer

Paul Moore serves as Chief Technology Officer for Centrifly, providing the technical vision for its cutting-edge solutions. Prior to Centrifly, he was Vice President and Principal Architect for next-generation storage management products at Computer Associates. From 1999 to 2003, as CTO of Neteon, Moore conceived, designed and led the team that implemented Neteon's SANexec Manager and SANexec Designer. Prior to Neteon he was a Program Manager in Microsoft's Windows 2000 development group, where, among other things, he drove the integration between Active Directory and the Windows 2000 enterprise print subsystem. Before joining Microsoft he spent 20 years in a wide variety of software development and consulting positions.

Steve Kennedy

Vice President of Operations

Steve Kennedy is Vice President of Operations for Centrifly, where he leads all customer-facing operations, including direct and indirect sales, professional services and technical support.

Kennedy brings 20 years of leadership experience to his role at Centrifly having most recently served with Zantaz where in his four year tenure as Senior Vice President of Worldwide Sales he grew the business from \$13 million to over \$130 million. Prior to joining Zantaz, he was Vice President of Worldwide Sales and Marketing for Wind River Systems. Kennedy also spent 10 years at Quantum Corporation, where he most recently served as the Executive Vice President Worldwide Sales and Marketing. While at Quantum, Kennedy was an integral part of the company's sales growth, which went from \$200 million when he started to \$5.9 billion when he left the company. Kennedy holds a B.A. in Business Studies from Portsmouth University, Portsmouth, England.

Jim Chappell

Vice President of Corporate Development

Jim Chappell is Vice President of Corporate Development for Centrifly, where he leads initiatives to develop strategic business and technology partnerships. Before joining Centrifly, Chappell served for more than ten years in multiple executive positions at Legato Systems, Inc., where he helped grow the company's annual revenues from \$3M to \$250M. His responsibilities included establishing and managing channel programs, inside sales, OEM sales, and sales operations. At the time of Legato's acquisition by EMC, Chappell was serving as Senior Vice President for Business Process and Development, which included managing mergers and acquisitions. Prior to Legato, Chappell ran OEM sales and marketing at CXI, an IBM 3270 communications company that was acquired by Novell, where he continued on in the same capacity. Chappell serves on the Board of Directors of Atempo, Inc., an information lifecycle management company. He is currently a member of the Industry Advisory Council for the Cal Poly Computer Sciences Department, advising on curriculum and technology career opportunities for Cal Poly students.

Frank Cabri

Vice President of Marketing

Frank Cabri is Vice President of Marketing for Centrifly, where he leads the planning and execution of the company's marketing and product strategies. Cabri brings over 19 years of leadership experience to his role at Centrifly having most recently served as Vice President of Marketing with FaceTime Communications where he helped lead the company to the #1 market share position for enterprise instant messaging management products for four consecutive years. Prior to joining FaceTime, Cabri was Senior Director of Marketing at web security company Blue Coat Systems, where he managed corporate and channel marketing initiatives. Cabri was instrumental in the repositioning of content caching vendor CacheFlow to Blue Coat Systems, where the re-launched company achieved over 300% growth in market valuation and profitability for the first time within 18 months. Prior to Blue Coat, as director of product management at Novell, Cabri was responsible for a \$125M portfolio of Internet security and network management products.

Investors

Mayfield



Founded in 1969, Mayfield is a private venture capital partnership that has invested in more than 450 information technology and healthcare companies and has taken more than 100 of them

public. Companies funded by Mayfield include Aspect Telecommunications, Citrix, Compaq, Legato, Silicon Graphics and 3Com Corporation. Mayfield is based in Menlo Park, California.

Accel Partners



Founded in 1984, Accel Partners is a venture capital firm that focuses on communications, Internet and intranet software, and services in technology and healthcare. Accel Partners has funded over 200 companies, including Actuate, Agile Software, Foundry Networks, Portal Software, RealNetworks, RedBack Networks, Veritas, UUNET and Walmart.com. Accel is based in Palo Alto, California.

Sigma Partners

Founded in 1984, Sigma Partners, a high technology venture capital firm with over a billion dollars under management, helps entrepreneurs transform ideas into substantial, profitable businesses. Sigma's partners have experience as successful CEOs, entrepreneurs and technologists. Their deep operating and technical insight helps build teams and strategies that produce sustainable value and successful outcomes.

INVESCO Private Capital



Founded in 1982, INVESCO Private Capital (formerly Chancellor Capital Management) has invested in over 300 information technology, life sciences and specialty retail companies. Companies funded by INVESCO Private Capital include Adobe Systems, Ascend Communications, ONI Systems, Portal Software, SigmaTel, and Verisign. INVESCO Private Capital is based in New York, New York, and Palo Alto, California.