



A Message from Our New President & CEO

It is a privilege for me to be writing to you, as the new President and CEO of Lancope. I would like to take this opportunity to briefly share my view of the opportunity before us and our commitment to our customers and partners.

First, let me say that I am very proud and excited to be leading Lancope! Our company has enjoyed much success under Harland LaVigne's leadership over the past 8 years. I applaud him for his many contributions and wish him all the best in his retirement. As we usher in a new era for Lancope, I am energized about building on the company's momentum and leading the charge for our next stage of growth.

We are at yet another pivotal point in time managing network performance. The flood of data traffic seemingly multiplies overnight as the digital age has opened up all types of channels for customers, partners and unwanted third parties to communicate. For network and security operations personnel, this increase in traffic has created many points of frustration and ongoing challenges. Understanding, managing and securing enterprise networks is an evolution vs. a destination. Our goal is to simply deliver the most relevant solution to help our users more quickly pinpoint, report and remediate network bottlenecks – keeping the network available and optimized for the business purpose for which it was designed.

There is no doubt in my mind that we have the right combination of people, process and technology to take Lancope to the next level. With our continued commitment to excellent customer support and our demonstrated ability to execute – both internally and through strategic partners, we will focus on delivering even more innovative solutions that drive network visibility through flow-based network performance and security monitoring. My top priorities are to lead the charge on delivering incremental value through the evolution of StealthWatch, enhance our value-add partnerships and exceed the expectations of our customers.

I am enthusiastic about what's ahead for Lancope, and I look forward to getting to know many of you in the coming weeks and months.

Mike Potts

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