

# PortWise Appoints Neil Harvey As Vice President Europe

Submitted by: Devonshire Marketing Consultants Limited

Monday, 7 June 2004

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Europe's leading SSL VPN company, PortWise, today announced the appointment of Neil Harvey as Vice President European Operations. Neil is responsible for spearheading PortWise's revenue growth across Europe for its award-winning, secure remote access solutions.

Neil brings more than twenty years IT sales and sales management experience to PortWise with a strong track record in revenue growth and operational expansion. Prior to joining PortWise, he was Vice President EMEA for Network Associates, increasing average monthly revenues by more than 100 per cent. Prior to Network Associates, he was Vice President for Globeset Inc, a specialist in secure internet payment systems, and a Director of VERITAS Software Corporation, where he grew revenues from zero to in excess of \$60 million over a four year period, and oversaw the company's European expansion. Neil has also held senior sales roles with Unify Corporation, Ingres and Rapid Recall Ltd. He began his career with Texas Instruments.

Neil's appointment follows an oversubscribed VC investment in PortWise by Cazenove and Four Seasons in October 2003, and the recent appointment of the company's new CEO, Phil Bousfield earlier this month. Together, the new executive management team will capitalize on the worldwide demand for remote access solutions and the growing market opportunity for PortWise solutions.

The PortWise product suite, shipped as both software and as a security appliance, is widely recognized as the most comprehensive and technically advanced SSL VPN solution on the market today based on its ability to address the key issues facing the next generation of SSL VPNs – scalability and policy management. Industry analysts consider PortWise to be a fourth generation SSL VPN solution based on its technical functionality. The company was recently cited as a technology visionary vendor in Gartner's Magic Quadrant on the SSL VPN market, as a result of its innovative solutions such as the use of mobile phones in the authentication process.

Based at the company's new European UK head office in Maidenhead, Berks (outside London), Neil will report directly to Phil Bousfield, CEO.

About PortWise

PortWise is the European leader in the SSL VPN (Secure Socket Layer Virtual Private Network) market, with a client portfolio that includes over 150 corporate customers, 500,000 users and some of the world's largest implementations. The company's software suite provides highly secure, clientless, remote access; the only piece of equipment required to access corporate applications and data is an industry standard browser, enabling access from anywhere, at any time, and from any device. The award winning PortWise product suite, shipped as both software and security appliance, is widely recognized as the leading offering in terms of its ability to address the issues facing the next generation of SSL VPNs – scalability and policy management. Blue chip clients that are currently enjoying the benefits of the PortWise solution include: Ericsson, Toyota, HSB Bank and the Central Bank of Sweden. PortWise is a privately owned company, and its investors include Cazenove Private Equity, Four Seasons Venture and Scope. PortWise have offices in London, Sweden, the USA and India. For more information, please go to [www.portwise.com](http://www.portwise.com).

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