

CORPORATE BACKGROUNDER

Centrify Corporation

Centrify at a Glance

- Leading provider of security and compliance solutions to secure cross-platform data centers using 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 1,500 customers, including 40% of the Fortune 50.
- The company's products are available in the Centrify Suite, which centrally secures cross-platform data centers through Active Directory-based identity and access management of the industry's widest range of heterogeneous systems, hypervisors and applications.
- 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 Apple, Attachmate, Citrix, Hewlett-Packard, IBM, Microsoft, McAfee, NetIQ, Network Appliance, Novell, Oracle, Red Hat, SAP, SSH Tectia, Sun, VMware.



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 1,500 enterprise customers, including 40% 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 eight of the largest pharmaceutical firms, financial institutions such as Société - Générale, retailers needing help with PCI compliance, health industry organizations, higher education, and government at all levels.

Solution Profile

Centrify enables organizations to reduce IT expenses, strengthen security and enhance compliance by centrally securing their cross-platform data centers through Active Directory-based identity and access management. By leveraging Active Directory, organizations have a cost-effective solution for authentication, access control, role-based privilege management, user-level auditing and server protection for their heterogeneous systems, hypervisors and applications. Built on a common architecture, the seamlessly integrated Centrify Suite – DirectControl, DirectAuthorize, DirectAudit, DirectSecure and DirectManage – has been chosen by over 1,500 enterprise customers worldwide for its quick-to-deploy, easy-to-manage next-generation technology. 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. Centrify DirectSecure addresses the need to protect sensitive information by dynamically isolating cross-platform systems and enabling end-to-end encryption of data in motion. DirectManage provides centralized management and reporting tools that give auditors a global view over user access rights, privileges and audit trails.

- **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. DirectSecure protects sensitive systems from attack by making them transparent to untrusted, would-be hackers. DirectManage provides the granular access controls, role-based privilege management, and delegated administration features needed by companies who need to enforce a least-access security model .

- **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. DirectManage gives IT administrators a single, centralized set of Active Directory-integrated tools with which to manage their UNIX, Linux and Mac systems and applications.

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 Centrify, 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 Centrify, where he oversees all engineering activities. Before joining Centrify, 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 Centrify, providing the technical vision for its cutting-edge solutions. Prior to Centrify, 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.

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.