



## LANCOPE CORPORATE PROFILE

### QUICK FACTS

- Founded in 2000, privately held
- Most widely used Network Behavior Analysis (NBA) solution
- Pioneer and world leader in flow-based anomaly detection
- First to combine behavior-based anomaly detection and network operations reporting
- Headquartered in Atlanta, GA
- 60 employees
- StealthWatch System v5.5 announced in June 2006
- 4 patents-pending, 1 E.U. patent accepted
- Over 230 customers in financial services, manufacturing, retail, healthcare, energy, federal, state and local government and higher education

### CUSTOMERS

StealthWatch protects over 230 enterprise customers in over 13 industries (i.e., financial services, manufacturing, retail, healthcare, energy, federal, state and local government, higher education) more than all direct competitors combined.

AGL Resources  
Alpine Electronics  
Aurora Healthcare  
Boyd Gaming  
Chick-fil-A  
Colonial Properties Trust  
Dartmouth College  
Department of Justice  
OfficeMax  
National Security Agency  
Naval Post Graduate School  
Nielsen Media  
New York Police Department  
Stanford University School of Medicine  
Northwestern University  
Pentagon Army Operations Center  
State of Georgia  
The Weather Channel

### OVERVIEW

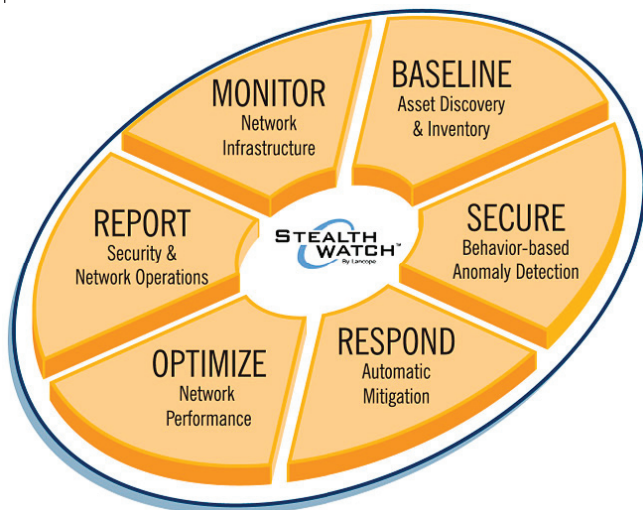
Lancope is the provider of StealthWatch, the most widely used network behavior analysis (NBA) and response solution that unifies and optimizes behavior-based anomaly detection and network operations to protect critical information assets and ensure network performance by preventing costly downtime, repair and loss of reputation.

Lancope expertly provides flow-based optimization solutions for security and network operations that maximize limited resources by:

- STREAMLINING** the optimization of security and network operations into one process
- REDUCING** the time and resources allocated to network security and network operations
- ELIMINATING** the cost and complexity associated with non-integrated point solutions

Lancope's StealthWatch System meets the needs of both security and network administrators with an integrated platform that leverages network intelligence for both parties. A comprehensive offering, StealthWatch unifies and optimizes network operations and behavior-based anomaly detection to ensure network performance and protect critical information assets.

The StealthWatch architecture delivers the six critical components necessary to streamline security operations and optimize network performance:



- Monitor –leverages the network infrastructure to actively detect network problems, security threats and internal employee misuse in real time
- Baseline – discovers assets and inventory and baselines normal network traffic to establish policy and analyze network behavior
- Secure – detects and prioritizes network performance issues, insider misuse and zero-day worms that impact network health and host integrity
- Respond – enables automatic mitigation to stop malicious activity and fix network problems to streamline network optimization and security operations
- Optimize – improves network performance, provides root cause determination and closes the loop on network and security process
- Report – audits and reports of all network communications, host configurations, user identity and behavior for policy and regulatory compliance

## PRODUCTS

StealthWatch™ Management Console (SMC)  
StealthWatch™ Xe for NetFlow™  
StealthWatch™ Xe for sFlow®  
StealthWatch™ NC  
StealthWatch™ Flow Replicator  
StealthWatch™ IDentity-1000

## TECHNOLOGY PARTNERS

ArcSight®  
A10 Networks®  
CheckPoint®  
Cisco Systems®  
Foundry Networks®  
IBM Tivoli®  
LURHQ™  
Network Intelligence™

## MANAGEMENT TEAM

**Harland LaVigne** – *Chairman, CEO & President*  
**David Cocchiara** – *CFO*  
**Adam Powers** – *CTO*  
**John Jerrim** – *CRO & Co-Founder*  
**John Balsam** – *VP Operations*  
**Mark Gothard** – *VP Americas Field Operations*  
**David Schwickerath** – *VP International Field Operations*  
**Jason Anderson** – *VP Engineering*

## CORPORATE HEADQUARTERS

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## FINANCIAL

Lancope is a private, venture-funded company. Investors include GMG Capital Partners, H.I.G Capital, Canaan Partners and Council Ventures.

## TECHNOLOGY AWARDS & RECOGNITION

JUN 2006	StealthWatch Named "Best of Show Grand Prix" at Interop2006
MAR 2006	Lancope Joins Cisco Technology Developer Program
MAR 2006	StealthWatch Earns Common Criteria Augmented EAL2 Certification
FEB 2006	StealthWatch Named Best Network Security Solution by SC Magazine's Readers' Trust Awards
JAN 2006	StealthWatch Wins Hot Companies 2006 Award from Info Security Products Guide
DEC 2005	StealthWatch Recognized as "Veteran NBA Solution" by Gartner, Inc.
OCT 2005	Lancope Joins Foundry Security Alliance Program
APR 2005	Lancope Named Finalist for Red Herring 100
JAN 2005	StealthWatch Named 2005 Technology of the Year by IDG's InfoWorld Magazine
AUG 2004	StealthWatch Named Top Choice for IDS by InfoWorld
AUG 2004	StealthWatch 4.1 Earns 'Excellent' Rating from eWeek
JUL 2004	StealthWatch Earns Common Criteria EAL2 Certification
JUN 2004	StealthWatch receives OPSEC certification from Check Point
JUN 2004	StealthWatch Earns 5 Stars from CRN Magazine Test Center
APR 2004	Lancope recognized as Visionary with Greatest Ability to Execute in Gartner IDS Magic Quadrant
MAR 2004	Network Computing Names StealthWatch Finalist for 2004 Well Connected Award
FEB 2004	Lancope Receives Pacesetters Award from Atlanta Business Chronicle
APR 2003	Lancope Wins Outstanding Emerging Technology Business Award in the AeA Southeastern "Spirit of Endeavor" Awards Program