



## **NEWS RELEASE**

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### **Former Hewlett Packard Vice President and General Manager Worldwide Sales Joins PortWise Board As Non-Executive Director Karen Slatford Strengthens PortWise Board of Directors**

Europe's leading SSL VPN company, PortWise, today announced the appointment of Karen Slatford as Non-Executive Director. Karen brings a wealth of industry insight and knowledge to the PortWise board of directors as the company begins its global expansion.

Karen is the former Vice President and General Manager Worldwide Sales and Marketing, Business Customer Organisation for Hewlett Packard, where she was responsible for all sales of products, services and software to business customers worldwide. Throughout her seventeen year career at Hewlett Packard, she held a number of senior executive management roles in the company, including Chairman of Hewlett Packard UK Ltd.

"Karen possesses an extraordinary wealth of industry knowledge, gained over a successful career creating and managing growth at the enterprise level, and structuring and managing channel sales," said Kaushik Thakkar, Co-Founder and Vice President Strategic Development for PortWise. "We are absolutely delighted to have someone of Karen's calibre joining the PortWise board, and are confident that she will enhance our ability to rise to the challenges associated with our very significant growth."

PortWise recently announced that it has secured €8 million in Series B funding to finance its global expansion plans led by Cazenove Private Equity with additional investment from Four Seasons Venture.

With an existing portfolio that includes more than 150 corporate customers, 500,000 users and some of the world's largest implementations, PortWise is the European market leader in the Secure Socket Layer Virtual Private Network (SSL VPN) market. The PortWise product

suite provides companies with secure remote access to corporate applications using the Internet and the latest security standards. This type of access significantly improves enterprise efficiency and productivity – without the limitations and expense associated with other access technologies—and dramatically lowers administrative requirements.

The PortWise product suite is widely recognised as the leading offering in terms of its ability to address the issues facing the next generation of SSL VPNs – scalability and policy management. The company was recently cited as a visionary vendor in Gartner’s Magic Quadrant on the SSL VPN market as a result of its innovative solutions such as using mobile phones in the authentication process.

Karen holds a BA (Hons) in European Studies with joint majors in French and Spanish. She also sits on the board of a number of other IT companies.

### **About PortWise**

PortWise is the European leader in the SSL VPN market, with a client portfolio that includes over 150 corporate customers, 500,000 users and some of the world’s largest implementations. The company’s software suite provides highly secure, clientless, remote access; the only piece of equipment required to access corporate applications and data is an industry standard browser, enabling access from anywhere, at any time, and from any device. The award winning PortWise product suite, shipped as both software and security appliance, is widely recognised as the leading offering in terms of its ability to address the issues facing the next generation of SSL VPNs – scalability and policy management. Blue chip clients that are currently enjoying the benefits of the PortWise solution include: Ericsson, Toyota, HSB Bank and the Central Bank of Sweden. PortWise is a privately owned company, and its investors include Cazenove Private Equity, Four Seasons Venture and Scope. PortWise have offices in London, Sweden, the USA and India. For more information, please go to [www.portwise.com](http://www.portwise.com).

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