



Todd Mickelsen
President & CEO

Todd Mickelsen has more than 25 years of high tech senior management experience in business development, sales and product management at start-ups and established software giants, including Microsoft. Prior to joining Converus, Todd was Director of Product Management at Ancestry.com. As a

co-founder of NextPage, a provider of search and content networking software, he also served as the Managing Director of NextPage Europe Ltd., overseeing the EMEA business out of the London office. As VP of Business Development at FAST Search, he helped grow the company to more than \$100M in revenue — leading to an acquisition by Microsoft for \$1.2B. At Microsoft, Todd provided product direction for Microsoft's enterprise search products. Todd holds a Bachelor of Science in marketing and business from Brigham Young University.



Greg Parkinson
Chief Software Architect

Greg Parkinson is a software industry veteran with a long history of engineering and delivering scalable systems and platforms. Greg previously worked as Chief Software Architect at MediConnect Global, where he helped position the company for acquisition by Verisk Analytics (Nasdaq: VRSK) in 2012. Prior to MediConnect,

he was the Chief Software Architect at Ancestry.com, where he invented many of the necessary, innovative algorithms for the company's massive member trees and other proprietary data management solutions. He also helped grow revenue from \$12M to more than \$250M at the time of the company's IPO in 2010. Greg has a Bachelor of Science with a double major in computer science and mathematics from Christopher Newport University in Newport News, Virginia, where he graduated magna cum laude.



Ben Stout
Chief Technology Officer

Ben Stout brings years of experience building industry-leading enterprise systems and managing technology teams. He previously worked as CTO at MediConnect Global. Ben joined MediConnect in its startup phase and played an integral role in designing the scalable software, infrastructure and products that helped grow

the company into a 1,000-employee corporation — which sold in March 2012 for \$377M. The applications and workflow processes he developed while at MediConnect are used on a daily basis by some of the country's largest health and life insurance companies. Ben has a Bachelor of Science degree in computer science from Brigham Young University.



Russ Warner
VP, Marketing and Operations

Russ Warner has extensive management, marketing, sales, business development, and international experience. He's worked at many technology companies, including Novell, WordPerfect and Altiris (part of Symantec). Prior to Converus, he was CEO at ContentWatch, makers of Net Nanny, where he

achieved the highest level of customer acquisition in company history. Before that, he was Managing Director at SageCreek Partners. He was VP Sales at Alianza Inc., VoIP platform provider in the U.S. and Mexico, where he attained 300% revenue growth in two years. As Director of Sales for Altiris, he established the Latin America division with offices and personnel in five countries — leading to \$6M in revenue and 75 channel partners in four years. Russ received a Bachelor of Science in zoology pre-med and an M.B.A. from Brigham Young University.



Neal Harris
VP, Worldwide Sales

Neal Harris has almost 30 years of sales and executive sales management experience with high tech start-ups and major technology suppliers. Prior to Converus, Neal was Vice President, Enterprise Sales at Jive; a Global Account Manager at Cisco; and VP of Sales at

Foundry Networks (acquired by Brocade for \$3B). His previous start-up experience includes Packet Engines (acquired by Alcatel for \$385M), Ascend Communications (acquired by Lucent for \$23B) and SynOptics Communications, the inventor of the most widely deployed networking technology today — 10/100/1000BaseT Ethernet. Neal has a Bachelor of Science in international finance from Brigham Young University.



Fernando Ferreira
VP, Latin America and Caribbean Sales

Fernando Ferreira, based in Monterrey, Mexico, is fluent in Spanish, Portuguese and English. He has nearly 20 years experience selling in the telecom, enterprise software and simulation industries. He previously worked for Alianza, LANDesk, Blackbaud Inc., Imadigi, and Immersive Technologies. While at

Immersive, he increased sales by 660 percent in 18 months. He has a Bachelor of Science in computer science from Universidad Latinoamericana de Ciencia y Tecnología.



Mark Handler
Director of Professional Services

Mark Handler is an independent polygraph instructor and consultant. He serves on the board of the American Polygraph Association (APA) and American Association of Police Polygraphists (AAPP). He has published over 50 scientific articles on the topic of polygraph and credibility assessment. Previously, he was a Deputy

Sheriff in Montgomery County, Texas and a U.S. Navy nuclear submariner. Mark previously served on the Converus Advisory Board.