



www.aventail.com

Private Company: Aventail

Company Overview

Location:	Seattle, WA
Founded:	February 1996
Employees:	215
Key Industry Addressed:	Broadband and IP Data Services

Management Team and Background

Co-founder, President & CEO:	Evan Kaplan – Senior Manager Walker Richer & Quinn
COO & EVP, Worldwide Sales & Operations:	Lewis Carpenter – Executive FileNET
Co-founder & CTO:	Chris Hopen – Director Network Technology CompuServe
CFO & VP, Finance:	Chris Roling – SVP Finance & CFO Getty Images
VP, Engineering:	Brian Agosti – VP Software Product Development Well Data/NetManage
VP, North American Sales:	Chris Dukelow – Controller Saros Corporation
VP, Strategic Channels:	Kiran Narsu – VP & Director Research Giga Information Group
VP, Service Delivery:	Paul Stamey – Director Network of Services AT&T
Managing Director, Aventail Europe:	Colin Tankard – Director of Business Development Whittman Hart

Board of Directors

Augustus Tai	Trinity Ventures
Daniel Lynch	CyberCash
David Pool	DataChannel
John Drew	Lucent Technologies

Company Description:

Aventail is a managed service provider of secure Internet infrastructure. The Aventail.Net managed service securely connects people to applications over the Internet. Aventail enables critical communities, like business partners and mobile employees, to securely access Web and enterprise applications from anywhere on the Internet, whether it is a supplier connecting from its own office or a consultant relying on a client's high-speed connection. Simplifying the challenges of integrating people, process and technology, the service delivers a single infrastructure — one place to enforce policy and one point of accountability.

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