



PGP<sup>®</sup> Corporation

June 2008

# Corporate Backgrounder

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## PGP Corporation

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### Headquarters

PGP Corporation

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Support: <http://www.pgpsupport.com>

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### PGP Corporation – Fast Facts

- Category: Enterprise data security & encryption software
- Founded: 2002
- \$100m bookings milestone – since 2002
- 325 employees worldwide
- 4 operating units: Menlo Park, London, Frankfurt, & Tokyo
- 650+ global resellers in 55+ countries
- English, German, & Japanese localized solutions
- 24-hour worldwide support
- More than 100,000 source code downloads
- PGP customers:
  - 96% of Fortune® 100 U.S. companies
  - 74% of Fortune® Global 100 companies
  - 80% of the German DAX Index
  - 71% of the U.K. FTSE 100 Index
  - 110,000+ corporate customers in 178 countries

## Profile

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### Background

PGP Corporation is a global leader in email and data encryption software for enterprise data protection. Based on a unified key management and policy infrastructure, the PGP® Encryption Platform offers the broadest set of integrated applications for enterprise data security. PGP® platform-enabled applications allow organizations to meet current needs and expand as security requirements change for; email, laptops, desktops, instant messaging, smartphones, network storage, file transfers, automated processes, and backups. PGP® encryption solutions have earned a reputation for innovative, standards-based, trusted solutions currently used by more than 110,000 enterprises, businesses, and governments worldwide, including 96 percent of the Fortune® 100 and 80 percent of the German DAX Index. Customers depend on PGP solutions as part of a regulatory and audit compliance solution, to protect confidential information, secure customer data, and safeguard companies' brands and reputations.

### History

PGP 1.0 was released in 1991 and has been in use in commercial products since 1995. The original company, PGP Inc., was founded by Phil Zimmermann, with a vision of making encryption technology available to the masses. PGP Corporation was formed in June 2002 with the reacquisition of PGP assets by a team of encryption experts and secure-messaging veterans, many of whom had been involved in the initial development of PGP technology and products. PGP Corporation's vision has evolved to also meet the needs of global enterprises, and the company continues to set the worldwide standard for securing information wherever it resides.

### Financial Status

PGP Corporation is a privately held company. In October 2006, the company announced that it had exceeded \$100 million in cumulative product bookings over the course of its 4 years as a newly formed company since its separation from Network Associates, including more than \$40 million in the last 12 months. The company's venture funding has been provided by DCM, Venrock Associates, SVB Capital, and Silicon Valley Bank.

- DCM is an early-stage venture capital firm supporting entrepreneurs building world-class technology companies. The firm's partners manage more than US\$1.5 billion and have funded leading technology companies, including 2Wire, 51job (Nasdaq: JOBS), @Motion (Openwave), About.com (The New York Times Co.), All About (Jasdaq: 2454), Arroyo (Cisco), Dang Dang, Foundry Networks (Nasdaq: FDRY), HireRight, Internap (AMEX: IIP), IPivot (Intel), JCI (Nasdaq Japan - Hercules: 9424), Kabu.com (TSE Main:8703), PGP Corporation, Recourse Technologies (Symantec), Sigmatel (Nasdaq: SGTL), SMIC (NYSE: SMI), UUNet (MCI), and Vimicro (Nasdaq: VIMC). DCM offers hands-on operational guidance and access to an extensive network of resources, including close relationships with many of the Pacific Rim's leading companies and investors.
- Venrock is a premier venture capital firm with offices in Menlo Park, New York, Cambridge, MA, and Israel. Originally established as the venture capital arm of the Rockefeller family, Venrock continues a seven-decade tradition of funding entrepreneurs and establishing successful,

enduring companies. Having invested \$1.8 billion in 400 companies resulting in over 120 IPOs over the past 38 years, Venrock's investment returns place it among the top tier venture capital firms that have achieved consistently superior performance. With a primary focus on information technology, healthcare, and energy, portfolio companies have included Intel, Apple Computer, StrataCom, Check Point Software, and DoubleClick; Sirna Therapeutics, Centocor, Idec Pharmaceuticals, Sugen, Millennium Pharmaceuticals, and Illumina.

## Products

The PGP® Encryption Platform is the cornerstone of PGP Corporation's product offerings. The PGP Encryption Platform provides a single, extensible architecture that reduces operational costs and eliminates the duplicative tasks, systems, training, and support issues that plague other approaches. Unlike point solutions that address a single threat or cobbled-together product suites that lack integration, the PGP Encryption Platform delivers an integrated encryption framework across the broadest range of encryption applications. The PGP Encryption Platform is deployed with the first PGP application installed to secure email, laptops, desktops, instant messaging, PDAs, IM, network storage, FTP and bulk data transfers, or backups, enabling organizations to reap best-in-class encryption in phases or as business requirements emerge and evolve.

PGP products are designed to be both user- and network-friendly. They have earned a reputation for excellence based on their high technical standards and the practical experience of long-term users. PGP Corporation is committed to standards-based, nonproprietary technologies, ensuring wide compatibility among deployments. In addition, PGP Corporation is the only commercial security vendor to publish product [source code](#) for peer review.

## PGP Solutions & Services

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### PGP Encryption Platform

As organizations move toward protecting data throughout its lifecycle, businesses are proactively formulating enterprise encryption strategies to structure forward-looking guidelines on securing data at rest and in motion. The PGP Encryption Platform reduces the complexities of protecting business data by enabling organizations to deploy and manage multiple encryption applications cost-effectively from a single management console. The PGP Encryption Platform provides the automated services, centralized management, consistent policy enforcement, and extensible framework needed to deliver the robust, foundation services required by businesses today.

### PGP Enterprise Applications

[PGP® Encryption Platform](#) – Strategic enterprise encryption framework for shared user and key management, policy, and provisioning automated across multiple, integrated encryption applications.

[PGP Universal™ Gateway Email](#) – Centrally managed secure email without client software.

[PGP® Whole Disk Encryption](#) – Comprehensive disk encryption for securing all files on desktops, laptops, or removable media.

[PGP® Desktop Email](#) – Desktop-based email and instant messaging encryption for desktops and laptops.

[PGP® Endpoint](#) – Built-in security that detects, authorizes, and secures removable storage devices and media (such as USB drives, CDs, and DVDs).

[PGP® NetShare](#) – Security for files shared on network servers.

[PGP® Mobile](#) – Comprehensive data encryption for mobile devices, enabling quick protection for the data stored, in use, and shared with other users.

[PGP® Command Line](#) – Automated encryption and digital signing for batch-processed data, network transfers, and backups on servers or mainframes.

[PGP® PDF Messenger](#) – Secure sensitive business process communications for many recipients

[PGP® Support Package for BlackBerry®](#) – PGP email security for BlackBerry device users.

### PGP Management Console

[PGP Universal™ Server](#) – An extensible framework for central management and deployment of the above PGP encryption applications.

### PGP Product Packages

[PGP® Desktop Professional](#) – PGP Desktop Email & PGP Whole Disk Encryption protect sensitive data in email, instant messages, and on removable media.

[PGP® Desktop Storage](#) – PGP Whole Disk Encryption & PGP NetShare secure data on laptops, desktops, and shared on file servers. PGP® Desktop Corporate – PGP Desktop Email, PGP Whole Disk Encryption, & PGP NetShare secure confidential data in email, on laptops and desktops, and shared on file servers.

## Partner Ecosystem

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PGP Corporation partners with a broad spectrum of top-tier, security-oriented software and hardware vendors with products that are either integrated with or highly complementary to PGP product offerings such as antivirus, content filtering, and wireless device solutions. PGP Corporation works closely with these vendors to ensure compatibility, align technology roadmaps, and drive joint solution adoption with respective customers and prospects.

PGP Corporation's Total Solution Provider (TSP) Program enables industry-leading enterprise email management solution vendors to complement their offerings with the PGP Universal, PGP Desktop, and PGP Command Line products from the PGP Encryption Platform.

## PGP Executive Management Team

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**Phillip Dunkelberger**, President & Chief Executive Officer

**Alex Doll**, Senior Vice President Operations & Chief Financial Officer

**Jon Callas**, Chief Technology Officer

**Steven Soderberg**, Chief Information Officer

**Brian Draves**, General Counsel

**Steve Abbott**, Vice President Worldwide Enterprise Sales

**Rajiv Dholakia**, Vice President Strategy & Solutions

**Denise Hayman**, Vice President Worldwide Sales

**Ron Kisling**, Vice President Finance & Controller

**Tim Matthews**, Vice President Marketing

**Will Price**, Chief Architect

**Kathryn Ringewald**, Vice President Human Resources

**Steven Schoenfeld**, Vice President Products & Marketing

## PGP Advisory Boards

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### **Business Advisory Board**

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**Bill Braithwaite**

Health Information Policy Consultant

**Richard Clarke**

Chairman, Good Harbor Consulting, LLC

**Bill Cleary**

Founder & Principal, Cleary & Partners

**Esther Dyson**

Editor, Release 1.0

**James Eccleston**

Vice President, Strategic Programs, NCI  
Information Systems Inc.

**Craig Ehrlich**

Chairman, GSM Association

**Jim Reavis**

Founder & President, Reavis Consulting  
Group

**Roger Sanford**

Principal, The Roger Sanford Groupe

**Howard Schmidt**

Former Special Adviser for Cyberspace  
Security for the White House

### **Technical Advisory Board**

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**Carl Amdahl**

Technology Partner, DCM

**Dr. Steve Babbage**

Security Technologies Manager, Vodafone  
Group Research & Development

**Dr. Crispin Cowan**

Director of Software Engineering, Novell

**Ms. Olivia Dillan**

Vice President of Engineering, AtHoc

**Dr. Alexander "Sasha" Galitsky**

Entrepreneur & Inventor

**Dr. Norman Koo**

Executive Director, Chief Technology Officer,  
AOL Time Warner

**Bruce Schneier**

Chief Technology Officer, BT Counterpane

**Phil Zimmermann**

Founder, PGP Inc.



## PGP History

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Following are the milestones in the history of PGP (the product), PGP (the technology), PGP Corporation (the current company), and PGP Inc. (the original company).

### 2008

- PGP Corporation wins *SC Magazine* Email Security Group Test for second consecutive year.
- PGP Corporation named "Top 100 Company" by *Red Herring*.
- PGP Corporation certified by CMP Channel's *VARBusiness* as a Gold 5-Star Overall Winner in its 2008 Partner Program Guide.
- PGP Corporation brings enterprise data protection to smartphone users.

### 2007

- PGP Corporation celebrates 5 years as a global leader in Enterprise Data Protection.
- PGP Corporation named to *Entrepreneur Magazine's* "Hot 500" List.
- PGP<sup>®</sup> Encryption Platform wins *Wall Street Journal* Technology Innovation Award for Network Security.
- PGP Corporation announces new Secure Delivery Solutions.
- PGP Corporation completes most successful half year in the company's history.
- PGP<sup>®</sup> Encryption Platform wins "Encryption Product of the Year" at the Techworld Awards.
- PGP Corporation secures \$27.3 million in Series C funding.
- PGP Corporation and Intel<sup>®</sup> partner to deliver Enterprise Data Protection solutions.
- PGP<sup>®</sup> Whole Disk Encryption wins *Info Security Products Guide* Global Excellence Award: Full Disk Encryption.
- PGP<sup>®</sup> Encryption Platform wins *Info Security Products Guide* Global Excellence Award: Enterprise Encryption Platforms.
- New PGP<sup>®</sup> Global Partner Program launched.
- Record 2006 results announced.
- PGP Corporation named *Info Security* "Hot Company" for 2007.

### 2006

- PGP Corporation announces new and enhanced applications for the PGP<sup>®</sup> Encryption Platform.
- Gartner report on mobile data protection places PGP Corporation in Visionaries Quadrant.
- PGP<sup>®</sup> encryption named one of top 25 most influential products of the last 25 years by *eWEEK*.
- New PGP<sup>®</sup> NetShare announced.

- PGP Corporation again rated the lead vendor in email and data encryption software by latest TheInfoPro survey.
- New PGP Command Line for IBM® zSeries® and IBM® iSeries™ released.
- Record 2005 results announced.
- PGP Corporation named *Info Security* "Hot Company" for 2006.
- Formation of PGP Japan K.K.

## 2005

- PGP Desktop Professional 9.0 chosen 2005 Best of the Year encryption solution by *PC Magazine*.
- PGP Corporation joins Microsoft's SecureIT Alliance.
- PGP products localized for Japanese-language customers released.
- Additional \$10 million in growth capital funding will accelerate R&D, expansion of PGP Encryption Platform.
- PGP Corporation rated the lead vendor in email and data encryption software by TheInfoPro survey.
- New PGP® Support Package for BlackBerry® announced.
- New PGP® Whole Disk Encryption product line introduced.
- PGP Corporation announces enterprise "deploy-once" PGP Encryption Platform.
- PGP Corporation partners with Mirapoint to offer an appliance-based secure-messaging infrastructure.
- New PGP Universal–CipherTrust IronMail™ Compliance Solution released.
- PGP Corporation joins DKIM email authentication work group to draft new specification.
- New products for Mac OS X 10.4 "Tiger" released along with German localization and international encoding updates.
- New PGP Universal 2.0 and PGP Desktop 9.0 data security products released as well as new PGP Global Directory service.
- PGP Corporation partners with Vontu to offer the industry's first content-aware encryption solution for email.
- PGP Universal chosen Best Security Solution for Healthcare for 2005 in *SC Magazine's* European Excellence Awards.
- PGP Corporation launches new Total Solution Provider (TSP) Program with IronPort Systems, MailFrontier, Proofpoint, and Sendmail.
- PGP Corporation acquires Glück & Kanja Technology AG, forms PGP Deutschland AG.

- PGP Universal chosen Best Encryption Solution for 2005 by *SC Magazine*.
- IMlogic, MailFrontier, Mirapoint, Proofpoint, Sendmail, and Vontu join PGP Alliance Partner Program.
- PGP Corporation named best-of-breed encryption technology vendor in new IronPort Platform Partner Alliance.

## 2004

- PGP Corporation and Clearswift to offer integrated content filtering and email encryption for enterprises.
- New PGP Whole Disk Encryption product announced.
- PGP Corporation and IronPort Systems to offer integrated email security solution.
- PGP Corporation reaches 30,000 corporate customers.
- PGP Universal 1.2 released.
- PGP Corporation named to second-annual AlwaysOn Top 100 Private Companies list.
- Information Systems Security Association (ISSA) selects PGP Universal.
- PGP Desktop 8.1 released.
- PGP Command Line 8.5 released.
- PGP Corporation granted Key Reconstruction patent.
- PGP Universal reaches 50th customer and 50,000 internal user license milestones in 6 months.
- BlackBerry® Support and Research In Motion alliance announced.
- PGP Corporation and Symantec to deliver an integrated email security solution for the enterprise.
- PGP Software Development Kit (SDK) receives FIPS 140-2 Level 1 validation from NIST.
- PGP Corporation one of the founding members of new Cyber Security Industry Alliance (CSIA).
- PGP Universal products added to Patriot Technologies' GSA Schedule.

## 2003

- PGP Universal 1.1 released on December 30.
- PGP Universal receives "winner" review in *Information Security* magazine.
- PGP Corporation granted a U.S. patent on "method and apparatus for reconstituting an encryption key based on multiple user responses."
- PGP Corporation named Best New Vendor by Ingram Micro U.S.
- PGP Alliance Partner Program launched with 10 security market leaders.
- PGP products selected as security standard for SAT college entrance exam score reporting.

- PGP Universal receives Editors' Choice Award from *VARBusiness* magazine; PGP Corporation named a Top Technology Innovator.
- PGP Desktop 8.0.3 released for Macintosh and Windows.
- PGP Corporation announces Business Advisory Board.
- PGP Corporation announces and ships PGP Universal, a new self-managing security architecture and product line.
- PGP Corporation signs distribution agreement with Ingram Micro, the largest global wholesale provider of technology products and supply chain management services.
- PGP Corporation named to first annual AlwaysOn List of Top 100 Private Companies.
- PGP Enterprise 8.0 receives Reader Trust Award for Best Encryption, SC Awards Council's Best Encryption Solution (Highly Commended), and SC Awards Council's Best Email Security (Highly Commended) from *SC Magazine*.
- PGP Corporation announces new partners in Chile, India, Japan, and Korea.
- PGP Personal 8.0 receives Editor's Choice review by *Macworld* magazine.
- PGP Personal 8.0 named Best Encryption Software and one of CNET's Top 100 Products.
- PGP Desktop 8.0.2 released.
- PGP Desktop 8.0.1DE for Windows released for German-language users.

## 2002

- PGP Corporation releases source code for peer review.
- PGP Personal and PGP Freeware released.
- PGP 8.0 released for Macintosh and Windows.
- PGP Corporation announces partners in Latin America, Southeast Asia, and Australia.
- PGP Corporation assumes worldwide technical support responsibilities.
- PGP Corporation announces U.S. and Canada partner reseller program.
- PGP Corporation moves into new corporate facilities in Palo Alto, California.
- PGP 7.2 for Mac OS 9 released.
- PGP Corporation announces partners in Europe, the Middle East, and Africa.
- PGP Corporation and Network Associates announce the sale of PGP assets.
- Newly formed PGP Corporation buys back PGP products and intellectual property from Network Associates.

## 1998-2001

- PGP 7.1.1 released.
- PGP 7.1 released, including a Corporate Desktop Suite (PGP Mail, PGP Disk, PGP VPN, and PGP Firewall).
- PGP 7.0.3 released for Individual and Freeware users; PGP 7.0.4 released for Enterprise users.
- PGP 7.0 released based on new MS Windows code. Major version includes PGP Firewall, ICQ Instant Messenger plug-in, Windows 2000 support, Notes mail plug-in, and PGP Admin for large deployments.
- PGP 6.5 released with Virtual Private Network (VPN) and full X.509 support.
- PGP 6.0 released with PGP Disk for Windows and a mail plug-in for Microsoft Outlook.

## 1991-1997

- Network Associates acquires PGP Inc. for cash and warrants.
- PGP 5.5 released for both Business and Personal with PGP Admin.
- PGP 5.0 released; first complete product code rewrite since version 1.0.
- PGP 4.5 released with simple user interface and a mail plug-in for Eudora.
- PGP Inc. formed in merger with Viacrypt.
- Legal case against Phil Zimmermann dropped by U.S. courts.
- PGP Disk for the Macintosh released.
- Viacrypt releases PGP 2.7.1.
- Viacrypt obtains the right to sell PGP for commercial use.
- U.S. government files export violation case against Phil Zimmermann.
- Phil Zimmermann releases version 1.0 of Pretty Good Privacy (PGP®).

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