

Management Team Profiles

The VirtualWorks™ management team is well-versed in bringing new technologies to market, scaling businesses and managing world-class channel programs. The management team includes:

Edward Iacobucci – Chairman and Chief Executive Officer

A prominent high-tech entrepreneur and renowned system software expert, Edward Iacobucci's technology vision is matched by his proven management and leadership skills. He excels at solving complex problems with radical innovation, forging strategic industry partnerships, and mentoring exceptional management and engineering talent.

In 2009, he formed VirtualWorks after recognizing the opportunity to tackle data sprawl by introducing a non-disruptive, 'out-of-the-box' enterprise information architecture. His vision is to enable organizations of all sizes to become more productive and competitive by unleashing the value of information no matter where it resides. Supported by a team of seasoned IT executives and engineers, Iacobucci set out to create a new Virtual Index Architecture™ that maps out the entirety of an organization's content repository and delivers it to users when they need it, on-demand.

A long-time veteran of the technology industry, Iacobucci began his career at IBM in 1979, where he was a key part of the company's entry into the commercial software business—first in the network management arena (NetView) and later in the Entry Systems (Personal Computer) division where he held architecture and design leadership responsibilities for IBM DOS and OS/2. He led the joint IBM-Microsoft design team that launched the modern era of multi-tasking personal computer operating systems.

In 1989, Iacobucci left IBM to co-found Citrix Systems, Inc. (NASDAQ: CTXS), now a global leader with hundreds of thousands of customers worldwide, to explore and implement his vision of server-based computing. He led the company as chairman and chief technology officer through all of its market and product development phases, including multiple private-equity rounds, an IPO in 1995 and a secondary in 1996. Under his leadership, Citrix grew rapidly and was named to both the Nasdaq 100 and S&P 500 in record time. In 1997, Iacobucci forged an unprecedented, five-year joint development agreement with Microsoft to include Citrix multi-user capabilities within Microsoft Windows NT Server. He served as Citrix chairman through 2000, when he retired to pursue his vision of Software-as-a-Service.

In 2002, Iacobucci co-founded DayJet Corporation with the mission of bringing affordable on-demand jet travel to more people and organizations. He and his engineering team built a breakthrough computer system for solving highly-complex optimization problems for the world's first "Per-Seat, On-Demand" regional jet service. After a successful launch in 2007, DayJet was forced to cease operations in 2008 during the global financial market crisis.

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In 2007, Iacobucci was named to *Business 2.0* magazine's list of the "50 Who Matter Now," and in 2005, *Newsweek* included him in its list of "10 Big Thinkers for Big Business." In 1998, he was recognized as the top entrepreneur in the world with the prestigious CNN, *USA Today*, and Ernst & Young "International Entrepreneur of the Year" award.

Iacobucci is a graduate of the Georgia Institute of Technology, where he serves on the Engineering advisory board. He is active in Junior Achievement at the local, state and national levels. His hobbies include boating, photography and horse breeding.

Garrett Pettingell – Chief Financial Officer and Vice President, Administration

Garrett Pettingell joined VirtualWorks as CFO in March 2009 with overall responsibility for administrative and financial operations including accounting, finance, human resources, legal, facilities and investor relations.

A seasoned technology executive with more than 30 years of experience, Pettingell has served in CEO and CFO capacities for a range of domestic and international companies, both privately held and publicly traded. He views the emerging content virtualization category as the next logical step to address the digital data overload being experienced by organizations of all sizes around the world.

Prior to VirtualWorks, Pettingell was CEO of Blue Frog Solutions, an enterprise software company serving the financial services industry. During his leadership at the company, he turned around the struggling company and sold it to strategic investors in less than two years. Previously, Pettingell was the head of Corporate Banking for Bank Austria Moscow, where he helped to create a \$300 million balance sheet within 18 months. He has served as CFO for various public companies, including Voiceglo, TeleComputing and Aptix.

Pettingell holds a master's degree in Business Administration from The Wharton School and master's degrees in International Studies from the University of Pennsylvania and Accounting from Nova Southeastern University. He is a licensed CPA in Florida and a retired Army Reserve Special Forces officer. In his free time, he enjoys camping and hiking with his wife and five children.

Erik Baklid – General Manager, Worldwide Customer Operations

A founding team member of VirtualWorks, Erik Baklid holds worldwide responsibility for channel sales, customer support and field-level systems engineering. He brings more than 20 years of experience and a proven track record in launching and growing new technology ventures.

In 2001, Baklid co-founded a venture company, Proventus Capital, where he served as a board member and advisor to several turnaround and early-stage companies. He led the acquisition and subsequent turnaround of Streambase Technologies in 2002, a company that was later successfully sold to Scala, Inc. in 2004. In 2005, he led the initial investor round in the IP telephony company, Phonect AS, where he grew the customer base from less than 1,000 subscribers to more than 50,000 in three years.

In 1997, Baklid co-founded TeleComputing ASA, Aptix ASA in Norway and their U.S. counterpart corporations, where he served as the company's CEO and chairman. He was instrumental in developing the concept of ASP (Application Service Provider) and its business model, which eventually led into the development of today's cloud computing model.

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TeleComputing was the first company in the world to offer Software-as-a-Service (SaaS) solutions and is credited for creating the term ASP. TeleComputing and Aptix became strategic partners with many companies including Citrix, Microsoft and Compaq. Both companies had combined revenue of approximately \$200 million USD in 2010.

Baklid began his career in international sales management in 1986 with Compaq Computer as a dealer sales manager. During his eight-year tenure, he achieved many sales awards and recognitions, including the “President Club” Award in 1994 (“the best of the best”).

Throughout his career Baklid has served or currently resides on the board of eight different companies, amassing 15 years of experience as a chairman or board member.

Robert Spaulding – Vice President, Engineering

Robert Spaulding joined VirtualWorks in August 2009 to lead the company’s software development, test, systems and IT functions. Spaulding has more than 30 years of proven experience in system software and hardware development and executive management.

Since 2002, Spaulding led the research, design and development of advanced technologies for DayJet Corporation, where he was a founding team member. Prior to DayJet, he directed the development of award-winning data protection applications for Point Technology, Inc. and led the engineering team for removable cartridge disk drive subsystems for SyQuest Technology, Inc.

In 1989, Spaulding founded REL-America to develop high-performance terminals for Citrix Systems, serving as president of the company until 1992. He worked at IBM for 14 years, where he led the software development efforts for IBM’s Information Product Division’s Taiwan-based development laboratory, oversaw R&D efforts for optical character recognition software for Japanese banking systems, and designed voice-compression algorithms used by satellite business systems. Iacobucci and Spaulding directed the design, architecture and project management of the jointly-developed Microsoft and IBM OS/2 operating system, which helped to create many of the key technologies used in today’s commercial software operating systems.

Spaulding is a former U.S. Army officer who holds a master’s degree in Information and Computer Science and a bachelor’s degree in Applied Mathematics from Georgia Institute of Technology. He enjoys bicycling and fishing.

Lars Morten Nygaard – Director, Global Product Management

Lars Morten Nygaard guides the development of the company’s new product offerings and future product roadmap, working closely with customers and partners to ensure high levels of product quality and satisfaction. Nygaard has more than 25 years of proven experience in sales, marketing, product development and executive management.

Nygaard co-founded InfoFinder AS in 2000, and served as the company’s CEO until VirtualWorks purchased InfoFinder in 2009. During that time, he led the company’s product and market development efforts in the Nordic region. After witnessing the ever-growing volume and complexity of enterprise information during the last decade, he sees a real opportunity to make a difference in the everyday lives of information workers worldwide.

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Nygaard began his career with Unisys, working in sales management, marketing and product development for more than a decade. During that time, he held various management positions and led a sales organization across eight countries in Northern Europe.

He holds a bachelor's degree in Software Engineering from the University of Stavanger in Norway. Nygaard lives in Trondheim, Norway with his wife and two children. His personal interests include cross-country skiing, mountain biking, golf, volleyball and squash.

Truls Baklid – General Manager, Nordic Customer Operations

Truls Baklid has a long track record as a proven leader and sales executive in the information technology industry. He excels in business development, sales team management and driving customer satisfaction. He joined VirtualWorks in 2010 after seeing a huge market opportunity for the company to tackle data sprawl, one of the biggest IT challenges facing organizations of all sizes today. He is responsible for strategic partnerships, sales and channel development in Sweden and Norway.

Prior to joining VirtualWorks, Baklid served as vice president for Scala, Inc., where he was responsible for Nordic operations with a focus on growth in the Scandinavian and Baltic markets. Baklid developed and executed the company's VAR channel strategy in the Nordic territories. During his five-year tenure, the Nordic region became one of Scala's most successful sales territories with strong revenue growth and established offices in Sweden and Denmark.

Prior to Scala, he served as a managing director for Streambase, a software company that was acquired by Scala in 2004. From 1997 through 2002, Baklid held various sales positions at TeleComputing ASA. The company was the first in the world to offer Software-as-a-Service (SaaS) solutions and is credited for creating the term ASP.

Baklid holds a master's degree in Business Administration from Handelshøyskolen BI in Oslo, Norway. He enjoys fishing, hunting, training dogs, and hiking and skiing with his family.

E.J. Wojtowicz – Director of North American Sales

E.J. Wojtowicz joined VirtualWorks in January 2011 with responsibility for building a strong, productive U.S. sales organization. A dynamic, global sales executive with proven leadership skills and operational ability to overachieve sales targets, Wojtowicz brings more than 20 years' experience in selling and managing sales teams in the IT industry. He sees a big opportunity in helping companies to leverage content virtualization solutions to index and capitalize on data across the enterprise.

Prior to joining VirtualWorks, Wojtowicz managed a regional sales team for VMWare Corporation where he was responsible for channel and end-user sales development, new market identification and penetration, and ensuring customer satisfaction. From 2006 to 2008, he served as sales manager for DayJet Corporation, the world's first per-seat, on-demand jet service. Wojtowicz implemented all aspects of the start-up sales organization, including the company's CRM/SFA System (salesforce.com), standard sales methodology, recruiting and hiring, and development of demand-generation and customer transaction processes.

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From 1996 to 2005, Wojtowicz worked with Citrix Systems—beginning his career at the company as a field sales reseller manager and eventually serving as director of global sales operations. During his tenure at Citrix, he helped grow the small company selling a new category of server-based computing solutions into a global powerhouse. He led a global sales team, developed and managed forecasts, and coached worldwide partners and resellers on best-practice methods for implementing and using business intelligence systems.

Wojtowicz holds a bachelor's degree in Business Administration from Ohio University. His hobbies include fishing, golfing, scuba diving and coaching his sons' soccer teams.

Vicky Harris – Director of Marketing

A seasoned marketer with more than 20 years of high-tech and start-up experience, Vicky Harris joined VirtualWorks in June 2009—her fourth start-up venture with CEO Ed Iacobucci. As director of marketing, Harris is responsible for worldwide marketing communications, domestic marketing programs and ISV marketing including market strategy, brand management, corporate communications, ISV relations and channel programs.

Harris brings a strong record of accomplishment in building new markets; launching companies, products and services; and promoting brands to category leadership. She has extensive expertise in positioning and promoting disruptive new technologies such as server-based and cloud computing.

Prior to VirtualWorks, Harris was a founding team member and director of marketing for DayJet Corporation, where she led the marketing team responsible for the commercial launch of the world's first per-seat, on-demand jet service, establishing DayJet as the global brand leader within the emerging "air taxi" market.

Before joining DayJet in 2002, she held several senior marketing positions with Citrix Systems. As the company's 29th employee, she played a pivotal role in growing revenue from \$5 million to \$600 million during her nine-year tenure. Harris served six years as Citrix Systems' worldwide corporate communications manager, and was instrumental in growing the company from a small start-up to a global leader in server-based computing. She also served in the solutions marketing and business development organization, responsible for marketing Citrix wireless, workforce mobility, and Application Service Provider (ASP) solutions.

Harris holds a master's degree in Business Administration from Tulane University and a bachelor's degree in Business and Communications from Springhill College. Her hobbies include scuba diving, swimming, fishing and photography.

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