

## **PKWARE APPOINTS DAVID WYATT AS VICE PRESIDENT OF EMEA**

***New VP charged with growth and relationship building to reinforce industry standard status***

**Milwaukee, WI (August 10 , 2011)** – PKWARE, Inc. today announced David Wyatt as VP of Europe, the Middle East and Africa (EMEA). This key position is designed to ensure world class support to PKWARE customers, partners and employees throughout EMEA. Wyatt will manage the sales, channel development and operations teams; serving as liaison with all US operations and overseeing the necessary personnel and office infrastructure to fulfill the company’s regional revenue goals.

Wyatt’s background spans two decades within the IT software industry where he has continuously delivered strategic change to optimize revenue and profitability. In this new role, Wyatt is responsible for the EMEA go-to-market channel strategy and implementation; including all sales and service functions to further PKWARE’s presence in this important market.

Todd McLees, PKWARE Executive Vice President of Sales and Service, says, “David’s proven leadership capabilities will be an invaluable asset to our channel sales, presales and localized operations in EMEA. With a stellar track record for business development and an aptitude for complex sales management, David exemplifies the caliber of talent at PKWARE and our commitment to the EMEA region. I’m certain his efforts will only strengthen PKWARE as the industry standard for data reduction, security, portability and file management.”

Wyatt’s experience includes senior sales and management positions for IBM and Oracle as well as startups and second wave technology growth/turnaround organizations. In his most recent role prior to joining PKWARE, he specialized in Capital Markets for Oracle. Prior to that, he achieved substantial growth as EMEA Sales Director for EasyLink Services, a prominent SaaS company. The accolades continue with Wyatt having contributed to double digit growth within IBM’s capital markets software business, following the acquisition of FileNet. The earlier part of his career spans IT consulting, direct and channel high-touch sales in EMEA within banking and insurance. Wyatt holds a BSc Honours degree in Business Information Systems from Leeds University, West Yorkshire, England and an MBA in Strategy and Finance from the University of West London, England.

“PKWARE has been at the forefront of data management for decades. As the demand for cloud and virtual environments grows globally, the need for PKWARE’s reliable file-centric data security will only increase, especially in the EMEA markets that I am so familiar with,” says Wyatt, “I couldn’t be more excited about the technology or the potential. There’s great opportunity for growth and improvement, efforts that will not only deliver profits, but satisfied customers as well.”

Today, more than 30,000 global corporations and 200 government agencies worldwide rely on PKWARE to help protect against security breaches, reduce the risk of non compliance and safeguard sensitive data. PKWARE stands alone as the one solution that handles structured and unstructured data across the extended enterprise—regardless of varying platforms, applications and formats, in any mix of cloud, virtual, and physical systems—with guaranteed data security.

### **About PKWARE**

The PKWARE Solution is the only complete system for reducing, securing, moving and storing data across the extended enterprise, both internally and externally, from mainframes to servers to desktops and into the cloud. PKWARE is the industry standard for portability, ensuring data security and cross-platform computing. The PKWARE Solution is used billions of times a day to manage risks associated with data security breaches while avoiding increased storage costs with data reduction of up to 95% and improving service delivery. PKWARE is a privately-held company based in Milwaukee, WI with additional offices in New York, Ohio and the United Kingdom.

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#### **PKWARE Media Contact:**

Susan Zaney, Sr. VP of Marketing and Product Management

Phone: +1 414-289-9788 x1161

Email: Susan.Zaney@pkware.com This e-mail address is being protected from spambots. You need JavaScript enabled to view it

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