

September 3, 2013



ForgeRock Expands Senior Management Team With New CFO, SVP Sales, Americas and SVP Sales, International

Open identity and access management leader hires financial expert John Fernandez and senior sales executives Neil Weston and Jamie Dudley to accelerate company growth

SAN FRANCISCO--(BUSINESS WIRE)-- [ForgeRock Inc.](#), the leading open platform provider of identity and access management (IAM) solutions, today announced the expansion of the company's senior management team with the appointment of chief financial officer, John Fernandez, senior vice president of sales, Americas, Jamie Dudley and senior vice president of sales, International, Neil Weston. Following the company's [Series B](#) funding and large customer announcements, such as [GEICO](#), these new senior executives will drive ForgeRock's increasing sales and finance efforts.

"As enterprises continue to expand their mobile, social and cloud environments, there is an increasing need for a flexible and lightweight IAM product that addresses quickly evolving security needs. ForgeRock's flexible, open source, IAM solution is in a unique position to take advantage of this evolution," said Mike Ellis, CEO, ForgeRock. "John, Jamie and Neil each bring years of senior management expertise and a track record of success to help manage our increasing financial operations and expand our international sales efforts to help us capitalize on the growing demand for our unique solution."

John Fernandez, CFO

Fernandez brings over 15 years of experience leading finance organizations and building teams at both public and private companies. Based in ForgeRock's San Francisco office, Fernandez will lead the company's growing finance team. Before joining ForgeRock, Fernandez was SVP of finance at Rearden Commerce, where he oversaw financial planning and analysis, accounting, business operations and reporting, playing a lead role in all mergers and acquisitions, as well as equity and debt transactions. He has also spent five years at Siebel Systems working on sales forecasting, compensation, credit and collections and revenue accounting. Fernandez has worked with UBS Financial Services where he focused primarily on portfolio management and corporate cash management for Bay Area technology companies.

"ForgeRock addresses a significant security issue for enterprises, focusing on solving the emerging IAM needs created by the modern Web," said Fernandez. "With my focus on financial planning and business operations, I am in a unique position to lead ForgeRock's efforts to scale and grow into a larger organization. I look forward to working with this dynamic team to build on the market success that they have achieved so far."

Jamie Dudley, SVP Sales, Americas

With more than 20 years of software experience, Dudley will lead ForgeRock's sales efforts in North and South America. Most recently, he ran worldwide sales operations at Boundary and Nimsoft (acquired by CA Technologies). At Nimsoft, Dudley helped lead the company from \$15 million to more than \$100 million while leading the company's North American Sales and global sales teams. He has also led sales teams at AlarmPoint (now XMatters), Quest Software (now part of Dell Software) and Peregrine Systems (now part of HP).

"The emergence of mobility and cloud in the enterprise has created an ideal opportunity for ForgeRock. We are now positioned to grow the sales teams to reach out to customers that will benefit from our solutions," said Dudley. "I have had several years of experience building and leading field and inside sales teams and have held integral roles at companies that have gone through the type of growth that ForgeRock is experiencing today."

Neil Weston, SVP Sales, International

Weston will lead ForgeRock's international sales and business operations and will be located in London, United Kingdom. Previously, Weston was SVP of Nuance Communications, the voice technology company underpinning Siri on the iPhone, much of the Android technology and a large proportion of auto and call center voice technology and biometrics. He was also SVP and General Manager International for Omniture, a SaaS company, where he was responsible for all international sales, services and operations. Weston joined the company as a startup and helped lead the company's explosive growth from \$0.5 million to \$110 million in International revenue. He was also responsible for two EMEA-based acquisitions and was a key team member for the company's 2006 IPO and the company's sale to Adobe for \$1.8 billion in 2009.

"Having joined several companies at a startup stage and seeing their growth through to IPOs and acquisitions, joining ForgeRock at this stage of their development is a huge opportunity to help drive a great customer solution which will have a significant impact on how businesses operate," stated Weston. "There is a lot of potential for continued international growth and I plan to use my experience in sales and management to help deliver a disruptive solution to the marketplace".

Supporting Resources

- ForgeRock Open Identity Stack (<http://forgerock.com/what-we-offer/open-identity-stack/>)
- ForgeRock on Twitter (<https://twitter.com/ForgeRock>)
- ForgeRock on Facebook (<www.facebook.com/pages/ForgeRock/101648653214231>)

About ForgeRock

ForgeRock is redefining identity and access management for the modern web including public cloud, private cloud, hybrid cloud, and enterprise and mobile environments, ForgeRock products support mission-critical operations with a fully open source platform. ForgeRock's Open Identity Stack powers solutions for many of the world's largest companies and government organizations. For more information and free downloads, visit www.forgerock.com or follow ForgeRock on Twitter at www.twitter.com/forgerock.

Mindshare PR
Heather Fitzsimmons, 650-800-7160
Heather@mindsharepr.com

Source: ForgeRock Inc.