

# Intelligent Networking Specialist, Intelliden, Appoints Ravi Pather As Vice President, Europe Middle East and Africa

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Strategic Management Appointment To Spearhead Intelliden's

International Expansion

Intelligent networking specialist, Intelliden, today announced the appointment of Ravi Pather as Vice President, Europe, Middle East and Africa (EMEA). Ravi will spearhead the company's revenue growth through both direct and indirect channels, building market share as it continues its international expansion throughout the EMEA region.

With an outstanding sales record in business and sales management, Ravi brings more than a decade of seasoned IT experience to Intelliden. Prior to joining Intelliden, he was General Manager for Northern Europe for Versata. As an executive member of the Versata management team, Ravi was responsible for building the company's multi-million dollar European customer base, which contributed to Versata being recognised as the seventh most successful NASDAQ IPO in 2000, raising more than 0 million. Throughout his career, he has also held senior management and sales director roles at Forte Software, Synon, AIG Computer Services.

Ravi has a proven track record for building software businesses for high technology companies from early stages to an established business. "His experience includes building of sales, marketing, support and delivery organisations securing multi-million dollar revenue streams and ensuring customer successes with blue chip organisations," said Dale Hecht, CEO of Intelliden. "We are delighted to have someone of Ravi's sales and management calibre on our executive team as we continue our global expansion."

Earlier this year, Intelliden raised more than .5 million in Series C financing for global expansion, led by Westbury Partners and supported by the existing investors 3i and Matrix Partners. The company has already secured three, multi-million dollar deals in EMEA, and is now rapidly expanding its customer and channel relationships. The company has growing relationships with IBM, GTP, Accenture, Deloitte Consulting and following the success of its business results and financing, is now expanding both its European technical and sales teams.

As the industry's first Intelligent Networking software solution, the Intelliden R-Series links network and IT resources with business priorities. The Intelliden R-Series provides seamless identification, analysis and resolution of systems and networking issues that can threaten the availability, security, provisioning and compliancy of business-critical network devices. The Intelliden R-Series software suite ensures business continuity via granular control of IP network devices. It notifies users, groups and other applications about device and network changes, while also identifying who did what to the

network—where, when and why. Intelliden is able to prevent manual errors and intelligently roll back to an earlier configuration with a few keystrokes, saving both valuable time and money.

By abstracting the knowledge of every device and importing it into the Intelliden directory, the Intelliden R-Series is able to automate configuration requirements, accelerate service activation, increase network security, reduce operational costs and improve resource optimization. This business-driven approach is known as Intelligent Networking.

Based at the company's European headquarters in Richmond, Surrey, Ravi will report directly to Dale Hecht, President and CEO of Intelliden.

#### About Intelliden Corporation

Intelliden's intelligent networking software solutions enable service providers, enterprises and government organizations to more efficiently run their complex IP infrastructures while increasing customer satisfaction, boosting revenue and accelerating long-term business objectives. Developed by Intelliden engineers who have built and managed some of the world's largest IP networks, the Intelliden R-Series™ aligns networks and IT resources with business process and priorities, while automating key functions, eliminating manual processes, streamlining disparate procedures and resolving network problems before they result in business loss. Headquartered in Colorado Springs, Colo., Intelliden has offices in Boston, Los Angeles, Washington, D.C., and London. For more information, visit [www.intelliden.com](http://www.intelliden.com).

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\*\* Photography available upon request \*\*