



LogicLibrary

LogicLibrary Executive Bios

GREG COTICCHIA, CEO

As CEO, Greg provides overall direction for the company. He brings to this role 20 years of experience at high technology start-ups, including executive leadership roles in strategic planning, marketing, business development, sales and general management. Earlier, Greg was with AXENT/Symantec, where he served as senior vice president of marketing and business development. During his tenure Greg helped the company grow from \$69 million to \$150 million in revenue, until its acquisition by Symantec for almost \$1 billion.

As senior vice president and chief operating officer of TruSecure, the world's leader in managed security assurance, Greg grew revenue by more than 50 percent, launched four new products, and structured the services and delivery organization for a 93% customer satisfaction ranking while maintaining a 77% percent gross margin. In addition, he assisted in raising \$22 million for the company. As CEO of Mallet Technology, Greg led the organization through SEC approval to raise capital in one of the industry's first direct public offerings via the Internet. Most recently, as senior vice president of sales, services, and product management at Intraware, a leader in information technology asset management (ITAM) and electronic software distribution, Greg built a channel sales organization that drove revenues and the eventual sale of the Intraware ITAM business unit to its largest reseller, Computer Associates.

Greg has been a board member and advisor of several companies, including Four Rivers Systems, Network Alliance, BurbNet, Laminar Software and InnerLink. Greg holds an MBA from the University of Pittsburgh, Katz School of Business, and a bachelor's degree in industrial engineering from the University of Pittsburgh. He also completed Carnegie Mellon University's Entrepreneurial Management Program.

BRENT CARLSON, vice president of technology and co-founder

Brent drives the development and delivery of LogicLibrary's products. He and his experienced team have developed software, LogicLibrary Logidex, which allows companies to capture, discover and use software development assets for Web services enablement.

A 17-year veteran of IBM, Brent is well known for leading several key IBM initiatives. Most recently, he was the lead architect for the WebSphere Business Components project, providing the overall technical direction for the EJB-based component development product. He also held numerous leadership roles on the "IBM SanFrancisco Project," a consortium of more than 100 companies united by the mission of providing a framework for Java-based application business components. As lead architect, Brent drove the IBM SanFrancisco product development through two major releases. While on the project, Brent also spent three years in Germany and Sweden leading a team of 24 developers and domain experts.

Brent has 16 issued hardware and software patents, with eight additional under evaluation.

Brent is considered an industry expert having co-authored two books—*SanFrancisco Design Patterns: Blueprints for Business Software*, co-authored with James Carey and Tim Graser, and *Framework Process Patterns: Lessons Learned Developing Application Frameworks*, co-authored with James Carey.

Brent holds a bachelor's degree in computer engineering from Iowa State University.

MARK VERNALLIS, CFO and co-founder

Mark directs finance and operations for LogicLibrary. His broad managerial background includes expertise in financial and operational management, corporate development and venture capital.

Before LogicLibrary, Mark served as chief operating officer at Pittsburgh Plastics, an advanced materials concern. He was also a principal in two venture capital firms—the founding partner at Keystone Minority Capital Fund, L.P., and KOPVENCO. Prior to that, as CEO of Robin Woods Inc., a venture-backed manufacturing company, Mark successfully directed the organization's turnaround. Mark also has held corporate-level financial management positions at Westinghouse, where he directed the financial planning for the company's domestic and international activity. He began his financial career as a commercial banker at PNCBank.

Mark holds an MBA from Pennsylvania State University and a bachelor of arts degree from the University of Pittsburgh. He is also a graduate of the Venture Capital Institute.

DON IMHOFF, vice president of business development and channels

In his role, Don is responsible for expanding LogicLibrary's partnerships with large enterprises and regional systems integrators. His experience includes more than 20 years leading marketing teams and running operations and product management initiatives at technology companies.

Prior to joining LogicLibrary, Don was vice president of channel sales for Intraware, where he drove the success of indirect sales and managed the company's reseller relationships. As vice president of product management at Symantec, Don created and implemented strategic plans for delivering integrated security products, spanning anti-virus software to firewalls and intrusion detection products, for the worldwide enterprise and middle-tier markets. Don also worked in a variety of marketing and operations positions for TruSecure and Legent corporations and for Sterling Software Inc.

Don holds a bachelor of science degree in information sciences from the University of Pittsburgh.

ALAN HIMLER, vice president of product management

As vice president of product management, Alan is responsible for product strategy, direction and introduction of new products. He brings over 20 years of experience in product management and marketing to this role.

Most recently, Alan was vice president of marketing at 61C, an intelligent routing start-up. Prior to 61C, he was president and COO of Emprise Technologies, where he led the marketing and development efforts for "eScan," the company's first internally developed Internet security product. Alan was also director of product management for Legent Corporation, now a part of Computer Associates. Among his accomplishments at Legent, Alan introduced a product rollout plan that became a company standard.

Alan received a bachelor of arts degree in business from St. Vincent College and a Masters of Business Administration from the Joseph M. Katz Graduate School of Business at the University of Pittsburgh.

MARTHA SHERMAN, director of marketing

As director of marketing, Martha is responsible for public relations, analyst relations and marketing communications. She brings 18 years experience in research, marketing and information systems to this role.

Most recently, Martha was director of market development at BroadStreet Communications, a telecommunications start-up, where she led company efforts in the development and articulation of key company messages and defined the target market, customer product requirements and strategies for selling to a variety of market segments. As principal consultant at Acadia Systems, Martha conducted a number of market research and competitive analysis projects. She has also held leadership positions in enrollment management, institutional research and information systems at Wellesley College, the University of Pittsburgh and La Roche College.

Martha holds a bachelor of arts degree from Wellesley College and a master's degree from Harvard University.