



## **NEWS RELEASE**

01 June 2004

### **PortWise, Europe's Leading SSL VPN Company, Appoints**

#### **Phil Bousfield as Chief Executive Officer**

#### **Executive Appointment Strengthens Corporate Management**

#### **with Industry Expertise in Global Expansion**

Europe's leading SSL VPN company, PortWise, today announced the appointment of Phil Bousfield as its new Chief Executive Officer. Mr. Bousfield was appointed to manage PortWise's aggressive global expansion strategy for its award-winning secure, remote access solutions, following oversubscribed VC investment by Cazenove and Four Seasons in October 2003.

With more than 20 years in IT sales and senior management, Mr. Bousfield has a long and well-established track record of successful revenue growth and corporate expansion worldwide. He joins PortWise after 10 years with VERITAS Software, a major industry storage vendor, where he held the post of Senior Vice President of Sales Strategy. In that role, he was responsible for sales strategy, channel strategy, business planning and merger integration. Previously, Mr. Bousfield was the Senior Vice President of International Operations and was responsible for all International business at VERITAS.

"Two of the main areas of the IT industry that are flourishing worldwide are security and storage," said Phil Bousfield, CEO, PortWise. "This is because they are fulfilling an immediate and growing business need. PortWise is ideally placed to capitalize on this worldwide growth. Industry analysts acknowledge that we have the some of the most technically advanced security solutions available on the market today, and we already have some of the world's largest SSL VPN implementations amongst our financial customers. I'm looking forward to building on the company's momentum to solidifying PortWise's position as one of the industry's leading providers of SSL VPN solutions worldwide."

Mr. Bousfield has a consistently proven track record in growing sales revenues, and increased the international sales of VERITAS from a low base to over \$300m in less than six years. Mr. Bousfield also grew channel sales to more than 80 percent of the company's total International revenues, establishing significant relationships with the major hardware vendors, systems integrators, volume distributors and enterprise VARs.

Prior to joining Veritas Software, Mr. Bousfield worked for Insignia Solutions, where he held a number of senior management positions, including CEO.

“We are delighted to welcome Mr. Bousfield as he brings heavy international experience from global growth. As the SSL VPN market is growing exponentially we plan to capitalize on it and execute quickly. We are very well positioned for an immediate expansion and Mr. Bousfield has the know-how to execute.” says Ingvar Sjöo, former CEO and cofounder of PortWise. Mr. Sjöo will now take on the role as vice president for strategic alliances worldwide.

The PortWise product suite, shipped as both software and as a security appliance, is widely recognized as the most comprehensive and technically advanced SSL VPN solution on the market today based on its ability to address the key issues facing the next generation of SSL VPNs – scalability and policy management. The company was recently cited as a technology visionary vendor in Gartner’s Magic Quadrant on the SSL VPN market, as a result of its innovative solutions such as the use of mobile phones in the authentication process.

Mr. Bousfield has a Bachelor of Science degree (Hons) in Chemical Engineering. He will be based in the company’s UK office in Maidenhead, Berks (outside London).

### **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 recognized 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, FSB BolanDirekt 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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