



Company Backgrounder

Corporate Headquarters

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Web Site

www.teneros.com

Mission

Teneros™ has pioneered a new product category that assures continuity of operations for the mission critical Microsoft applications fueling corporations worldwide – The Application Continuity Appliance™.

Teneros mission is to produce instant-on failover™, non-intrusive, plug-and-go™, and low Total Cost of Ownership, Application Continuity Appliances that provide corporate users of mission critical applications continuous, transparent application use during planned down time or failure of the systems running these applications.

Market

Corporate Email has become a mission-critical application as essential as electricity or telephone service. According to Meta Group research, 80% of corporate email users believe that email is far more valuable than the telephone for business communications. Gartner Group claims that 60% of all corporate communication is via email and 80% of all corporate knowledge resides in email.

Current high availability/continuity solutions for email are costly to purchase, complex to administer, and intrusive to the existing infrastructure. Thus, the Total Cost of Ownership (TCO) of these solutions is beyond the reach of mid-market companies, serving only the Enterprise market. Yet the mid-market companies have the same continuity needs as the high end of the market – reliable, secure application continuity. The sole difference between the mid-market and Enterprise market requirements is the acceptable level of TCO, i.e. purchase price plus ongoing administration and maintenance costs.

Of the estimated 300,000 Exchange servers installed by the close of 2005, 40% or 160,000 are in the SME market and branch offices of the Enterprise market. These are Teneros' target prospects.

Products

Teneros first product in the company's Application Continuity Appliance (ACA) family is for the primary mission critical application in corporations worldwide -- Microsoft Exchange.

The Teneros Application Continuity Appliance for Microsoft Exchange offers:

- ✓ **Zero Downtime** – Teneros Instant-On™ Failover/Failback technology assures that end-users always have complete, continuous, email functionality and data access during planned downtime or failure of the Exchange server.
- ✓ **Non-Intrusive** – The Teneros ACA is the only continuity solution available that requires no configuration of, modification to, or additional software on the Exchange server or network infrastructure. Adding an ACA to the network always increases application stability rather than introducing new potential points of failure.



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- ✓ **Plug & Go™ Installation** – The Teneros ACA requires no Microsoft Exchange expertise and installs in under 15 minutes.
- ✓ **Enhanced Exchange Database Protection** – The Teneros ACA uses transactional integrity validation, the company's proprietary, real-time data verification technology that prevents data corruption on Teneros' appliances when the production server data becomes corrupted.
- ✓ **Low Total Cost of Ownership** – The Teneros ACA offers a purchase price comparable to the cost of a provisioned Exchange server and Always-On IT™ providing 24 X 7 remote monitoring, management, and updates of the Application Continuity Appliance.

History

Founded in December 2003 and headquartered in Silicon Valley, California, Teneros has assembled a team of seasoned professionals with many years of experience in software and systems development, strategic planning, marketing, sales, and managing growth in rapidly expanding young companies.

Funding

Teneros is funded by New Enterprise Associates, Sevin Rosen Funds, and STAR Ventures. The company is well positioned for long-term success, with a market driven first product and a well defined product roadmap driving development of an extensible continuity appliance family to serve the needs of the SME market and field offices of the Enterprise market.

Distribution

The Teneros distribution channel includes systems integrators, strategic partners in the storage industry, and IT Service providers nationwide.

Executive Team

Steve Lewis
Chief Executive Officer, Founder

Andréa R. Skov
Vice President, Marketing

Matt Ocko
Chief Technical Officer, Founder

George Pardo
Vice President, Finance & Administration

George Tuma
Vice President, Engineering

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