

*The Power of Intelligent Data***FOR IMMEDIATE RELEASE**

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**Industry Veterans Buzz Walker and Bob Grewal—  
Appointed to New Posts at Arkivio**

Mountain View, CA — June 10, 2002 — Giovanni Paliska, President and CEO of Arkivio, Inc., announced today the expansion of its management team with the appointments of two industry veterans. Buzz Walker joins the company as Vice President of Marketing and Business Development and Bob Grewal assumes the post of Vice President of Sales. Mr. Walker was most recently the Director of New Business Ventures, Network Storage Solutions Organization at Hewlett-Packard. Mr. Grewal came from Maxtor, where he held the position of Senior Director of Business Development.

Mr. Walker will oversee all of the marketing and product management efforts for the company as well as spearhead the company's foray into new business frontiers. Mr. Grewal will be responsible for developing and managing Arkivio's sales efforts worldwide. This will include developing a sales infrastructure capable of supporting direct, OEM and channel sales.

"We are delighted to have Buzz and Bob join Arkivio as senior members of the management team. They bring an extraordinary understanding of the storage market and extensive experience in developing customer driven marketing and sales organizations," said Mr. Paliska. "Their successful track record and their vision of the enterprise storage market requirements are a perfect match for Arkivio."

“I look forward to leveraging my business and marketing background in helping Giovanni move the company forward,” added Mr. Walker. “My initial focus is to establish Arkivio as the de-facto provider of automated storage and on-line data management software for the enterprise.”

“My many years of experience in developing and managing sales programs for a wide variety of companies will be a strong asset as we start to deploy in the storage marketplace,” echoed Mr. Grewal. “In the months to come, I plan to develop a cohesive channel and support infrastructure with a strong push/pull marketing base. This provides channels with an opportunity for revenue growth and margin expansion, while our push/pull program gives them the edge in selling our automated storage management solutions.”

Mr. Walker brings to Arkivio twenty-two years of marketing and operations experience in the storage and computing industry. While at Hewlett-Packard as the Director of New Business Ventures, he led the \$350MM acquisition and successful integration of StorageApps. As a key member of Hewlett-Packard’s Storage Organization, Mr. Walker was also responsible for defining and implementing technology, M&A, partnership, divestiture, and investment strategies. He was also the Marketing Manager for a division of the OpenView Software Group. Prior to his stellar career at Hewlett-Packard, Mr. Walker honed his business and marketing skills as a Product Research Manager at Procter & Gamble. Mr. Walker received his MBA from The Wharton School of Business and his undergraduate degree in chemical engineering from The University of Notre Dame.

Mr. Grewal’s career spans thirteen years within the storage and data management market. Most recently as the Senior Director of Business Development at Maxtor, he was responsible for developing the sales strategy for the Americas and Japan. In his capacity as the Senior Director of Channel Sales, Mr. Grewal re-focused Maxtor’s sales force on the Fortune 500 and tier 1 VARs, generating the lion share of revenue for the company during his tenure. Mr. Grewal was also the Director of Sales at Creative Design Systems and was instrumental in helping to develop the company’s product and roll-out strategy. As the National Storage

Product Manager at Bell Microproducts, he developed the company's national sales strategy for his product lines, increasing sales by 300%.

## **About Arkivio**

Arkivio, the storage management company, provides automated storage and on-line data management software for the enterprise that minimizes administration and infrastructure costs while optimizing IT resources by enabling proactive, automated, and strategic management of information resources.

Arkivio's innovative solution provides the necessary tools to easily implement on-line data management policies across organizations scaling from medium size businesses to large enterprises. Its solution is designed to be implemented in customers' existing heterogeneous environments and are agnostic to hardware vendor selection and connection topology.

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