

**PR Contact:**

Ellie Javadi  
A&R Partners for iPolicy Networks  
650.762.2828  
[ejavadi@arpartners.com](mailto:ejavadi@arpartners.com)

## **iPolicy Networks Expands Leadership Team with Addition of Three New Executives**

*Appointments Follow New Round of Funding and Launch of First Unified, Adaptive Security Systems for the Enterprise Market*

**FREMONT, Calif.—March 24, 2004**—iPolicy Networks, the developer of the first unified network security system, today announced the appointment of Hitesh Shah as chief financial officer, Kevin Kirksey as vice president of sales for North America, and Michael Conley as vice president of sales for Asia Pacific, expanding its leadership team to better serve customers and drive sales as iPolicy aggressively expands into the enterprise market. The company recently announced the close of \$26 million in funding led by WK Technology Fund, Clearstone Venture Partners, and Dali Hook Partners.

“This is an exciting time for iPolicy. We closed the second largest security investment in 2003, and also launched our enterprise-class ipEnforcer® security systems, a comprehensive threat prevention system that solves performance, latency and interoperability issues inherent in disparate point solutions,” said Prabhu Goel, chairman and CEO of iPolicy Networks. “The financial and sales leadership that Hitesh, Kevin and Michael bring to iPolicy will enhance our ability to address the needs of both our carrier and enterprise customers, as well as our investors.”

In his role as the chief financial officer, Hitesh Shah, with expertise in both the technical and financial world, is responsible for iPolicy's finance, investor relations and business development functions. Shah's diverse background and excellent business skills, in addition to a solid finance background will enable him to be a strong contributor in the overall business of iPolicy. Shah joins iPolicy from WK Technology Fund, where he helped differentiate various technology contenders in the marketplace. Prior to WK Technology Fund, Hitesh joined the dot com generation, launching TotalEyeSight, an application service provider to provide turnkey intranet and Web site in-a-box services to vision care professionals. Shah has held executive positions at Centigram Communications, Micron Electronics, NetFRAME Systems and Maxtor Corporation.

### **Sales Leadership – North America and Asia Pacific**

Kevin Kirksey joins iPolicy as vice president of sales in North America and brings more than 20 years of experience exceeding revenue goals, growing outstanding sales organizations and building effective value-

added reseller channels for high technology companies. Kirksey's career accomplishments include executive sales positions at Pivia, a leading developer of Web application acceleration solutions, FineGround Networks, ADC, Centigram, Micron, Electronics, and NetFRAME Systems. Kirksey has also held various sales management positions at Auspex, Optical Data Systems and 3COM.

As vice president of sales for Asia Pacific, Michael Conley will help iPolicy meet strong growth for unified and adaptive security systems in the region. Conley has over 20 years of experience in the sales, marketing, and strategic planning functions of fast-growth high technology companies. He played an integral role in the establishment of the PC distribution business for Acer in the United States in the mid-1980s and helped Acer achieve strong market share and brand recognition through its distribution channel. Conley spent the last 14 years specializing in the establishment of business for start-up companies in the Asia Pacific region. He established regional operations for networking company NetFRAME Systems, internet software concern Spyglass, and speech recognition vendor Nuance Communications.

#### **About iPolicy Networks**

iPolicy Networks is the developer of the world's first and only unified security system, delivering real-time, adaptive security enforcement for enterprises, managed security service providers, and government agencies worldwide. The company's ipEnforcer is a visionary product family, that reduces network security risk and total cost of ownership by addressing the convergence of multiple, disparate network security services, including intrusion detection and prevention, DDoS and attack mitigation, deep application inspection firewall, VPN, anti-virus, surveillance, and URL filtering into one purpose-built, security system capable of wire-speed throughput ranging from 100Mbps to 5Gbps with sub-millisecond latency. The ipEnforcer is powered by a Single Pass Inspection™ (SPI) engine to deliver wire-speed throughput, negligible latency, and real-time threat prevention. A sophisticated Unified Security Manager provides centralized management and consistent enterprise-wide security policy enforcement. By implementing a unified security system, customers can dramatically reduce capital expenses and operating expenses with stronger security compared to any other security solution offered today.

iPolicy Networks is located in Fremont, Calif., and is privately held. For more information, please visit our Web site at [www.ipolicynetworks.com](http://www.ipolicynetworks.com) or call +1.510.687.3287

###