



MOORELAND PARTNERS

**Mooreland Market Monitor:
Virtualization**

November 2009

CONFIDENTIAL



Everything is Becoming Virtualized



Virtualization Makes Infrastructure Flexible

- Instead of a server running one operating system and a few applications, the server can now run multiple operating systems and applications at once
- Instead of the hardware determining what IT can accomplish, virtualization makes the hardware more flexible
- Instead of managing infrastructure as a bunch of pieces of hardware, virtualization enables managing what work the business needs to get done
- The big goal is accomplished: business drives IT, rather than the other way around

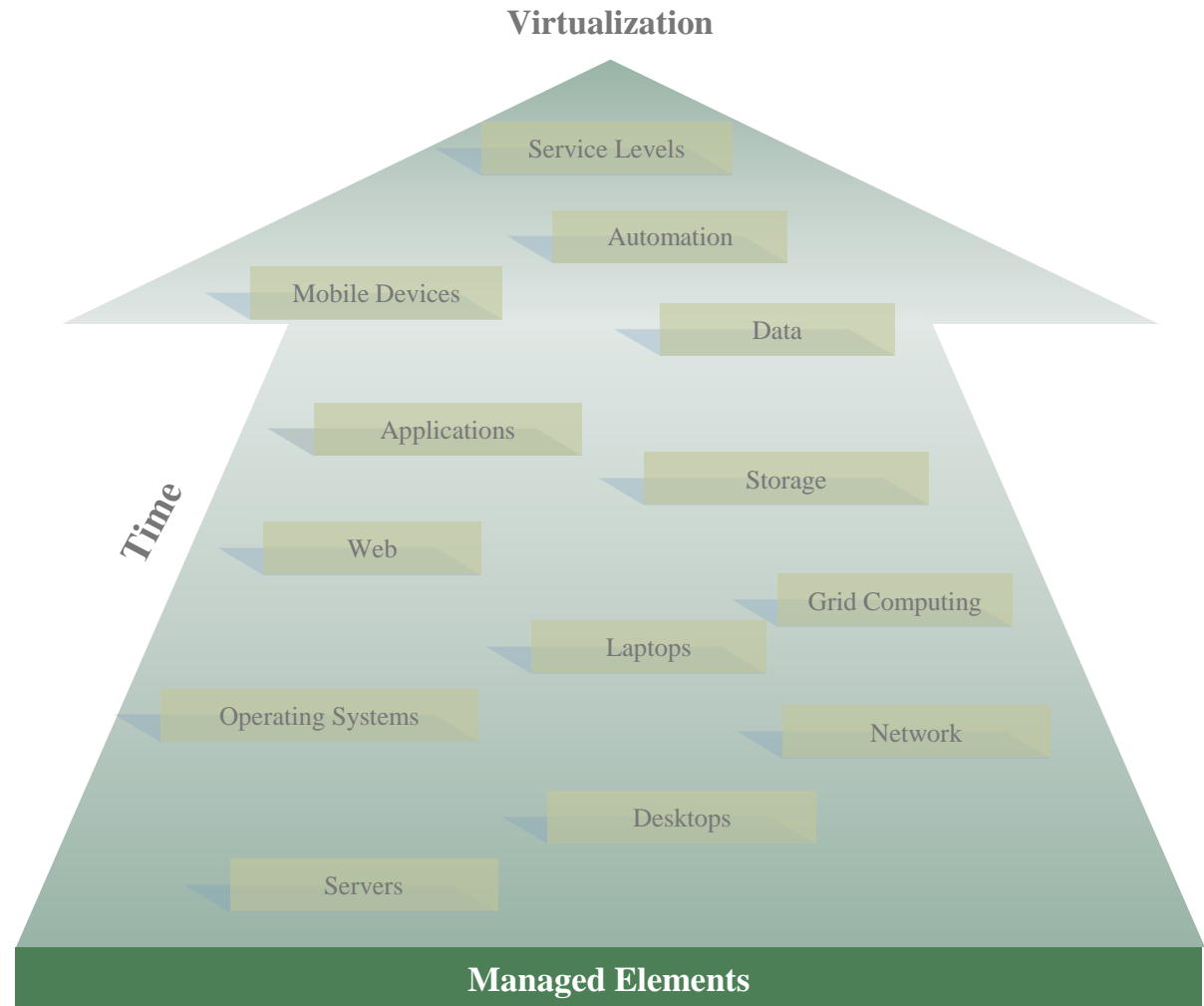


The Virtualization Space Will Continue to Consolidate

- The term “virtualization” increasingly encompasses the provisioning, management, automation and virtualization of all IT-related assets, including hardware, operating systems, applications and services
- The global virtualization market is forecast to be \$20B in 2010 (IDC)
- New companies in the space continue to be created and get funding
- The newest software business models are being used in virtualization
- Virtualization will incorporate new software architecture environments
- Consolidation has been a constant force in this market for 6 years
- Large existing IT vendors, not just the current infrastructure management companies, intend to manage all enterprise assets

Everything is Becoming Virtualized

- Server consolidation was driven by economics
 - Fewer server to manage
 - Infrastructure that responds to business needs with agility
- Server virtualization made consolidation flexible and therefore practical
- Virtualization is now encompassing management and automation, and all IT-related resources





Virtualization is Relatively New, Yet Here to Stay

- 64% of data centers use virtualization
- IDC reduced its X86 server growth forecast for 2006-2010 to 39%, from 61%, due to virtualization and multicore processor demand
- IT vendors are partnering for virtualization, including
 - Microsoft and Novell (with SUSE Linux)
 - Microsoft and XenSource
 - Microsoft and Virtual Iron
 - Microsoft and Red Hat
 - Red Hat and VMware
 - VMware and Novell (for SUSE Linux)
 - VMware and Intel
- Adoption will accelerate with:
 - Operating system and application software licensing models being adapted to virtualized environments
 - Solutions for managing virtualized environments
 - Tools to enable high availability
 - Security and compliance, including separation of duties



Potential Inhibitors Need to Be Removed to Accelerate Adoption

- **Operating system and application software licensing models are still adapting**
 - Virtualization can increase current licensing, far outweighing the “price” of the free code of Xen, Microsoft Virtual Server, Virtual Iron ,VMware Server or VMware ESXi
 - Vendors like CA and Novell are making licensing easy, with one license per physical server, regardless of the number of virtual environments
- **Management of virtualized environments is more complicated than physical environments today**
 - Each virtualization vendor supplying its own management tools reduces flexibility and increases operating costs
 - CA’s solution for management of virtualized environments acknowledges that almost all enterprise environments are heterogeneous and distributed
- **Planning and implementation for backups and high availability is required**
 - Virtualized environments are far more dependent on each hardware element than conventional environments
 - VMmark and the SPEC benchmark being developed offer a beginning
- **Security and separation of duties must be handled**
 - Virtual machines allow sharing of information within a machine, without any detection by the network or its security tools
 - Security must be provided within a machine by someone other than the system administrator
- **Desktop virtualization economic benefits are less compelling than for servers**
 - 2-12% TCO in soft costs is difficult to justify
 - Education, financial services, and healthcare are early adopter verticals

Source: Gartner

The Virtualization Landscape

ENTERPRISE SYSTEMS MANAGEMENT: BMC, CA, HP, IBM, Microsoft, Sun, EMC/VMware

SMB IT MANAGEMENT: AdventNet, GroundWork, Ipswitch, Jumpnode, Kace, Nagios, Netreo, Performance IT, Uptime Software, Zenoss

SERVER VIRTUALIZATION		DESKTOP VIRTUALIZATION / MANAGEMENT		NETWORK MANAGEMENT		I / O VIRTUALIZATION		OPEN SOURCE O / S VIRTUALIZATION	
<i>Citrix / XenSource</i>	<i>Oracle / Virtual Iron</i>	Atlantis Computing	<i>Quest / ScriptLogic</i>	<i>Versata / AlterPoint</i>	<i>IBM / Microwave</i>	3Leaf	VirtenSys	Bochs	Red Hat
<i>EMC / VMware</i>	<i>Sun / Innotek</i>	AppSense	<i>Red Hat / Qumranet</i>	<i>BMC / Emprisa</i>	Intelliden	<i>Cisco / Nuova</i>	Xsigo	KVM	Xen
<i>IBM / CIMS Lab</i>	SWsoft	<i>Citrix / Ardenne</i>	RingCube	<i>CA / Concord</i>	Kiwi Enterprises	NextIO		PearPC	
AUTOMATION		<i>Citrix / XenSource</i>	Spiceworks	Cisco	Opnet	STORAGE MANAGEMENT		MULTI-VENDOR STORAGE VIRTUALIZATION	
<i>CA / Cassatt</i>	Quest	<i>EMC / VMware</i>	<i>Sun / Innotek</i>	Dorado	Solar Winds	EMC	<i>Rackable / Terrascale</i>	3PARdata	<i>IBM / Diligent</i>
Enigmatec	Scalent	<i>Emerson / Avocent / LANDesk</i>	<i>SWsoft / Parallels</i>	<i>EMC / Voyence</i>		Brocade	Softek	<i>Cisco / NeoPath</i>	Incipient
<i>HP / Consera</i>	Sun	Ericom	Synchron	<i>HP / Opsware / Rendition</i>		Hitachi	Symantec	Cloverleaf	<i>LSI / StoreAge</i>
<i>HP / Opsware</i>		<i>HP / Neoware</i>	<i>Symantec / AppStream</i>	VIRTUALIZATION MANAGEMENT		<i>HP / AppIQ / LeftHand</i>	Teracloud	DataCore	NetApp
Netuitive		InstallFree	<i>Symantec / nSuite</i>	BlueStripe	PHD Virtual	<i>HP/Opsware/CreeksPath</i>		EMC	Qlogic
Optema		<i>Kace / Computers in Motion</i>	Tadpole	Convirture	Plixer	DISCOVERY / CMDB		Evostor	Reddata
SYSTEMS MANAGEMENT SOFTWARE		Leostream	VDIworks	DynamicOps	<i>Quest / Invirtus</i>	<i>CA / Cendura</i>	Symantec	<i>F5 / Acopia</i>	Sanrad
<i>BMC / BladeLogic</i>	<i>IBM / Tivoli</i>	<i>Microsoft / Calista</i>	Viewfinity	Embotics	<i>Quest / Vizioncore</i>	<i>EMC / nLayers</i>	Tideway	FalconStor	Separon
<i>CA / Aprisma</i>	Integrien	<i>Microsoft / Kidaro</i>	Virtual Bridges	Fortisphere	Red Hat	<i>HP / Mercury</i>		HDS	Symantec
<i>Citrix / Aurema</i>	Likewise	<i>Microsoft / Softricity</i>	Virtual Computer	Integrien	Reflex Systems	IT PROCESS AUTOMATION		PATCH / CONFIG. MANAGEMENT	
Egenera	Mtn View Data	Neocleus	<i>VMware / Propero</i>	ManageIQ	Surgent	<i>BMC / RealOps</i>	<i>HP/Opsware/iConclude</i>	BigFix	<i>McAfee / Solidcore</i>
<i>EMC / VMware / Dunes</i>	<i>Plixer / Somix</i>	Phoenix	<i>VMware / Thininstall</i>	Netegrity	ToutVirtual	<i>CA / Optimuity</i>	Opalis	<i>HP / Novadigm</i>	<i>Oracle / mValent</i>
<i>Emerson / Aperture</i>	Racemi	<i>Quest / Provision Networks</i>	Wanova	<i>Nimsoft / Indicative</i>	Userful	<i>Cisco / Tidal</i>		Lumension	<i>Versata / Ecora</i>
<i>Emerson / Avocent / Cycalades</i>	<i>Symantec / Altiris</i>	VIRTUAL PC		APPLICATION / INFRASTRUCTURE VIRTUALIZATION		TEST AND LAB MANAGEMENT		GRID / CLUSTER	
<i>HP / RLX</i>	TriActive	Chip PC	Pano Logic	AppZero	Marathon	CollabNet	<i>VMware / Akimbi</i>	3Tera	<i>Oracle / Tangosol</i>
<i>IBM / Micromuse</i>	Uplugix	ClearCube	Rackable	FastScale	Scense	Hatsize		Appistry	Paremus
<i>IBM / Think Dyn.</i>	Xceedium	DeskTone	SIMtone	<i>IBM / Meiosys</i>	<i>VMware / B-hive</i>	Skytap		Aspeed	Sun
CAPACITY PLANNING		MokaFive	Teradici	Librato	Zeus	ASSET MANAGEMENT		Aumege Network	<i>Platform Comp. / Scali</i>
CiRBA	<i>Novell / PlateSpin</i>	NComputing	BUSINESS SERVICE / SERVICE LEVEL MANAGEMENT		VIRTUALIZATION SECURITY		Apptio	Iontas	Globus
HyPerformix	Vkernel	Akorri	<i>Novell / Managed Objects</i>	Altor Networks	HyTrust	<i>BDNA / PS/Soft</i>	<i>SatoriTech / Provment</i>	Linux Networkx	<i>TIBCO / DataSynapse</i>
END USER APPLICATION PERFORMANCE MONITORING		<i>Attachmate / NetIQ</i>	<i>Nimsoft / Indicative</i>	Apani	StillSecure	<i>HP / Peregrine</i>		Majitek	<i>Univa / United Devices</i>
Aternity	<i>CapaSystems / PremiTech</i>	<i>BMC / ProactiveNet</i>	Oblicore	AppGate	Stonesoft	VIRTUALIZATION MONITORING		MOBILE VIRTUALIZATION	
<i>Citrix / Reflectent</i>	Serden	<i>HP / Mercury</i>	OpTier	Catbird	<i>Trend Micro / Third Brigade</i>	eG Innovations	SmartPeak	VirtualLogix	<i>VMware / Trango</i>
Knoa	Xangati	InfoVista	<i>Quest / Magnum</i>	<i>EMC / Configuresoft</i>	<i>VMware / Blue Lane</i>	Hyper9	Sysload	Open Kernel Labs	
				VIRTUALIZATION OPTIMIZATION		ANALYTICS		DATABASE VIRTUALIZATION	
		Replicate Technologies	Virtual Instruments			<i>Nimsoft / Citio</i>		GemStone	xkoto
		Tripwire				MEMORY VIRTUALIZATION		ScaleOut	
						Modius			
						RNA Networks			
						ScaleMP			

Note: Italics indicate acquisitions

Recent Venture Capital Investments

Company	Date	Last Round	Round Type	Total Raised ⁽¹⁾
3Leaf	9/22/2008	\$35.0	C	\$67.5
3PARdata	3/30/2006	30.0	C1	183.1
Acopia	3/30/2006	10.5	D	85.5
Akorri	9/10/2007	15.0	C	38.6
Alterpoint	12/21/2004	22.5	C	37.2
Altor Networks	4/22/2008	6.0	A	6.0
Apani	5/25/2005	16.0	A	16.0
Appistry	1/1/2006	2.5	A	11.0
Appstream	11/14/2003	15.6	C	59.0
Apptio	8/18/2009	14.0	B	21.0
Ardence	1/18/2005	8.0	Debt	49.3
Aspeed	9/15/2006	0.5	B	9.4
Aternity	5/30/2007	5.0	B	12.5
Attune	11/14/2006	14.0	C	14.0
Availigent	6/30/2006	12.2	B	20.2
B-hive	8/23/2006	7.0	B	7.5
BigFix	12/5/2005	8.4	C	16.4
Bladelogic	6/23/2005	7.0	D	29.0
BlueStripe Software	4/17/2009	8.0	B	13.0
Calista	6/5/2006	7.5	A	7.5
Cassatt	3/20/2006	15.0	D	53.0
CiRBA	1/28/2008	12.0	B	NA
ClearCube	9/8/2006	5.0	Bridge	91.1
Cloverleaf Communications	6/28/2005	11.0	B	21.0
Configuresoft	9/29/2006	3.0	Debt	17.4
Coradiant	8/22/2005	12.7	D	37.2
CRI Technologies	9/10/2007	10.0	A	10.0
DataCore	5/14/2008	30.0	E	115.0
Desktone	7/27/2007	17.0	A	17.0
Diligent	10/12/2006	4.0	B	41.0

(1) Amount raised includes only reported rounds

Recent Venture Capital Investments (Cont'd)

Company	Date	Last Round	Round Type	Total Raised ⁽¹⁾
Dorado	3/14/2001	24.0	A	24.0
Embotics	12/10/2008	4.0	B	NA
Egenera	6/30/2006	26.0	E	197.0
Enigmatec	8/5/2008	14.0	C	49.6
Evergrid	5/21/2007	10.0	A	10.0
Evostor	11/3/2008	5.0	A	5.0
Exent	1/6/2001	3.0	D	34.5
FastScale	11/28/2006	6.5	A	6.5
FiveRuns	10/15/2005	3.0	A	3.0
Fusion Dynamic	4/27/2006	6.0	D	22.6
GigaSpaces	1/1/2007	5.0	C	13.5
GlassHouse Technologies	8/29/2007	6.0	E	48.5
Hyperic	6/5/2007	6.1	B	9.9
Hyper9 (fka InovaWave)	1/27/2009	8.0	B	17.2
HyPerformix	2/10/2009	3.8	D	24.7
HyTrust	4/6/2009	5.5	A	5.5
illumita	7/30/2007	6.0	A	6.0
Incipient	2/20/2008	15.6	E	94.6
Indicative	2/28/2006	6.0	B	17.3
InstallFree	8/4/2008	8.5	B	10.2
Integrien	7/23/2009	6.5	C	23.0
Intelliden	5/21/2007	10.0	F	74.3
Iontas	6/11/2002	0.5	B	2.0
Kidaro	12/12/2006	10.0	B	14.0
Knoa	9/27/2000	1.5	B	4.5
LeftHand	9/6/2005	25.0	C	63.5
Levanta	10/23/2007	8.0	E	NA
Likewise	3/22/2006	11.5	B	16.9
Magnum Technologies	12/31/2005	0.4	Bridge	4.6
Managed Objects	9/18/2006	7.0	F	53.8

(1) Amount raised includes only reported rounds

Recent Venture Capital Investments (Cont'd)

Company	Date	Last Round	Round Type	Total Raised ⁽¹⁾
Marathon Technologies	3/26/2007	12.0	Recap A	51.0
Moka5	5/16/2006	3.0	A	3.0
mValent	11/12/2005	6.0	B	20.0
NComputing	1/14/2008	28.0	B	36.0
NeoPath	3/22/2006	\$11.0	C	\$29.0
Netuitive	5/18/2006	5.0	C	35.0
NextIO	6/8/2009	15.0	D	55.0
Nimsoft	10/7/2008	12.0	B	22.3
Oblicore	6/30/2006	4.0	Bridge	25.7
OnStor	4/14/2008	14.9	E	106.1
OpTier	9/23/2008	47.6	F	95.2
Optinuity	1/12/2007	6.0	B	12.5
Pano Logic	2/3/2009	6.0	B	18.0
Patchlink	8/16/2004	35.0	B	40.6
Penguin Computing	10/15/2007	NA	D	NA
PHD Virtual	8/20/2008	NA	A	NA
PolyServe	6/27/2006	10.0	E	74.3
PremiTech	1/31/2007	4.0	C	5.1
ProactiveNet	6/17/2006	2.0	D	52.2
Propero	1/1/2006	0.7	Bridge	18.2
PS'Soft	9/1/2005	20.0	A	21.9
Qlusters	3/31/2004	16.0	B	22.5
Qumranet	9/19/2005	NA	A	NA
Racemi	2/20/2007	3.4	A1	10.9
RealOps	4/26/2006	8.0	B	14.5
Reflex Systems	4/14/2009	8.5	A	26.5
RightScale	12/7/2008	13.0	B	17.5
RNA Networks	4/1/2008	7.1	A	7.1
ScaleMP	4/1/2008	8.0	D	26.0
Scalent	1/22/2007	15.0	C	37.0
Scali	11/8/2006	3.5	Recap	17.1

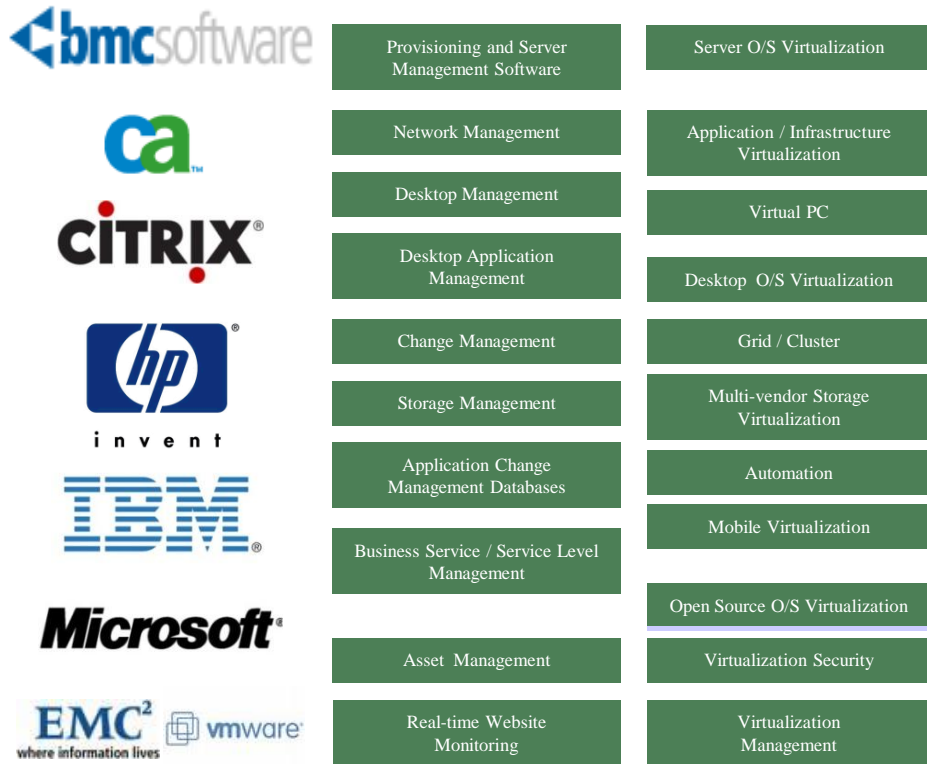
(1) Amount raised includes only reported rounds

Recent Venture Capital Investments (Cont'd)

Company	Date	Last Round	Round Type	Total Raised ⁽¹⁾
Scense	9/30/2006	NA	B	NA
ScriptLogic	1/21/2003	8.0	A	8.0
Sepaton	11/3/2005	22.0	E	90.6
Softek	3/31/2004	NA	NA	NA
SolarWind	12/1/2005	NA	NA	NA
Spiceworks	5/5/2006	\$5.0	A	\$5.0
StillSecure	6/20/2001	21.4	A	21.4
Surgient	7/12/2006	20.0	B	28.0
SWsoft	6/15/2005	12.5	A	12.5
Sypherlink	8/1/2007	3.5	B	7.0
Sysload	9/9/2002	1.4	A	1.4
Tealeaf	5/26/2004	8.0	D	44.1
Teracloud	3/21/2006	1.0	Recap A	6.7
Tideway	4/8/2008	27.0	C	37.5
Third Brigade	12/8/2005	11.2	B	16.2
United Devices	9/19/2005	15.0	C	45.8
Univa	8/10/2005	8.1	A	8.1
Uplogix	3/31/2006	7.0	B	10.6
Userful	8/19/2008	0.8	A	0.8
Viewfinity	1/1/2008	5.0	A	5.0
VirtenSys	8/11/2009	16.0	C	40.0
Virtual Computer	1/26/2009	15.0	B	21.0
Virtual Iron	1/28/2008	20.0	E	64.5
Vkernel	5/12/2009	7.1	B	11.7
Voyence	10/14/2005	9.0	D	53.0
Wanova	8/18/2009	14.0	NA	NA
Xceedium	6/30/2006	5.0	A	5.0
XenSource	10/30/2006	21.0	C	44.6
xkoto	1/26/2009	3.0	C	13.0
Xsigo Systems	5/15/2009	NA	NA	NA
Zeus	3/8/2005	5.7	E	25.4

(1) Amount raised includes only reported rounds

A Simplified View of How the Landscape Will Change



Infrastructure Management and Automation companies + Service Management companies + Virtualization companies

2010

Enterprise Management

2012

Traditional Infrastructure Management Companies Will Not Be the Only Acquirers

*Companies like these may challenge the traditional players
trying to acquire the smaller virtualization-related vendors*



Selected Relevant M&A Transactions

Date Announced	Acquirer	Target	Target Business Description	Transaction Value	LTM Revenue	Revenue Multiple
10/05/09	Emerson Electric	Avocent	Provides KVM switching and power management hardware, servers, datacenter management software and service processor management devices.	\$1,209.7	\$611.3	2.0x
08/24/09	TIBCO	DataSynapse	Provides enterprise application management, configuration and resource allocation software for businesses globally.	\$28.0	\$30.0	0.9x
08/07/09	VMware	SpringSource	Provides Java application development framework software for enterprise and government-employed developers.	\$420.0	\$30.0	14.0x
06/02/09	CA	Cassatt	Provides systems automation software to data centers. Software enables policy-based management of physical and virtual resources spanning multiple datacenters and external clouds.	-	\$12.0	-
05/27/09	EMC	Configuresoft	Continuous compliance and configuration management SaaS for enterprises, enabling compliance with regulatory requirements	\$86.8	\$30.0	2.9x
05/13/09	Oracle	Virtual Iron	Provides server virtualization software to small and medium-sized enterprises. Applications include management tools for Xen-based hyperdrivers.	-	-	-
04/29/09	Trend Micro	Third Brigade	Provides datacenter host intrusion prevention systems software for the purposes of compliance.	\$25.0	\$4.0	6.3x
04/09/09	Cisco	Tidal Software	Provides job scheduling, application performance management and process automation software and services to businesses.	\$105.0	\$37.5	2.8x
02/24/09	Versata	AlterPoint	Network management software to businesses worldwide. Enables administrator to inventory network assets and changes, generate reports and manage risks.	\$12.0	\$7.0	1.7x
02/04/09	Oracle	mValent	Provides application configuration management software for enterprises globally.	-	-	-
01/05/09	SolarWinds	Kiwi Enterprises	Provide network management monitoring and desktop device configuration software tools used by network engineers.	-	-	-
11/18/08	IBM	Transitive Corporation	Provides cross-platform virtualization solutions.	-	-	-
10/31/08	VMware	Trango Virtual Processors	Provides embedded processor virtualization solutions.	-	-	-
10/31/08	CapaSystems A/S	PremiTech A/S	Develops systems management software. Offers real-time data on information technology performance based on the end-users' perspective.	-	-	-
10/13/08	VMware	Blue Lane	Provides vulnerability shields for physical and virtual server infrastructure.	\$15.0	-	-
10/06/08	CA	Optinuity	Provides autonomic policy management solutions to enterprises and service providers.	-	-	-
10/01/08	HP	LeftHand	Offers data storage systems and IP-based storage area networks (SAN).	\$360.0	-	-
09/04/08	Red Hat	Qumranet	Provides KVM (Kernal Virtual Machine) and SolidICE virtual desktop infrastructure (VDI) software for business running Windows and Linux servers	\$107.0	-	-
08/01/08	Platform Computing	Scali	Offers cluster management and monitoring systems for Linux data centers	-	-	-

Sources: Capital IQ, SEC filings and press releases

Selected Relevant M&A Transactions (Cont'd)

Date Announced	Acquirer	Target	Target Business Description	Transaction Value	LTM Revenue	Revenue Multiple
07/01/08	Avocent	Touchpaper	Provides IT service management, customer service automation and patch management software to enterprises	\$45.9	\$35.0	1.3x
07/01/08	Avocent	Ergo 2000	Provides rack-mounted LCD monitors and KVM connectors to enterprises for server and data monitoring	\$27.5	\$33.0	0.8x
05/28/08	VMware	B-hive	Provides solutions to optimize the delivery of Web-enabled business transactions	-	-	-
04/18/08	IBM	Diligent Technologies	Delivers scalable, proven, enterprise-class disk-based data protection solutions	-	-	-
04/09/08	Symantec	Appstream	provides technology for software distribution, software inventory management, and software license management tools for the enterprises, education, and government sectors	-	-	-
04/08/08	Nimsoft	Indicative Software	Offers context, visualization and performance monitoring of the entire IT service delivery chain	-	-	-
04/07/08	Cisco Systems	Nuova Systems	Provides networking and product development in the data center	-	-	-
03/17/08	BMC Software	BladeLogic	Provides data center automation software to enterprises, service providers, government agencies, and other organizations in North America, Europe, and Asia	\$775.1	\$71.4	10.9x
03/12/08	Microsoft	Kidaro	Provides desktop virtualization solutions for deploying, managing, and securing virtualization across desktops and laptops	-	-	-
02/12/08	Sun Microsystems	innotek GmbH	Engages in PC virtualization technology and operating system design	-	-	-
01/21/08	Novell	PlateSpin	Provides a suite of solutions to help enterprises to adopt and manage their use of server virtualization in the data center	\$205.0	-	-
01/21/08	Microsoft Corporation	Calista Technologies, Inc.	Provides desktop virtualization solutions	-	-	-
01/15/08	VMware	Thinstall, Inc.	Develops application virtualization platform solutions for software publishers	-	-	-
10/30/07	EMC Corporation	Voyence, Inc.	Provides configuration and change management solutions that automate critical change, compliance, and activation processes	-	-	-
10/05/07	BMC Software	Emprisa Networks, Inc.	Provides network configuration, compliance, and change management solutions for information technology companies	-	-	-
08/06/07	F5 Networks	Acopia Networks, Inc.	Provides intelligent file virtualization solutions	\$296.0	\$4.8	61.8x
08/01/07	SWsoft	Sphera Corporation	Offers application enablement and management technology, which enables existing SaaS providers and ISVs to participate in a SaaS marketplace	-	-	-
09/11/07	VMware	Dunes Technologies	Develops and commercializes process automation and system management software for virtual service and virtual desktop environment	-	-	-
08/14/07	Citrix Systems	XenSource	Provides infrastructure virtualization solutions that allow multiple operating system instances to run on a single physical client or server	\$552.4	-	-

Sources: Capital IQ, SEC filings and press releases

Selected Relevant M&A Transactions (Cont'd)

Date Announced	Acquirer	Target	Target Business Description	Transaction Value	LTM Revenue	Revenue Multiple
07/23/07	Hewlett-Packard	Neoware	Provides various thin client computing solutions, including thin client devices, software, and services in the United States	\$215.9	\$90.4	2.4x
07/20/07	Hewlett-Packard	Opsware	Provides data center automation software products for enterprises, government agencies, and service providers in various industries	\$1,634.1	\$108.1	15.1x
07/19/07	BMC Software	RealOps	Provides run book automation and information technology (IT) process automation solutions	-	-	-
06/20/07	Quest Software	Scriptlogic	Provides network administration software to manage desktops and servers for Microsoft Windows-based networks	\$90.0	\$20.0	4.5x
06/04/07	Microsoft	Engyro	Develops technology to assist in payment solutions on the Internet	-	-	-
05/29/07	BMC Software	ProactiveNet	Provides system and application event management and performance analytics and monitoring software to businesses	\$35.0	\$10.0	3.5x
05/21/07	Quest	Magnum	Provides asset management and business process management (BPM) software to businesses. Also provides related configuration and IT asset and relationship mapping database software	\$18.2	-	-
05/21/07	SolarWinds	Neon	Provides network management, monitoring and visualization software to network managers and engineers	-	-	-
04/16/07	Vmware	Propero	Provides VMware-related Virtual Desktop Infrastructure virtualization and connectivity brokerage software to enterprises	-	-	-
03/13/07	Cisco	NeoPath	Develops and provides file storage virtualization solutions for the management of unstructured file data and increasing storage scalability	-	-	-
01/22/07	SWsoft	Parallels	Provides server and hardware-based virtualization software to enterprises	-	\$15.0	-
03/06/07	Opsware	iConclude	Offers run book automation solutions for information technology enterprises	\$53.5	-	-
02/26/07	Hewlett-Packard	PolyServe	Provides network-attached storage (NAS), cluster file management and virtualization software to enterprises	-	-	-
02/14/07	Citrix Systems	Aurema	Provides network and application management software to enterprises	-	-	-
01/26/07	Symantec	Altiris	Engages in the provision of lifecycle management software products and services worldwide	\$891.0	\$214.6	4.2x
12/20/06	Citrix Systems	Ardence	Develops on-demand software platforms for deployment on desktops, and in data centers and devices	\$60.0	\$15.0	4.0x
10/25/06	LSI Logic	StoreAge	Provides storage virtualization, SAN, storage management and data protection software to enterprises	\$50.0	-	-
09/12/06	CA	Cendura	Provides the lifecycle data automation software Cohesion to businesses, for the management of assets, projects, and business compliance	-	-	-
07/25/06	Hewlett-Packard	Mercury Interactive	Provides application optimization, management and integration software and services to enterprises	\$4,500.0	\$843.0	5.3x

Sources: Capital IQ, SEC filings and press releases

Selected Relevant M&A Transactions (Cont'd)

Date Announced	Acquirer	Target	Target Business Description	Transaction Value	LTM Revenue	Revenue Multiple
07/11/06	Opware	CreekPath Systems	Provides storage management software solutions	\$15.0	\$4.5	3.3x
06/20/06	EMC	Akimbi Systems	Develops virtual infrastructure management software	-	-	-
06/07/06	EMC	nLayers	Develops mapping software applications	-	-	-
05/30/06	10art-ni	SteelEye Technology	Provides data and application availability management solutions for business continuity and disaster recovery solutions	\$17.0	-	-
05/23/06	Microsoft	Softricity	Delivers software and develops softgrid application deployment and management platform	-	-	-
05/08/06	Citrix Systems	Reflectent Software	Develops and provides solutions to monitor the performance of client-server, web and desktop applications from an end-user perspective	\$24.0	-	-
04/27/06	AttachmateWRQ	NetIQ	Provides network, VOIP, application and systems management software to enterprises. Also provides related analytics and reporting software	\$303.8	\$194.5	1.6x
04/27/06	Avocent	LANDesk Group	Provides systems, security and process management software	\$476.0	\$83.7	5.7x
04/13/06	CA	Cybermation	Develops enterprise job scheduling and software change management solutions	\$75.0	\$30.0	2.5x
03/31/06	Avocent	Cyclades	Provides IT infrastructure and business continuity solutions through intelligent local and remote management	\$90.0	\$60.0	1.5x
03/06/06	Brocade Communications	NuView	Develops windows cluster management solutions	\$60.0	-	-
02/07/06	Symantec	Relicore	Provides IT service configuration management solutions	\$52.0	\$4.9	10.6x
01/26/06	IBM	CIMS Lab	Develops enterprise software solutions focused on billing services	-	-	-
12/20/05	IBM	Micromuse	Engages in the development, marketing, and support of software solutions for business and service assurance	\$699.4	\$160.8	4.4x
10/18/05	QLogic	Troika Networks	Designs and manufactures high performance modular enterprise storage platforms and storage management software	\$36.5	-	-
10/03/05	Hewlett-Packard	RLX Technologies	Provides management software for blade servers	-	-	-
09/19/05	Hewlett-Packard	Peregrine Systems	Offers information technology (IT) asset and service management software solutions	\$402.2	\$195.5	2.1x
09/19/05	Hewlett-Packard	AppIQ	Provides storage area network management and storage resource management solutions	-	-	-
08/17/05	EMC	Rainfinity	Provides network storage solutions	\$100.0	-	-

Sources: Capital IQ, SEC filings and press releases

Selected Relevant M&A Transactions (Cont'd)

Date Announced	Acquirer	Target	Target Business Description	Transaction Value	LTM Revenue	Revenue Multiple
06/23/05	IBM	Meiosys	Provides transparent application virtualization and stateful application relocation technology	-	-	-
04/07/05	CA	Concord Communications	Provides business service management software solutions to enterprise customers, managed service providers, and telecommunication carriers	\$331.9	\$111.5	3.0x
01/08/05	CA (Concord Communications)	Aprisma	Provides software that manages the health and performance of networks and the business services	\$93.0	-	-
12/20/04	Cisco	Protego Networks	Provides software solutions	\$65.0	-	-
12/02/04	Opsware	Rendition Networks	Develops network configuration control software	\$30.4	\$1.8	16.9x
04/28/04	BMC Software	Marimba	Engages in the development, marketing, and support of software change and configuration management solutions	\$238.4	\$39.0	6.1x
03/11/04	Computer Associates	Miramar Systems	Develops computer desktop software	-	-	-
02/04/04	Hewlett-Packard	Consera Software	Offers server management solutions that manages complex information technology infrastructures	-	-	-
02/04/04	Hewlett-Packard	Novadigm	Develops management software products	\$95.1	\$52.1	1.8x
02/01/04	Altiris	Fslogic	Provider of IT service-oriented management software enabling IT asset management, network security management and more	-	-	-
12/15/03	EMC	VMware	Provides virtual infrastructure software solutions for computing, storage, and network systems	\$635.0	-	-
11/04/03	Network Appliance	Spinnaker Networks	Provides scalable system architectures, distributed file systems, next-generation clustering technologies, and virtualization	\$305.5	\$4.4	69.4x
10/27/03	Symantec	ON Technology	Infrastructure management solutions that enable organizations to optimize the flexibility, reliability, and security of their information technology infrastructures	\$95.7	\$35.7	2.7x
07/30/03	Sun Microsystems	CenterRun	Develops productivity applications for enterprise data centers	\$65.0	-	-
05/14/03	IBM	Think Dynamics	Builds software that introduces true Utility Computing into environments that support multiple e-Business Internet infrastructures	-	-	-
03/25/03	BMC Software	IT Masters	Provides IT services management delivering event management services via a cellular architecture	\$42.0	\$10.0	4.2x
02/19/03	Microsoft	Connetix	Develops virtualization software for Windows and Macintosh-based applications	-	-	-
10/09/02	Sun Microsystems	Terraspring	Provides Internet infrastructure solutions to e-businesses	\$31.0	-	-
09/17/02	Sun Microsystems	Pirus Networks	Develops Internet infrastructure switching equipment and storage equipment	\$150.0	-	-
Median						3.5x

Sources: Capital IQ, SEC filings and press releases



Appendix:
Mooreland Firm Overview



Introduction to Mooreland Partners

Background >

- Founded in 2003
- Offices located worldwide: Greenwich (CT), New York, London and Silicon Valley
- 15-20 transactions per year and growing
- M&A advisory focus
 - 80% Sell-Side / 20% Buy-Side
 - Target transaction size of \$25 - \$500 million
- Additional services
 - Private equity and debt placements
 - Secondary directs – “distressed equity” recaps
 - Strategic consulting
 - Divestitures and restructuring



Introduction to Mooreland Partners

Experience >

- **Senior Wall Street Experience**
 - Alex Brown, Broadview, BZW, CIBC, CSFB, DLJ, Lehman, Nomura, Paine Webber, Prudential, Robertson Stephens, Salomon Brothers, SG Cowen, Smith Barney, Unterberg Harris

- **Technology Operating and Investing Experience**
 - Founding / early roles at tech start-ups
 - Venture capital experience
 - Active on public and private company boards

- **Seasoned Transaction Team**
 - 10 partners – collectively 700+ closed transactions
 - Total staff of 25, growing

- **“Hands On” Approach and Collaboration**
 - Partners hands-on with execution
 - “All for one” economic model
 - 75% of all transaction are cross-border

Mooreland Senior Bankers



Charlie Bullock, Silicon Valley
*SVB Alliant, CIBC World
Markets, Paine Webber,
Prudential Securities*



Holt Thrasher, Greenwich
*Broadview, Smith Barney,
Omnipoint*



Peter Globokar, London
*Nomura, Broadview, Catalyst
Fund Management*



Rick Dalton, Silicon Valley
*SVB Alliant, Broadview,
Flemings*



Larry Phillips, Greenwich
*Unterberg Harris, Primedia,
Primedia Ventures (founder)*



Patrick Seely, London
*Broadview, Celona, BZW
County NatWest*



Paul Milek, Silicon Valley
*SVB Alliant, Broadview,
KPMG*



Henry Matthiessen, Greenwich
*SG Cowen, Prudential Volpe
Technology, Millicom
International*



Stephen Schweich, Greenwich
*Robertson Stephens, Alex Brown,
Booz Allen*



Scot Sedlacek, Greenwich
Broadview, JMI Equity, IBM



Robert McNamara, Greenwich
Broadview, Salomon Brothers



Anne Perlman, Silicon Valley
*Tandem (now HP), Moai,
MessageOne (now Dell)*



Greg Galliford, London
*Open Design, Abacus Concepts,
Hewlett-Packard*



Victor Garcia, London
*Nomura, Broadview,
PricewaterhouseCoopers*

Professional Team



Todd
Feldman
(Greenwich)



Peter
Gonzalez
(Greenwich)



Viet
Dao-Huy
(Silicon Valley)



Allen
Kogan
(Silicon Valley)



Eric
Kim
(Greenwich)

Industry Experience

- Hewlett-Packard
- Level 3 Communications
- Telergy
- Celestica
- Forrester Research
- MessageOne
- Yankee Group
- Tandem Computers

Wall Street Experience

- DLJ
- Broadview
- SVB Alliant
- Credit Suisse
- Lehman
- State Street
- Wachovia
- KPMG



A.J.
Fang
(Silicon Valley)



Jake
O'Donnell
(Greenwich)



Fabian
Zimmer
(London)



Pauline
Haren
(London)



Jeremy
Chiu
(Silicon Valley)



Anil
Malhotra
(Greenwich)



Emanuel
Johnson
(London)

Deep Domain Expertise Across Sectors

SERVICES

IT Services

- Infrastructure Management
- Development / Consulting
- Systems Integration

Business Services

- Financial Processing
- Customer Care Outsourcing
- HR Outsourcing
- Corporate Facilities and Logistics
- Document Management
- Marketing Services

ENTERPRISE SOFTWARE

Applications

- ERP / Financial Apps
- HR Software
- Learning and Training
- CRM
- Supply Chain Management
- Content Mgmt / Collaboration
- BI / Analytics
- Vertical-Specific
- Consumer Applications

Infrastructure

- Integration and Middleware
- IT Management
- Information/Data Mgmt
- Security / Compliance
- Storage Solutions
- App Dev / Lifecycle Mgmt
- O/S and Systems Software

ELECTRONICS & OTHER

Electronics Technologies

- Semiconductors / PCBs
- Manufacturing Equipment
- Manufacturing Services
- Test and Measurement
- Embedded Systems
- MEMS
- Consumer Electronics

Clean Tech & New Industrial Tech

- Solar
- Advanced Lighting
- Energy Efficiency
- Energy Storage
- Diagnostics and Analytical Instrumentation
- Imaging technologies

COMMUNICATIONS

Services

- Wireless
- Cable
- Datacenter/Hosting
- Integrated Communications

Mobile

- Devices
- Client and Infrastructure Software
- Location-based Technologies
- RFID
- Content and Applications

Infrastructure

- Value-Added Services and Apps
- IPTV and Broadband Solutions
- Core/Metro Transport Solutions
- Optical Components and Systems
- Wireline / Wireless Access Solutions
- OSS and BSS

MEDIA & INFORMATION SERVICES

- E-commerce
- Internet Advertising
- Content and Content Networks
- Gaming
- Video and Audio Apps / Services
- Business Information Services
- Consumer Web Applications

Strong Cross-Border Execution Capability – Sell-Side Transactions

Mooreland leverages its global platform to access key relationships within the entire firm to premier, strategic and financial buyers worldwide



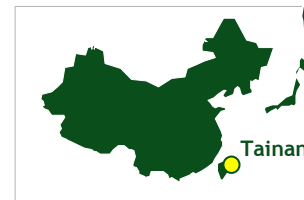
- Mooreland was exclusive M&A advisor to jNetX, and assisted the company's management with strategic and competitive positioning as well as providing senior-level introductions to key potential partners
- Amdocs sought technology to realize its vision of delivering a rapid service delivery model to customers and ensuring that services can be efficiently provisioned and properly monetized through real-time charging mechanisms
- Transaction size: \$50 million



- Mooreland was engaged as the exclusive sell-side advisor to Diligent Technologies
- Assisted Diligent's management with evaluation of various exit alternatives, discuss commercial and M&A activity within the storage and de-duplication markets, and to make introductions to logical "partners." This ultimately led to the acquisition of the Company by IBM.
- Acquisition of Diligent maps to the overall IBM enterprise strategy of developing more efficient, cost effective data centers and will further extend IBM's industry leading storage portfolio
- Transaction size: Undisclosed

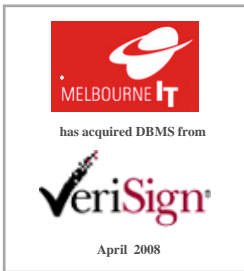


- Advised Adema on its sale to E-Ton Solar
- Managed a broad auction of global strategics
- Approached 30+ potential buyers in Asia, North America, and Europe; 12 month process
- Navigated challenging Taiwanese regulatory environment
- Complex understanding of issuance of shares from foreign holder
- E-Ton Solar establishes a stable long-term ingot supply base from Adema
- Transaction size: \$180.0 million

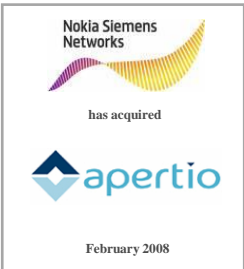


Strong Cross-Border Execution Capability – Buy-Side Transactions

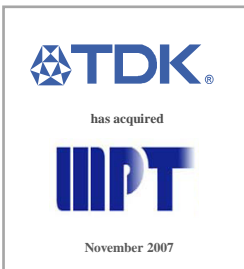
Mooreland leverages its global platform to access key relationships within the entire firm to identify the most “suitable” sellers worldwide



- Mooreland was engaged as the exclusive buy-side advisor to Melbourne IT
- Assisted management team to pre-empt the auction process and successfully win price concessions
- Acquisition of VeriSign DBMS is expected to quadruple Melbourne’s current enterprise client base, providing a leading market position in the Americas and deliver a 200% increase in the number of digital brands managed on behalf of its clients
- Transaction size: \$50.0 million



- Advised Nokia Siemens Networks on its acquisition of Apertio
- Managed highly strategic software acquisition that provides a platform in the next-generation architecture for NSN’s portfolio
- Apertio is a leading provider of open real-time subscriber data platforms and applications built specifically for mobile, fixed, and converged telecommunications operators
- Transaction size: \$206.3 million



- Advised TDK on a target buy-side assignment, leading to its acquisition of MPT
- Multi-national transaction involving Chinese operations and Japanese headquarters of client as well as Thai public target controlled by Singapore listed conglomerate
- Acquisition will further strengthen the competitiveness of TDK’s HDD magnetic heads business
- Transaction size: \$123.0 million



Significant Experience in Executing International Transactions

With offices in the US and Europe, Mooreland offers an integrated approach to executing cross-border M&A and capital raising transactions for US, Europe, and Asia based companies



Selected Clients & Transaction Counterparties

Selected Recent Transaction Experience

 has been acquired by  October 2009	 has secured €12.5 million in equity financing July 2009	 has been acquired by  May 2009	 has been acquired by  February 2009	 has been acquired by  February 2009	 has divested its Etch business to  January 2009	 has sold  to  December 2008
 has sold LFCC Technology to  November 2008	 has sold its Circuit Protection Business to  October 2008	 has been acquired by  August 2008	 has been acquired by  July 2008	 has been acquired by  May 2008	 has acquired DBMS from  April 2008	 has been acquired by  April 2008
 has been acquired by  April 2008	 has been acquired by  March 2008	 has acquired  February 2008	 has been acquired by  January 2008	 has been acquired by  January 2008	 has been acquired by   January 2008	 has been acquired by  January 2008
 has been acquired by  December 2007	 has been acquired by  November 2007	 has acquired  November 2007	 has been acquired by  November 2007	 has been acquired by  October 2007	 has been acquired by  September 2007	 has been acquired by  August 2007

* Transaction highlighted in green denotes deals led by senior bankers at previous firm

Selected Recent Transaction Experience

 <p>Agilent Technologies</p> <p>has divested its OSI NetExpert business to</p>  <p>SOBHA RENAISSANCE Information Technology</p> <p>July 2007</p>	 <p>DRUTT CORPORATION</p> <p>has been acquired by</p>  <p>ERICSSON</p> <p>June 2007</p>	 <p>Wicom</p> <p>has been acquired by</p>  <p>SAP</p> <p>May 2007</p>	 <p>PolySpace TECHNOLOGIES</p> <p>has been acquired by</p>  <p>The MathWorks</p> <p>April 2007</p>	 <p>iSIGNIA[®]</p> <p>Adding ingenuity to what you do.</p> <p>has sold substantially all of its assets to</p>  <p>SMITHMICRO SOFTWARE</p> <p>April 2007</p>	 <p>Apogee PROTECHNICS</p> <p>has been acquired by</p>  <p>CYOPTICS</p> <p>March 2007</p>	 <p>Laird</p> <p>has acquired</p>  <p>CUSHCRAFT</p> <p>March 2007</p>
 <p>ONWAFER TECHNOLOGIES</p> <p>has been acquired by</p>  <p>KLA Tencor</p> <p>January 2007</p>	 <p>cps</p> <p>has been acquired by</p>  <p>CSR</p> <p>January 2007</p>	 <p>revivio</p> <p>has been acquired by</p>  <p>symantec.</p> <p>November 2006</p>	 <p>DOVER</p> <p>has sold its Alphasem Subsidiary to</p>  <p>Kulicke & Soffa.</p> <p>November 2006</p>	 <p>Catalyst ENTERPRISES INC</p> <p>has been acquired by</p>  <p>LeCroy</p> <p>October 2006</p>	 <p>NOVA[®]</p> <p>has acquired</p>  <p>HyperNex</p> <p>August 2006</p>	 <p>MANTAS</p> <p>DEFECT DISCOVER DECIDE</p> <p>has been acquired by</p>  <p>ORACLE[®]</p> <p>August 2006</p>
 <p>Rocksoft</p> <p>has been acquired by</p>  <p>adic</p> <p>July 2006</p>	 <p>blackspider technologies</p> <p>has been acquired by</p>  <p>SurfControl[®]</p> <p>July 2006</p>	 <p>cresta</p> <p>has been acquired by</p>  <p>SQS</p> <p>May 2006</p>	 <p>sendia</p> <p>has been acquired by</p>  <p>salesforce.com[®] Express On Demand[™]</p> <p>April 2006</p>	 <p>TECHNICAL</p> <p>has been acquired by</p>  <p>CC SYSTEMS</p> <p>March 2006</p>	 <p>InfiniRoute NETWORKS</p> <p>has been acquired by</p>  <p>TNS</p> <p>June 2006</p>	 <p>e-SECURITY</p> <p>has been acquired by</p>  <p>Novell[®]</p> <p>April 2006</p>
 <p>COHU, inc.</p> <p>has acquired Unigen from</p>  <p>UNISYS</p> <p>March 2006</p>	 <p>SPS commerce</p> <p>has acquired</p>  <p>OwensDirect</p> <p>February 2006</p>	 <p>apertio</p> <p>\$30,000,000</p> <p>Series B</p> <p>Preferred Stock</p> <p>February 2006</p>	 <p>e meta</p> <p>Powering the Business of Information</p> <p>has been acquired by</p>  <p>macrovision</p> <p>February 2006</p>	 <p>hot-sip[®]</p> <p>has been acquired by</p>  <p>ORACLE[®]</p> <p>February 2006</p>	 <p>FAIRCHILD SEMICONDUCTOR[®]</p> <p>has sold its LED and LED display product lines to</p>  <p>EVERLIGHT</p> <p>January 2006</p>	 <p>Applied Films</p> <p>has acquired</p>  <p>VACUUM COATING TECHNOLOGIES</p> <p>November 2005</p>

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