

# Solsoft expands in UK with new office and VP for Northern Europe Sales

Submitted by: eclat Marketing

Monday, 9 April 2001

---

London, April 9, 2001 - Solsoft Inc., the leading provider of policy management for e-Business security, today announced two new strategic moves. The first is the opening of a UK office and the other being the appointment of Steve Cornish as vice president of sales for Northern Europe.

The new UK office will operate as a subsidiary of Solsoft Inc., and is located in the Thames Valley. Steve Cornish will be responsible for heading up this office, managing the roll out of Solsoft products across northern Europe, and attracting new customers.

"The UK has established itself as a global network hub and, as a result, is a strategic market for Solsoft," said Domenick Lionetti, vice president of worldwide sales for Solsoft Inc. "We are lucky to have Steve at the head of this new venture. His understanding of network security issues and his experience in channel development are critical assets for our expansion plans in Northern Europe."

"I am delighted to have the opportunity to open up a new market for the company," said Steve Cornish, VP Northern European Sales at Solsoft UK Ltd. "Solsoft is uniquely positioned to take advantage of the rapidly growing demand for policy-based security management."

Steve Cornish brings to Solsoft more than 18 years of experience in sales and engineering, including eight dedicated solely to the IT security industry. Prior to joining Solsoft, Cornish was sales development director for EMEA at Cylink, a world leader in encryption technology, where he managed direct sales and channels in the financial sectors. Over a period of five years, Cornish contributed to a ten-fold increase in Cylink's revenue in the EMEA regions by building alliances with strategic channel partners.

Previously, he performed similar tasks with a number of companies including Racal, where he managed sales and marketing through out Europe and the Far East. In between positions he took time out from European travel to provide sales and marketing expertise to a number of UK companies. Cornish also spent over eight years in R&D developing avionic and telemetry computer systems before moving into product marketing and sales.

Mr. Cornish graduated with an honours degree in Electronics and Telecommunications from the Thames University in London and a diploma in Business Studies taken at the renowned Ashridge Management College.

#### About Solsoft, Inc.

As the leading provider of policy management for e-Business security, Solsoft is recognised as a pioneer for its innovative approach and market-leading competency. The company's product line, Solsoft NP, provides organisations with the ability to reduce their cost of security ownership, while improving the overall security of their intranet, distributed branch offices, e-Commerce, and extranet implementations. Solsoft's customers represent business segments ranging from high-growth dot-com companies to the more traditional large manufacturing companies. The company is funded by several industry-leading investors including: The Carlyle Group, Cita, Innovacom-Technocom, Intel Capital, Ventech, Société Générale: Asset Management, Sofinnova Partners and Viventures. Solsoft is headquartered in Mountain View, California and Paris, France.

For additional information about Solsoft, visit <http://www.solsoft.com>.

#### Press Enquiries:

Chris Netto/Nicola Alvey  
éclat MARKETING  
Tel: +44 1628 400 900  
e-mail: [chris@eclat.co.uk](mailto:chris@eclat.co.uk)  
e-mail: [nicola@eclat.co.uk](mailto:nicola@eclat.co.uk)

#### Solsoft Enquiries

Hind Dahbi  
Tel: +001 650 428 2805  
e-mail: [hind.dahbi@solsoft.com](mailto:hind.dahbi@solsoft.com)