

Corporate Profile

Company Facts

- Incorporated in 1995
- 900+ employees worldwide
- First product shipped in 1997
- IPO on October 8, 1999
- over 4,700 customers worldwide
- 25,000 developers

Offices

Headquarters

San Jose, CA

North America

Atlanta, Austin, Bethesda,
Boston, Canada, Chicago, Dallas,
Los Angeles, New York,
San Francisco, Seattle

Worldwide

Australia, China, France,
Germany, Hong Kong, Italy,
India, Japan, Singapore,
South Korea, Spain, Sweden,
Taiwan, United Kingdom

Company Overview

Interwoven is a global leader in content management solutions that unlock the value of content. Interwoven's software and services enable organizations to maximize their online business performance, and to organize, find, and govern their business content. To learn more about Interwoven, please visit www.interwoven.com.

Interwoven Web Solutions

Interwoven helps organizations optimize their online business performance by creating and deploying content-rich websites, accelerating time-to-Web, delivering dynamic customer experiences, and maximizing marketing investments.

- Interwoven Web Content Management platform lets organizations transform their online presence, protect the online brand, comply with corporate governance standards, and improve operational efficiency across all Web-based initiatives.
- Interwoven Targeting & Engagement solution enables marketers to deliver compelling and relevant online experiences, target content and offers to high-value segments, and optimize the return on customer interactions based on analyzed behavior. This results in increased conversions, greater competitive differentiation, and more interactive dialogues with customers.
- Interwoven Website Optimization solution allows marketers to create and test the most effective combinations of copy, offers, and layouts to drive a dramatic increase in online sales, registrations, and other forms of conversion.
- Interwoven Digital Asset Management solution drives effective, agile content reuse, maximizing marketing investments through the unified management of critical elements of marketing programs.
- Interwoven Composite Application Provisioning solution standardizes the way code, content, and configuration changes are aggregated, synchronized, and deployed to Web sites. This solution increases efficiency, reduces operational costs, accelerates application time-to-market, and eliminates error-prone, manual release processes.

Interwoven Professional Services Industry Solutions

Many of the world's largest and most respected professional services firms, legal firms, accounting firms, and management consultancies depend on Interwoven to maximize their performance and organize, find, and govern business content. Interwoven helps these organizations improve their practices, mitigate regulatory risk, streamline processes, and enhance client service. Professional services firms use our solutions to manage the entire client engagement lifecycle, share information securely throughout their business and with clients, boost worker efficiency, enhance mobile productivity, and retain all client-related information—including e-mails—in one place. Interwoven solutions for professional services include:

- Interwoven Electronic Client File solution enables firms to protect intellectual capital in a secure, centralized repository, improve productivity, accelerate user adoption with little or no training, and deliver anywhere, anytime access.
- Interwoven Records Management solution enables organizations to implement effective, unified physical and electronic records retention policies, while keeping storage costs under control and reducing risk.
- Interwoven Enterprise Search and Knowledge Management solution for professional services firms is designed specifically to help firms address the growing challenges of locating key content dispersed between multiple systems. With a one-stop search engine that spans all systems and delivers instant results to locate important content, finding firm expertise is always just a few clicks away.
- Interwoven eDiscovery Solution significantly streamlines and simplifies the discovery phase of litigation and investigations with a software-as-a-service solution for processing, reviewing and producing massive volumes of electronic data.

Interwoven Solutions for Global Capital Markets

Today, 24 of the top 30 global dealers—and hundreds of additional financial services firms—rely on Interwoven Global Capital Markets (GCM) solutions to accelerate collaboration, minimize risk, streamline compliance, and improve operational efficiency. Interwoven's industry-leading solutions enable capital markets firms to easily adapt to the increasingly complex workflow needs of the middle- and back-office for processing non-exchange-based trades. Interwoven's GCM solution suites include:

- **Interwoven Post-trade Operations** solutions expedite and simplify post-trade affirmation/confirmation processing for OTC derivatives, instilling process certainty and reducing post-execution operational risk in capital markets operations.
- **Interwoven Trade Lifecycle Management** solutions offer powerful automation and digitization capabilities to efficiently manage all documentation, contracts, and agreements related to trades and counterparties, thereby simplifying trade operations and providing critical transparency among trade participants.
- **Interwoven Connectivity** solutions enable universal, platform-agnostic, out-of-the-box connectivity between trading counterparties and specialized industry utilities—including DTCC Deriv/SERV and ICE eConfirm—ensuring immediate support for new messaging specifications and standards.

Products

Interwoven products help our customers power a wide range of initiatives, including global Web content management, document management, collaboration, enterprise portals, intranet and extranet management, application provisioning, corporate governance, eDiscovery, and website testing and optimization. Each component of our platform is designed to perform a set of functions critical to powering content—from creation at the desktop to sharing, deploying, optimizing, archiving, and disposing of content across an organization. While each component of the platform can provide its capabilities to other content repositories, customers achieve additional benefits when these components operate in an integrated environment. Our platform is developed on a service-oriented architecture, enabling customers to integrate our products with their existing infrastructures, including Java 2, Microsoft.NET, and Linux environments. Built on open standards with exposed and published interfaces, developers can write applications on top of our technology for integration across their environment.

- **Document Management**—Interwoven WorkSite provides collaboration and document management capabilities that enable organizations to capture, develop, manage, share, review, approve, and archive multiple forms of electronic media. WorkSite is designed to enable quick and intuitive document storing, location, and retrieval within an environment that provides rich collaboration and project-based context to capture the highest level of organizational knowledge and facilitate team information exchange. With WorkSite, documents, e-mails, voicemail, images, schedules, tasks, and calendars are combined within a single project environment that provides a comprehensive set of document handling features, including check-in/check-out, version control, full-text and metadata search, and document-level security and permissions.
- **Web Content Management**—The Interwoven Web content management platform delivers the capabilities needed to build, deploy, and integrate content management for the enterprise. With Interwoven Web content management, companies can easily and cost-effectively create and manage one, tens, hundreds, or even thousands of Web sites. Additionally, companies

can centralize the control of site architecture, navigation, and presentation while distributing site development, deployment and ongoing management to individual business units, giving marketers the ability to easily add, modify, and approve content within the context of individual online initiatives. Interwoven Web content management provides the foundation and tools for effectively leveraging the Web and all of its complex permutations to maximize business value, improve productivity, and reduce online marketing expenses. The suite is made up of the following products:

- Interwoven TeamSite® provides a content management platform to manage authoring, site design and layout, workflow and approval, archiving, and content tagging.
 - Interwoven LiveSite™ is a run-time content delivery engine that facilitates the dynamic delivery of content and supports next-generation Web technologies—including blogs and real simple syndication (RSS) feeds—to create a dynamic, interactive online experience.
 - Interwoven Optimost provides multivariable testing and optimization capabilities to uncover the key factors that increase online sales, registrations, and other forms of conversion.
 - Interwoven MetaTagger® is a content profiling product that helps organizations automate the categorization and tagging of documents with metadata, streamlining key business processes such as content filing and routing, targeted Web content delivery for key customer segments, and search engine optimization.
 - Interwoven OpenDeploy® provides multi-tiered, multi-stage, transaction-based deployment and provisioning of content, code, and configurations.
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- **Digital Asset Management**—Interwoven MediaBin® helps organizations effectively manage, distribute and publish the thousands of internal and customer-facing digital assets used to promote products and brands. MediaBin enables marketing teams to provide their global sales force and business partners with instant, self-service access to current and approved marketing content—including photographs, logos, presentations, audio, video, and more. When used in conjunction with Interwoven TeamSite, MediaBin streamlines the usage of rich media content across global Web properties and other channels, and forms the core of Interwoven's Digital Asset Management Solution.
 - **Records Management**—Interwoven RecordsManager provides for the application and management of retention policy for paper, electronic documents, and e-mail in a single solution. Enabling the management of all forms of records, Interwoven RecordsManager aids organizations in controlling records consistently and effectively across offices, media types, and systems, reducing the cost of managing records and the risk from inconsistent application of records policies. Interwoven RecordsManager is integrated with Interwoven WorkSite.
 - **Enterprise Search and Knowledge Management**—Interwoven Enterprise Search and Knowledge Management solution for professional services firms unifies content across multiple internal and external content sources within a single search environment, and presents easy-to-navigate results quickly in a simple, uncluttered Web interface. Interwoven Enterprise Search and Knowledge Management solution makes it easy for professionals to see the big picture quickly, and then use post-search tools to further refine results, delivering personalized search results and high-value content according to the needs of different individuals and groups. Interwoven Enterprise Search and Knowledge Management solution is powered by Vivisimo Velocity.
 - **E-Mail Management**—Interwoven E-Mail Management provides organizations with a multiple-path solution that assists in the capture and storage of e-mail within the unified context of a project, engagement, or matter file—reducing the burden on e-mail servers, and transforming e-mail from an isolated knowledge source into an asset that can be shared across all locations, easily and securely.
 - **Application Provisioning**—Interwoven ControlHub™ state management server and Interwoven OpenDeploy® distribution server provide automatic, cost-effective aggregation, distribution, and auditing of any type of content (Web content, code, documents, media, etc.) to any application (comprised of Web servers, application servers, database servers, or simple file servers) in any physical location within a network. ControlHub also ensures that code and content reflected in applications worldwide are accurate, secure, and easily synchronized.
 - **eDiscovery**—Interwoven eDiscovery Solution significantly streamlines and simplifies the discovery phase of litigation and investigations with a software-as-a-service solution for processing, reviewing and producing massive volumes of electronic data. Interwoven eDiscovery Solution's highly scalable eDiscovery service is optimized for the processing and review of massive volumes of electronic data. The service features powerful capabilities for accelerated review, including concept searching, clustering, analytics and e-mail filtering. As a result, organizations can improve the productivity of reviewers, make more effective assessments and meet the pressing deadlines of litigation and investigations with greater predictability.

Customers

Nearly 4,700 enterprise and professional services organizations worldwide—including nine of the Financial Times' Global 10, and nine of the top-ten global brands—have turned to Interwoven to power their business initiatives. Over 25,000 developers and more than 300 partners further enrich and extend Interwoven's offerings.

Our customers currently include 3M, adidas, Aetna, Airbus, Avaya, Bank of America, Blue Cross Blue Shield of Massachusetts, Bowman Gilfillan, Cisco, Channel 4 UK, Citi, Credit Suisse, DLA Piper, Education Management LLC, EJE S.A., Fannie Mae, the Federal Reserve Bank, FedEx, Freehills, Grant Thornton LLP, H-E-B Grocery Co., Hodgson Russ LLP, Hong Kong Trade and Development Council, HSBC, JetBlue, Konica Minolta, LexisNexis, Mazda Motor of Americas, Inc., Microsoft, Plante & Moran, PLLC, Postecom SpA, Principal Life Insurance Co., Qantas Airways Ltd., Rijksmuseum Amsterdam, Royal Bank of Scotland, RSM McGladrey, Salans, Samsonite, Samsung, Shell, Snell and Wilmer LLP, Toronto Dominion, White & Case, Staples, Inc., Tesco, and Yamaha.

Partners

As a leader in content management solutions, Interwoven understands the importance of an industry-leading partner program in delivering joint solutions that create sustainable value for our customers. Interwoven's comprehensive ecosystem of more than 300 partners completes the content management picture. These companies are the best of the best in meeting the critical creative, systems integration, technology integration, platform, and training needs of our customers.

Interactive Marketing Agencies—Interwoven collaborates with an extensive group of Interactive Marketing Agencies and Web consultancies, including: Acquity Group, Avenue A/Razorfish, Blue Interactive, Digitaria, Digitas, Earthbound Media Group, Emakina, LBi, Macquarium, Marketing Associates, Molecular, Ogilvy, One to One Interactive, Organic, Pop Art, Proxicom/iCrossing, Roundarch, Sapient, and Stratigent.

Systems Integrators and Training Partners—Interwoven's PartnerNetwork includes global as well as regional services organizations, including: Accenture, Alphawest, Ascertus, Baker Robbins & Co., BCS Systems, Deloitte Consulting, Enterpulse, Entology, eSiteful, eSentio Technologies, Eurelis, IBM Global Business Services, ii3, Infinisys, Infostep, Interflow, Ironworks, I.R.I.S., MicroStrategies, Inc., NEC Corporation of America, Office Information Automation, Panoptic, Paperless Solutions, Phoenix Business Solutions, Premier Technology Solutions, Primitive Logic, Polaris, Quotient, RBRO Solutions, Realise, ROW Consulting, Satyam, Smart Solutions, Terremark, Tikit Limited, Traveling Coaches, Inc., Value Team, Wipro, and Younts Consulting.

Technology Partners—Interwoven works closely with leading technology companies to deliver seamless, end-to-end solutions through an open, standards-based architecture. Key technology partners include: Adobe, Autonomy, Baynote, BEA, BigHand Limited, Business Objects, Canon, Compuware, CoreMetrics, Covario, DocAuto, Docs Corp, eCopy, EFI, EMC, Fujitsu, FujiXerox, IBM, Idiom, ILOG, Informative Graphics, Kofax, Lexmark, LionBridge, Metastorm, Microsoft, Microsystems, Notable Solutions, Omniture, Omtool, Paperless Solutions, PaperRiver, Research in Motion, Ricoh, Riverbed, SAP, Sun, Symantec, Tealeaf, Telestream, TIBCO, Translations.com, Unica, Vamosa, Vivisimo Inc., WebTrends, Winscribe, and YourAmigo.

Senior Management Team

Chief Executive Officer
and Director—Joe Cowan

President—Max Carneccchia

Sr. VP and CFO—John Calonico

CSO—Rafiq Mohammadi

Sr. VP of Engineering—Jeffrey Kissling

Sr. VP of Client Services—Steve Martello

Sr. VP and CMO—Ben Kiker

Annual Revenue

(Nasdaq: IWOV)

1999—\$16.8 million

2000—\$132.1 million

2001—\$202.7 million

2002—\$126.8 million

2003—\$111.5 million

2004—\$160.4 million

2005—\$175.0 million

2006—\$200.3 million

2007—\$225.7 million

2008—\$260.3 million

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