



Entuity™ Management Team

Michael Jannery – President and CEO

Michael Jannery is responsible for setting the overall corporate strategy, vision, and direction for the company. Michael brings more than 20 years of executive management experience to Entuity.

Prior to joining Entuity, he was Vice President of Marketing for Proficiency, where he established the company as the thought, technology, and market leader in a new product lifecycle management (PLM) sub-market. Earlier, Michael held VP of Marketing positions at Gradient Technologies, where he established them as a market leader in the Internet security sector, and Cayenne Software, a leader in the software and database modeling market. He began his career in engineering.

Ira Gerard – CFO

As Chief Financial Officer, Ira Gerard brings Entuity more than 25 years of experience in financial and systems roles.

While CFO at Mercator, Ira led the company through initial and secondary public offerings as the company grew from \$16 million to \$140 million. Ira also functioned as CFO of Dataline Corporation and Adage Systems International, both rapidly growing computer software companies. In addition, Ira has served as CFO of Gestetner PLC's U.S. and Canadian operations as well its London-based parent. He has also held Vice President positions with Citibank and American Airlines.

Bill Tracy – VP, Product Strategy

Bill Tracy brings Entuity more than 20 years of experience in communications systems and network management software development. As the Vice President of Product Strategy for Entuity, Bill is chartered with product management, product development, and overall product direction.

Prior to joining Entuity, Bill was Vice President of Product Management with Concord Communications where he helped define the functional content of new product releases of their eHealth product suite. Bill also held management positions at Cabletron Systems in the Spectrum engineering group. He managed the overall Spectrum Development and Product Management organization and earlier was Director of Spectrum Applications Development.

Peter Licursi – VP, Sales Worldwide

Peter Licursi brings to Entuity more than 20 years of experience leading software companies through exponential growth. Peter is responsible for capitalizing on the increasing interest in Eye of the Storm, and on expanding both direct and indirect sales channels in North America.

Peter joins Entuity from Legalink, Inc., a provider of software and services for the legal community, where he created and executed a new sales model driving a regional sales force to increase revenue by 125 percent to \$25 million in less than a year. Earlier, Peter held senior sales management positions at Marimba, Inc., Heroix Corporation, and Intershop Communications, Inc. where he consistently built sales organizations that exceeded sales and revenue goals by significant margins. Over the last decade, he has driven more than \$110 million in sales revenue for software and professional services companies in the financial, healthcare, and media/entertainment markets.

Peter Camber– VP, Operations

Peter Camber is responsible for Entuity's business operations and commercial relationships. Peter has more than 30 years experience in the development, operation, and support of software products and services.

Having established a solid background in software management, Peter was responsible for the commercial development of a market-leading supplier of investment management software. Peter's experience includes the development of integrated financial databases and associated software products, making these directly accessible from the desktops of decision-makers around the world.

Kenneth Klapproth – VP, Marketing

Kenneth Klapproth has 20 years of experience and success matching product positioning and messaging to market demand and press attention. As the Vice President of Marketing for Entuity, he is responsible for all product and corporate marketing.

Prior to joining Entuity, Kenneth was Director of Marketing for Proficiency, where he created the messaging and product positioning to bring the company to thought, technology, and market leadership. He also served as Director of Aerospace and Defense, driving strategic planning, execution, and distribution to service the needs of aerospace and defense customers. Under his leadership, the aerospace and defense practice became the most profitable department in the company within its first year.

Corporate Contact:
Kenneth Klapproth
Vice President of Marketing
+1.508.357.6347
kenneth.klapproth@entuity.com

Press/Analyst Contact:
Jennifer Humiston
SHIFT Communications
+1.617.779.1812
jhumiston@shiftcomm.com

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www.entuity.com

North American Headquarters

4 Mount Royal Avenue
Suite 240
Marlborough, MA 01752
T: +1 508 357 6346
F: +1 508 357 6358

North American Regional

70-50 Austin Street
Suite 107
Forest Hills, NY 11375
T: +1 718 261 3440
F: +1 718 261 3722

EMEA Headquarters

9a Devonshire Square
London, EC2M 4YN
T: +44 (0)20 7444 4800
F: +44 (0)20 7444 4808