



THE
DATA
PROTECTION
COMPANY

FACT

For 30 years, we have been **trusted to protect the world's most sensitive data** for the world's most valuable brands.

FACT SHEET

At-a-Glance

Established:	1983
URL:	www.safenet-inc.com
Global Headquarters:	4690 Millennium Drive Belcamp, Maryland 21017 United States
Office Locations:	37 offices worldwide
Employees:	Approximately 1,500 employees worldwide
Corporate Structure:	SafeNet serves: <ul style="list-style-type: none"> • Data Protection • Software Monetization
Customers:	25,000 in over 100 countries
Patents:	Nearly 100 U.S. and over 70 foreign-issued patents, with significant additional U.S. and international patents pending
Certifications:	FIPS, Common Criteria, National Security Type 1 Portfolio includes 100 NIST-approved products; Type 1 for U.S. Classified Applications
President and CEO:	Prakash Panjwani

The Data Protection Company

SafeNet is one of the largest information security companies in the world, delivering comprehensive solutions for the persistent protection of high-value information. The Company protects some of the world's most sensitive data in the most complex environments, securing the critical assets of Fortune 500 companies, independent software vendors, and government agencies.

With operations in over 100 countries, SafeNet is dedicated to helping customers protect and control high-value data in an increasingly threatening and highly regulated landscape, even as that data moves through the enterprise and into the cloud.

Corporate History

SafeNet was founded in 1983 by two security engineers. Using encryption technology, SafeNet quickly made a name for itself by providing enterprise network security solutions that protected the public and private networks of financial institutions and government enterprises. Since that time, SafeNet has evolved its core encryption and data protection technologies into comprehensive and integrated solutions, focused on protecting high-value information throughout its lifecycle. For more information on SafeNet's technological innovation and corporate evolution, we encourage you to visit our historical timeline at <http://www.safenet-inc.com/about-safenet/>.

Issues We Solve

Rapid innovations in technology have changed the way in which organizations create, share, store, and move their valuable information assets. While organizations employ new technologies to increase productivity, they also introduce additional security and compliance risks and increase the vulnerability of digital information and assets. IT teams are increasingly challenged as boundaries between the enterprise and consumer technologies converge, new applications enable greater data sharing, social networking increases global collaboration, and more data moves into the cloud. These new opportunities create exponential challenges, exposing

organizations to additional threats, national security breaches, risk of data loss, financial loss, compliance failures, and reputational harm.

Many companies today claim that they protect data but SafeNet is the only company with proven products and solutions that provide persistent protection throughout the information lifecycle—from the data center to the cloud. SafeNet helps companies and government agencies:

- Persistently protect high-value data at all stages of the information lifecycle
- Comply with emerging regulatory and internal policy requirements
- Secure and control sensitive data as it migrates to the cloud
- Enable and secure the next generation of digital applications
- Safeguard high-assurance environments and enable secure information sharing
- Protect IP and create new licensing monetization and revenue growth strategies

Our Unique Approach

SafeNet is a leader in crypto-based data protection strategies. Our solutions provide an encryption-centric foundation that makes it possible to attach protection to the data itself.

This embedded protection ensures security throughout the lifecycle of data, even when perimeter defenses are breached—an approach we call Secure Breach.

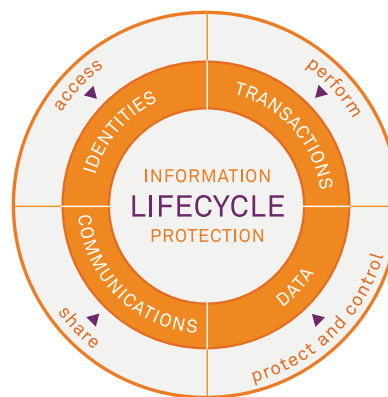
SafeNet's comprehensive and industry-leading data protection solutions consist of multiple product families that allow companies and governments to protect and control their high-value digital assets, including both data and software.

Identity and Transaction Protection. Our portfolio of authentication solutions allow customers to secure and control remote access to corporate networks, move securely to the cloud by enabling secure access to SaaS applications, enable new online services, and meet emerging compliance and regulatory requirements.

SafeNet's broad authentication offering enables our customers to address numerous use cases with the widest range of strong authentication methods and form factors. These strengths, combined with flexible delivery and pricing models, allow our customers to address:

- Increasingly sophisticated threats
- The rising demand for user mobility and the need to secure user access from multiple endpoint devices
- The influence of social networking identities on IAM enterprise security policy
- The need to reduce the cost of authentication operations
- The need to reduce the burden of authentication on end users and make it as transparent as possible

SafeNet provides government and commercial enterprises with a highly secure, high-performance identity and transaction protection infrastructure, allowing customers to build trust into the digital business process and ensure compliance of transaction data.



Data Security in the Cloud. SafeNet's data protection solutions for the cloud consist of a complete family of encryption and key management products built to allow enterprises to take full advantage of the flexibility, agility, and operational cost benefits of the cloud while still maintaining security and control of sensitive data. SafeNet's data protection solutions support cloud-scale deployments with robust high-availability capabilities, permitting the protection of data across virtualized data centers, service providers, and public cloud environments. Our solutions provide intelligent, unified management and control of encrypted data, regardless of where it resides. SafeNet's comprehensive encryption solutions for structured and unstructured data together with our market leading key management platform, help organizations protect and maintain ownership of sensitive data assets, ensuring the highest levels of security, compliance, and data governance for commercial enterprises and public sector institutions.

Software Monetization. The Company's family of Sentinel Software Monetization Solutions is designed to meet the unique license enablement, enforcement, and management requirements of any organization, regardless of size, technical requirements, or organizational structure. Only with SafeNet are software publishers able to address each and every aspect of the software monetization lifecycle—from software packaging, delivery, and ongoing catalog management to copy and intellectual property protection, and end-user experience improvement.

SafeNet is the only vendor to offer cloud-based software licensing and entitlement management solutions in addition to traditional offerings for installation on premise. This, paired with the ability to enforce licenses and track entitlement and usage data via hardware tokens, software keys, or cloud services, makes SafeNet the premier software monetization partner for ISVs regardless of how their software is being delivered—physically, electronically, embedded within a device, via the cloud, or as a mixed portfolio.

Executive Officers

SafeNet's leadership team has significant security and technology expertise, and a proven track record of delivering industry-leading products and solutions:

President and Chief Executive Officer

Prakash Panjwani

Chief Financial Officer

Jon McCabe

Executive Vice President and Chief Revenue Officer

Phil Saunders

Chief Strategy & Marketing Officer

Tsion Gonen

Corporate Vice President, Human Resources

Diane Smith

Corporate Vice President and Chief Information Officer

Jan Manning

Corporate Vice President, Quality & Business Process Improvement

Steve Walsh

Corporate Vice President, Global Operations

Diane Pewitt

Chief Technology Officer and Corporate Vice President, Product Development

Slawek Ligier

Corporate Vice President, Business Development

Sean Price

General Manager, Software Monetization

Shlomo Weiss

Investors

SafeNet is a Vector Capital company. Vector Capital is a leading global private equity firm specializing in spinouts, buyouts, and recapitalizations of established technology businesses in both the private and public capital markets.

Vector Capital strives to actively partner with management teams to develop and execute new financial and business strategies designed to materially improve the competitive standing of those businesses and enhance value for employees, customers, and stockholders.



Recent Awards and Recognition

- Gartner, the Leaders Quadrant of the "Magic Quadrant for User Authentication." (2012, 2013)
- SD Times Top 100 : SafeNet Software Rights Management (2009- 2012)
- CRN 5-Star Channel Program: SafeNet Enterprise Data Protection Partner Program (2009-2012)
- SIIA CODiE Award, Best DRM Solution: Sentinel LDK (2013)
- Baltimore Magazine recognizes SafeNet as one of the top 25 places to work (2012)
- SIIA CODiE Award, Best DRM Solution: Sentinel Cloud (2012)
- Frost & Sullivan, Software Licensing and Management Product Line Innovation award: Sentinel Software Monetization Solutions portfolio (2011)
- Raytheon Supplier of the Year (2010)
- SC Magazine Australia Product of the Year: DataSecure (2010)
- SC Magazine 5-Star Rating: Sentinel Software Protection (2010)
- Frost and Sullivan, Enabling Technology of the Year (2009)
- SC Magazine Best Multi- and Second-Factor Solution Finalist: eToken (2009)
- SC Magazine Product Best Buy: eToken (2009)

For more information and access to recent press releases, visit <http://www.safenet-inc.com/about-safenet/>

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