



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.

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.

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.

John McHugh – VP, Business Development and Alliances

John McHugh is responsible for identifying, targeting, and building strategic partnerships and alliances to increase Entuity's presence throughout the industry. A seasoned technology executive for more than 20 years, John has experience in all phases of business and channel development, marketing, and growing start-ups.

Before joining Entuity, John spearheaded marketing for BEZ Systems, Inc., an innovator in advanced analytics, modeling, and prediction technology for IT performance issues. Earlier in his career, John drove the marketing effort for Precise Software Solutions making it the premier vendor in the application performance management space, growing revenue by 2800% over 22 consecutive quarters while expanding the customer base to more than 6000. During this time, Precise completed an initial public offering and was subsequently acquired by VERITAS.

Lee Walker – Director of Product Development

Lee Walker has 15 years of experience in the Global Networking and Communications industry, developing powerful and usable Network Management software products to help IT managers gain insight and take control of large-scale enterprise networks.

Prior to joining Entuity, Lee worked for 3Com Corporation and was directly responsible for driving the design and development of 3Com's leading Network Management systems. As Director of Product Development, Lee is responsible for managing the people and processes that ultimately turn the company's product strategy into reality, ensuring that Entuity continues to deliver high quality, cutting edge Network Management software to its customers in a consistent and timely fashion.

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