

Marc Shinbrood

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Marc Shinbrood is a successful entrepreneur specializing in all aspects of building early stage (start-up) computer software and appliance companies. He has been in the vendor software and appliance business environment for over 35 years, most recently specializing in enterprise-level software and appliance security solutions. He has served in every conceivable role with a computer software company, including serving as CEO or principal operating officer five times. Mr. Shinbrood is particularly strong in recruiting, sales, inter-company relationships, mergers & acquisitions and fund raising. He is the author of numerous articles and videos. He is a frequent speaker at industry events and venture capital conferences. Mr. Shinbrood was also an Associate Technical Editor for Midrange Computing Magazine.

Currently Mr. Shinbrood is Chairman of the Board of Breach Security, Inc. (<http://www.breach.com>) where he served as CEO for three years. During his tenure, Mr. Shinbrood built the company and its management team, and led them through the successful rollout of Breach Security's commercial and open source web application firewall offerings. Prior to Breach Security, Inc. he was founder, president and CEO of Treasure Coast Software, a startup provider of E-mail Personal Information Containment (EPIC) solutions, called Mail-Lock, that are designed to be easy-to-use and effective for non-technical high level executives. He sold this product line to Groupware Software Solutions in 2005.

Prior to Treasure Coast Software, Mr. Shinbrood, performing as a member of the Board of Directors and then Executive Vice President and Chief Operating Officer, repositioned WQuinn Associates, Inc., a vendor of storage resource management products, so that it could be sold to Precise Software Solutions (NASDAQ: PRSE) for \$42 million (almost five times the trailing revenues of the company). At WQuinn, in less than one year, he took a tactical young management team and molded them into a force in the storage resource management space. In addition, he negotiated major revenue-generating relationships with Microsoft and PowerQuest and recruited new international and domestic marketing and sales executives to complete the management team.

Prior to WQuinn, he served for three years as Senior Vice President of Business Development for AXENT Technologies, Inc. (now Symantec Corporation), the industry leader in providing enterprise-class information security software to Fortune 1,000 companies. At AXENT he established significant partnerships with major corporate vendors such as Hewlett-Packard, Microsoft, America Online, Compaq, Tivoli, and BMC Software. In addition, Mr. Shinbrood was a significant participant in merger & acquisition activities which included Assurenet Pathways, Raptor Systems, Secure Network Consulting, Inc. and PassGo. Mr. Shinbrood also set up the introductory meetings with the executives of Symantec that later culminated in the billion-dollar acquisition of AXENT by Symantec.

Before AXENT, Mr. Shinbrood served in executive positions such as:

- Vice President of Marketing and Business Development for Nat Systems International, Inc., the industry leader in providing enterprise class, 3-tier client/server application development tools to Fortune 1,000 companies. He established significant partnerships for Nat Systems with Hewlett-Packard, Sun Microsystems, Tivoli, Netscape, BDM, Coopers & Lybrand, Intersolv (now Merant), Novadigm and Groupe Bull.
- President of TechGnosis International, Inc. (Database Middleware), where he repositioned the company through marketing and sales efforts to help orchestrate the sale of TechGnosis International, Inc. to Intersolv (now Merant) for \$84 million, netting its investors dramatic profits in less than eight months.
- President and CEO of ShowCase Corporation (AS/400 data warehousing and middleware) (NASDAQ:SHWC) and now part of SPSS Corporation.
- President and General Manager of the CARMS Division of Global Software (high-volume accounts receivable application), where he sold the division to Walker Interactive Systems.
- Founder of Business Software Technology, Inc. performance and change control software, (now Computer Associates),
- Vice President of Cullinet Software database management software, (now Computer Associates).

Mr. Shinbrood holds a Bachelor of Science degree in Computer Science from Purdue University and speaks French and Hebrew.