

EXECUTIVE MANAGEMENT



John Zicker, Chief Executive Officer

John Zicker is a veteran entrepreneur with a proven track record of expeditiously bringing companies from initial concept to thriving businesses. At Sana, Zicker transformed an interesting laboratory project into a thriving business within 24 months, breaking through the exceedingly crowded computer security market to emerge as one of the top three vendors in intrusion prevention, competing with some of the biggest names in technology today. With an enviable list of high profile customers in the hotly competitive financial and government sectors, Zicker currently dedicates himself to high-level customer care, overseeing product development, directing company operations, increasing sales and attracting investment.

In his previous role as founder and executive vice president of Sagent Technology, Zicker brought to life a highly complex business intelligence concept, built a team of 200+ worldwide employees, and broadened the company's offerings and differentiation through two highly successful, strategic acquisitions. His leadership contributed to an extremely successful initial public offering, and a market capitalization in excess of \$1 billion.

At ReportSmith, a company he co-founded in 1991, Zicker pioneered the world's first 'live' database reporting concept, acquiring enough customers and revenues to sell the company to Borland for six times its revenues—an unmatched multiple for its time.

Zicker holds an MSEE degree from the University of Wisconsin Madison and a BSEE degree from the University of California, Davis.



Timothy Eades, Senior Vice President of Sales and Marketing

Timothy Eades was most recently Senior VP and GM of Corporate Marketing and Products Division for Phoenix Technologies, a global leader in device-enabling and management software products for PCs and other user-driven connected digital services. Eades began his career as a business analyst for Dun & Bradstreet. He then served in various roles for IBM in Europe, the Middle East, and Africa, including managing new business and a brand marketing role for the Personal Systems Group. In 1998, he moved to IBM Worldwide to assume several roles, including Worldwide Personal Systems Group program director. In 1999, Eades accepted a position as vice president of market development for MobileSys, a Silicon Valley start-up. Later, rejoining IBM as a program director, he managed an emerging technologies group for the Server Division, identifying potential acquisitions and investments. Eades holds advanced degrees in business, international marketing, and financial analysis, primarily from Southampton University in England.



Vlad Gorelik, Chief Technology Officer

Vlad Gorelik is responsible for the overall architecture of the Primary Response products and technologies. Prior to joining Sana Security, Mr. Gorelik was a co-founder and CTO of Optivo Corporation, where he helped develop a software solution for optimizing product prices to drive dramatic increases in margins without sacrificing revenue. Previously, he was Chief Architect and Director of Technology at Sagent Technology, where he was responsible for the architecture of the Sagent product line. He has also held various technical lead and engineering positions at Sybase, Amdahl, Hewlett-Packard and several other Silicon Valley companies. Mr. Gorelik is co-inventor of several patents and has published papers on software technology. He holds a B.E. in Electrical Engineering from The Cooper Union for the Advancement of Science and Art, a B.S. in Computer Sciences from New York University, and a Masters in Computer Engineering from Santa Clara University.