

# Corporate Fact Sheet

In a world facing complex cyber threats, Lumeta empowers information security professionals with the industry's most comprehensive network visibility and continuous monitoring solutions.

## Corporate Highlights

- *Developer of IPsonar, the most widely deployed network discovery & mapping solution for large, geographically distributed organizations*
- *Founded in 2000 as a spin-off from Bell Labs*
- *Customer base includes 200+ of the Global 1,000 commercial industry leaders — 15 of the 25 largest banks, 5 of the 10 largest pharmaceutical companies, 3 of the 5 largest energy companies — and more than a dozen US Federal Government Agencies including the Department of Defense and the Federal Aviation Administration*
- *IPsonar is the enterprise-wide Network Mapping and Leak Detection Solution (NMLDS) for the Department of Defense Network (DODN), has been working with DISA since 2003*
- *Built on technology developed by the famed Bell Labs scientists that first mapped the Internet*
- *We've been using IPsonar to map the Internet every day for the past 10 years*
- *IPsonar produces unique network situational awareness data valuable to CIOs, CTOs, IT Security, Information Assurance and Network Management*

Lumeta® provides the industry's most comprehensive network discovery solutions for large enterprises and government agencies. Lumeta supports active network defense strategies with the global visibility needed for continuous monitoring and to measure the impact of network change from key business and IT initiatives such as:

- Mergers & Acquisitions
- Network Consolidation
- IT Security Audit & Compliance
- Cybersecurity
- Critical Infrastructure Protection
- Data Leak Prevention
- Large-scale Network Change
- IT Asset Management

Lumeta IPsonar® is the most widely deployed network discovery solution for large, geographically distributed organizations. Lumeta's patented, award-winning network discovery technology discovers and maps every IP asset, host and node on the network, giving CIOs, CSOs and CISOs a clear view of risks and policy violations arising from network changes. Such changes include the addition of new devices, modifications in remote access, changes resulting from IT consolidations, and infrastructure updates. '

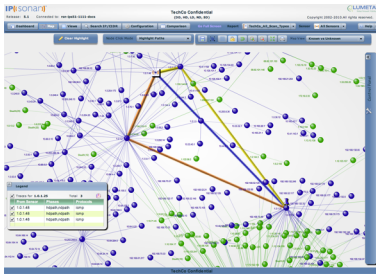
IPsonar's credential-less and agent-less approach minimizes disruption to operations and scales to handle the largest networks. IPsonar is lightweight and safe for use on large networks even during production hours, operating essentially at the level of network "noise" and using only properly formed packets to elicit benign responses. Intuitive reports and color-coded maps generated by IPsonar present micro- and macro-level views of findings. The Lumeta Network Index™ summarizes scan information from IPsonar in a powerful executive scorecard.

IPsonar's patented technology was developed by Bell Labs as part of the Internet Mapping Project, which was designed to discover and map all nodes across the entire Internet. Lumeta was spun-out of Bell Labs in 2000 to commercialize IPsonar. Lumeta continues to build on that foundation, developing extensive scanning and reporting capabilities, including: interactive enterprise network mapping; host topology and layer 2 discovery & mapping; agent-less, credential-less device discovery capabilities; real-time alerting on policy violations and the availability of an Open API offering easy integration.

Lumeta's network discovery solution represents hundreds of man-years of development effort, and is distinguished by its

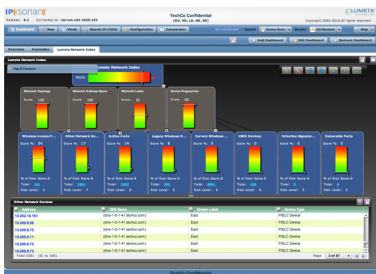
- Patented technology scalable to scanning and mapping the entire Internet;
- Ability to discover network "leaks" representing unknown, unrestricted pathways into and/or out of an organizations network;
- Ability to generate a complete, comprehensive topology of an enterprise network in hours;
- Easy deployment, integration and scaling within large IT environments;
- In-depth network discovery and mapping capabilities that provide foundational information;
- Established presence in the world's most recognized companies; and
- Innovative in-house team with deep knowledge and experience solving complex network visibility challenges.

Lumeta offers the industry's most comprehensive and proven network discovery & visibility solutions. Lumeta IPsonar provides comprehensive network visibility for active network defense.



**Our Clients**

Lumeta IPsonar is time-tested and widely deployed on many of the largest networks in the world. Our customers represent household names across the globe in sectors like finance and banking, technology, pharmaceuticals, energy, retail, public sector, and more. Lumeta's clients are generally either large, geographically disperse organizations who run highly complex networks, where the network and the data on it is particularly valuable or sensitive in nature; or organizations whose networks are subject to a high level of scrutiny, regulation or have demands for high availability.

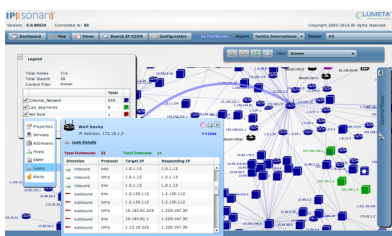


**Our Partners**

Lumeta has long standing partnerships with several of the largest global systems integrators, multinational professional services organizations, and select network management and security and vulnerability management organizations that provide value added services for Lumeta products. Lumeta support of open standards for the interoperability of security solutions and has many long-standing with technology integration partners.

**Our Leadership**

Lumeta is a privately held, venture-backed company, with offices in New Jersey, Virginia, and London, and operations through the world. Lumeta's investors include Draper Fisher Jurvetson, Draper Fisher Jurvetson Gotham, New Venture Partners, Wachovia Capital Investments, and RBC Technology Ventures.



The leadership team brings proven executive leadership skills, a diverse level of industry contacts, and expertise that is essential to solidifying strategic partnerships and executing an aggressive time-to-market plan in the network management and security markets.

Michael Markulec, President & Chief Executive Officer is a sought after thought leader on cybersecurity and control systems security. Michael has authored papers and articles that have been published in several industry publications including CIO, Power Engineering, Information Week, and on NYTimes.com. Michael leads Lumeta's Internet Mapping Project and is frequently called upon to brief members of congress and high-level staffers at government agencies.

**Board Members**

- Michael Markulec
- Ross Goldstein
- Tom Uhlman
- Tom Dent
- Frank Pinto
- Scot Sedlacek

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