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**Voyager Capital Invests \$5 Million in Arkivio, Inc.—  
Curtis Feeny Joins Arkivio's Board of Directors**

Seattle, WA— March 18, 2002 — Voyager Capital, Seattle's leading e-business venture firm, today announced it has made a \$5 million investment in Arkivio, Inc. Arkivio closed its \$9.5 million Series B equity round, bringing the total amount of equity financing issued, raised and committed to \$12.5 million since the company's inception in 2000. The Series B round was led by Voyager Capital and included investments from Series A investors, JAFCO America Ventures and Moore Capital Management Inc. Also announced today, Curtis Feeny, managing director at Voyager Capital, will join Arkivio's board of directors.

Arkivio will use the new capital to bring current technologies into production and build out sales and marketing channels. The new financing will enable Arkivio to accelerate its development in the enterprise storage resource management market, estimated by industry analyst group Gartner Dataquest to grow to more than \$3 billion by 2004.

"The cost of managing one terabyte of storage is up to seven times the cost of acquisition," remarked Curtis Feeny. "Arkivio's software helps enterprises lower the cost of managing and utilizing storage resources without forcing them to change their existing infrastructure. We invested in Arkivio because it has a solid business strategy and it is led by industry veterans including, Wo Overstreet, who was previously a top executive at McData/EMC and CDS and chaired the Fibre Channel Association. Arkivio's executives have exceptional track records in

delivering optimum solutions for the storage market.”

“We are delighted to have the backing of Voyager Capital, a venture firm with valuable connections to industry leaders. With Voyager’s key industry relationships and strategic input, we expect to shorten the timeline required to meet key corporate milestones and accelerate on our vision to be a dominant player within the storage resource and data management market,” stated Giovanni Paliska, CEO of Arkivio.

## **Storage Resource and Data Management**

Efficient data access and storage resource optimization are key components of a successful business equation. Arkivio makes it easy to monitor and administer the vast and growing amount of digital information and storage resources, utilizing innovative tools that allow IT managers to manage data across networks and data repositories – quickly and efficiently. Arkivio’s solution allows IT administrators to centrally manage the distributed storage resources in their enterprise. It allows them to analyze data and resource usage patterns, reallocate storage for optimal use, and flexibly grow storage capacity with minimum administrator intervention. Arkivio’s solution is designed to work with a company’s existing environment without requiring any infrastructure changes.

## **About Arkivio**

Arkivio, a storage management software company, was founded in December 2000 by four storage industry veterans who truly understand the storage management problems facing today’s organizations with ever growing storage requirements and administration cost. Arkivio’s innovative software provides a superior way for IT managers to automate the management of information across data and storage networks. Users of Arkivio software can directly manage data in a much more productive manner than has been possible with previously existing solutions requiring heavy involvement of IT personnel. Arkivio solutions are designed to be implemented in customers’ existing heterogeneous environments and are agnostic to hardware vendor selection and connection topology.

## About Voyager Capital

Voyager Capital is Seattle's leading e-business venture capital firm, providing entrepreneurs with the resources, experience, and connections to build successful companies. Voyager invests in early stage enterprise software and services, Internet infrastructure, and wireless companies. Voyager's managing directors bring experience from a variety of senior management, business development, and venture capital roles. Voyager's advisory board members and investors provide important contacts for e-business startups, and are among the most successful information technology executives and investors in Seattle and Silicon Valley. With \$265M under management, Voyager's investments include Amplitude Software (acquired by Critical Path), Avenue A, Inc. (Nasdaq: AVEA), Captura Software, ClearCommerce, Contivo, NetPodium (acquired by Akamai Technologies) Qsent, SeeCommerce, and Tegic Communications (acquired by America Online). Voyager is headquartered in Seattle with an office in Palo Alto, CA.

For more info, visit Voyager's web site at <http://www.voyagercapital.com> or telephone 206.438.1800.

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