

# **EXHIBIT 1**

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**Mark Small** 3rd

CEO at Lodsys LLC  
Greater Chicago Area | Information Technology and Services

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**Current** **CEO at Lodsys LLC**  
**Strategic Advisor at Independent**

**Past** VP, Enterprise Sales North America at Websense, Inc.  
VP of Sales, Americas at Code Green Networks, Inc.  
Senior Vice President, Sales at McAfee  
[see all](#)

**Education** University of California, Davis

**Recommendations** 12 people have recommended Mark

**Connections** 456 connections

**Websites** [Company Website](#)

**Public Profile** <http://www.linkedin.com/pub/mark-small/0/640/b61>

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Summary

- New products, markets, customers, partners and revenue.
- Keynote, congressional panel, media, & board presentation exp.
- Expert knowledge and contacts in Information Security.
- General and operational management expertise.

Specialties

sales, information security, M&A, due diligence, operational improvement, emerging technology, Intellectual Property-business development and licensing

Experience

CEO

**Lodsys LLC**  
Information Technology and Services industry  
February 2011 – Present (6 months)

Strategic Advisor

**Independent**  
Management Consulting industry  
September 2010 – Present (11 months)

Representative engagements include sales & marketing, due diligence, market planning & execution, coverage model analysis, and restructuring design and implementation.

Client references available on request.

VP, Enterprise Sales North America

**Websense, Inc**  
Public Company; WBSN; Computer Software industry  
October 2006 – July 2010 (3 years 10 months)

Responsible for North American Enterprise Sales organization

Mark has 6 recommendations (4 reports, 2 co-workers) including:

- 3rd Sandy H., Senior Director, Websense Inc
- 3rd Margo O., Senior Territory Manager, Websense

VP of Sales, Americas

**Code Green Networks, Inc.**  
Privately Held; 201-500 employees; Computer & Network Security industry  
December 2005 – September 2006 (10 months)

Senior Vice President, Sales

**McAfee**  
Public Company; MFE; Computer & Network Security industry  
October 1998 – November 2005 (7 years 2 months)

Mark has 5 recommendations (1 manager, 3 reports, 1 co-worker) including:

- 3rd Scott S., Regional Director, Network Associates - McAfee Security
- 3rd Mike K., Director - Central Region Sales, Network Associates / McAfee

Director, Alliances

**Oracle**  
Public Company; ORCL; Information Technology and Services industry  
September 1989 – October 1998 (9 years 2 months)

Mark has 1 recommendation (1 report) including:


- 3rd Ian T., Regional Manager, oracle


Education

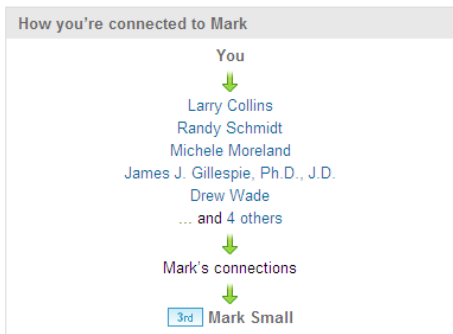
**University of California, Davis**  
BA, Political Science, International Relations  
1974 – 1979

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Mark Recommendations (12)


**Bret B.**, Regional Sales Manager: Government & Education - CA, McAfee  
“ I had the privilege of having Bret in my sales...”


**David M.**, Director of Product Marketing and Communications, Websense  
“ Dave combines a great and curious intellect with...”


**Assaf L.**, VP of Strategic Accounts, Websense Inc.  
“ Assaf has been blessed with rare gifts of talent....”


[See all Recommendations](#)

Viewers of this profile also viewed...

 **Dan Abelow**  
Owner, CEO & Principal Consultant at...

 **Erin Malone**  
Sr. Director, Channel Sales at CA...

 **David Roberts**  
at CA Technologies

 **Sandy Holland**  
Senior Director at Websense Inc

Recommendations For Mark

**VP, Enterprise Sales North America**

**WebSense, Inc**

"I've had the privilege of working with Mark not once but twice in my career, most recently at Websense and formerly at McAfee, spanning the last 10 years. In a role as fast paced and demanding as that of technology sales leadership, it takes the right combination of moxy, savvy, inspiration and motivation to succeed and that mix describes Mark Small. He's been a great mentor, manager and business leader and I'd readily recommend him to drive organizational success." *September 16, 2010*

**3rd** Sandy H., *Senior Director, Websense Inc*  
reported to Mark at Websense, Inc

"Mark is a highly professional sales leader. He provided me with enormous assistance in eliminating road blocks in closing high impact deals. He delivered a wealth of creativity in growing and closing large complex deals that resulted in a win-win for all. I would look forward to the opportunity of working for Mark again." *August 13, 2010*

**3rd** Margo O., *Senior Territory Manager, Websense*  
reported to Mark at Websense, Inc

"Mark is a great person to work for. He is direct, yet fair and constructive. Mark can always be counted on to help implement and execute on projects and makes an effort to recognize key players. Bottom line – he follows through on what he agrees to and makes everyone else's job that much better for it. Thanks, Mark!" *June 15, 2010*

**3rd** Jenae G., *Marketing Manager, Websense*  
worked indirectly for Mark at Websense, Inc

"Mark is a professional sales leader. A fine combination of professionalism and social skills. Mark is a hard worker and his passion for the business is certainly an inspiration to his peers. Working under Mark evolved my personal carrier immensely. He is a great coach, a great sales manager, and it was a pleasure working under him." *June 9, 2010*

**3rd** Ariel D., *Regional Sales Director - NYC metro, Websense*  
reported to Mark at Websense, Inc

"I have worked closely with Mark since the Websense acquisition of PortAuthority and Websense' introduction to the DLP market. Mark was key to the successful adoption of DLP within Websense and conversion of the sales model from a single product based sales model to a solution based product basket sales model.

Mark is well versed in enterprise and federal government sales methodologies and processes and provides leadership through both management practices (sales modeling and reporting) and as a role model to his team.

Lastly, Mark is a professional, no-nonsense executive that is easy to work with and knows how to drive the back office focus towards supporting success in sales." *April 19, 2010*

**3rd** Assaf L., *VP of Strategic Accounts, Websense Inc.*  
worked with Mark at Websense, Inc

"An outstanding mentor and exemplary sales professional." *February 23, 2008*

**3rd** Tom A., *Territory Account Manager, Websense*  
reported to Mark at Websense, Inc

**Senior Vice President, Sales**

**McAfee**

"Mark is a creative manager who understands technology and its practical application. He is a strong motivator who instills confidence in his sales force. He builds strong internal relationships and is excellent in front of customers. I gained a tremendous amount of experience in my time working for Mark and continue to utilize the skills he taught me today." *August 4, 2010*

**3rd** Scott S., *Regional Director, Network Associates - McAfee Security*  
reported to Mark at McAfee

"I worked for Mark managing a Central Region team for McAfee Security. Mark is a true sales leader and has all the character traits of an outstanding sales executive. When you work for Mark, you never forget it's all about high performance and getting the best out of your team. Mark is able to walk that fine line between letting his managers manage and yet holding them accountable for aggressive targets.

I found Mark to be very fair, yet tough. That's a balancing act required for a leader of leaders. Mark clearly communicates expectations, expects his managers to hire well and drive a team to quota. Mark lets his experienced managers make decisions, but also spent a significant amount of time developing new managers. In both cases, every manager understood what was expected of them - in the end - growing revenue and developing their teams.

The few times I got off track, Mark demanded a "get well plan" and held me accountable for its execution. I would expect no less from a determined sales executive. At McAfee, we had significant quota increases every year - but with good people and Mark's leadership - we found a way to succeed.

Mark knows how to motivate leaders, earn their respect, and make the tough changes required of a successful sales executive." *June 21, 2010*

**3rd** Mike K., *Director - Central Region Sales, Network Associates / McAfee*  
reported to Mark at McAfee

"Mark is an extraordinary leader and mentor. He excels at the creation and sustainability of high-performance teams. It is my sincere hope that our career paths cross again." *June 15, 2010*



**Jen Hue**  
VP, Global Mid Market Sales at Websense



**Devin Redmond**  
Internet Entrepreneur



**Assaf Litai**  
Founder/Entrepreneur at Stealth Mode



**Chris Carter**  
CEO at Ferrata Solutions,



**Nick Felicione**  
Senior Vice President, Sales and...



**Press Theriot**  
Vice President at Ferrata Solutions,

[3rd](#) David S., Director Sales, McAfee reported to Mark at McAfee

"Mark is an excellent sales leader and was a very valuable member of our executive management team. His sales organization was well managed and always very professional, energetic and successful in attracting new customers as well as selling more products to existing customers. Mark has excellent relationship management skills and is focused on driving the success of our business. I would enjoy working with Mark again." June 15, 2010

[3rd](#) Vince R., Sr VP Products, McAfee Security worked with Mark at McAfee

"Mark is the consummate sales professional. He is very loyal, committed and a pleasure to work with. Mark is a rainmaker. His leadership skills are exemplary." January 17, 2006

[3rd](#) Nick F., managed Mark at McAfee

**Director, Alliances**

Oracle

"Mark is a skilled leader with tremendous strategic business acumen and outstanding tactical deal-making chops. Under Mark, as an employee of Oracle, I developed great sales skills and felt inspired to work hard every day. If you are looking for a dynamic leader with great business intelligence and experience, Mark Small is your man." June 28, 2010











[3rd](#) Ian T., Regional Manager, oracle reported to Mark at Oracle

Additional Information

Websites:

- Company Website

Groups and Associations:

-  Acumin - Information Security & Risk Management Job Forum [Join](#)
-  Cloud Security Alliance [Join](#)
-  Club Ex-McAfee [Join](#)
-  Club ex-Oracle.org [Join](#)
-  Information Security Community [Join](#)
-  Information Security Network [Join](#)
-  Intellectual Property Professionals [Join](#)
-  Licensing Managers [Join](#)
-  Sales / Marketing VP's [Join](#)
-  Websense Alumni [Join](#)

Contact Mark for:

- career opportunities
- new ventures
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- consulting offers
- job inquiries
- business deals
- getting back in touch

Send a message to Mark Small

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