

# Corporate Fact Sheet: Application Security, Inc.

## CORPORATE DATA

### Headquarters

New York, New York

### Website

www.appsecinc.com

### Founded

2001

### Privately Owned

### Employees

100 (August 1, 2011)

## MANAGEMENT TEAM

### President and Chief Executive Officer

Jack Hembrough

### Chief Technology Officer

Josh Shaul

### Chief Financial Officer

Peter Schwartz

### Vice President, Corporate/Business Development and Co-Founder

Eric T. S. Gonzales

### Vice President of Engineering

Anirban Chowdhuri

### Vice President of Sales

Dave McNamara

### Vice President of Global Marketing

Thomas VanHorn

### Vice President, EMEA

Xavier Coemelck

Founded in 2001, Application Security, Inc. (AppSecInc) has pioneered database security, risk and compliance solutions for the enterprise. AppSecInc empowers organizations to assess, monitor and protect their most critical database assets in real time, while simplifying audits, monitoring risk, and automating compliance requirements.

As the leading provider of cross platform solutions for the enterprise, Application Security, Inc.'s products – AppDetectivePro for auditors and IT advisors, and DbProtect for the enterprise – deliver the industry's most comprehensive database security solution. With over 1,300 customers in 42 countries, AppSecInc is headquartered in New York City and has offices throughout North America and the United Kingdom.

The award-winning AppSecInc product line, acknowledged as the industry's only complete database security, risk and compliance solution, enables organizations to extend existing data protection measures to include the database, thereby tightening security and bolstering compliance. Our security experts, combined with our strong support team, deliver up-to-date database protection that minimizes risk while enabling business operations.

AppSecInc customers include over 250 unique federal, state, and local government organizations, eight out of ten of the world's largest global banks, three major credit card companies, two stock exchanges, several of the largest financial services companies in the U.S., five of the top ten global telecommunications companies, several of the world's largest retailers, major hotel and hospitality chains, three global clothing retailers, top grocery chains, major electronics and manufacturing organizations, leading colleges and universities including Harvard, Columbia Presbyterian Teaching Hospital, Swarthmore College and the Georgia Board of Regents, major healthcare organizations including several divisions of BlueCross/BlueShield, major hospitals, and government-contracted health organizations.

AppSecInc has 88% market share among the audit and consultant community. The company was ranked #28 in the 2008 Deloitte Technology "Fast 50," with 5-year revenue growth of 1,253%, and named one of "America's Fastest Growing Private Companies" in 2008 by Inc. Magazine.

AppSecInc helps secure millions of data records including: credit cards, bank records, social security numbers, health information, intellectual property, personal identification numbers (PIN), government information, and all other types of sensitive data.

## APPLICATION SECURITY OFFERS REGULATORY COMPLIANCE SOLUTIONS FOR:

HIPAA  
SOX  
GLBA  
PCI  
DISA STIG  
DIACAP

BASEL II  
NERC  
FISMA  
EU DATA PROTECTION ACT  
MITS  
ETC.

**AWARDS**

Inc. Magazine's 2007 & (Inc. 500) 2008 list of America's Fastest Growing Private Companies

2006, 2007, and 2008 Deloitte Technology Fast 50

SC Magazine's Five Star Rating 2009

BTN Top Innovate Now Award Recipient

Secure Enterprise Product Comparison Winner

Red Herring 100 Winner

Best of InterOp – Security Product

**RECOGNITION**

*"Application Security is a leader in enterprise database auditing and real-time protection."*

- Forrester

*"Application Security, Inc. was an early pioneer in the database vulnerability assessment market, and as such, has consistently maintained a large share of enterprise customers, a deep technology heritage, not to mention the largest database vulnerability knowledgebase in the industry. As competitors have come and gone, AppSec's MARKET SHARE LEAD continues to increase."*

-Enterprise Strategy Group

*"Application Security has established itself as THE MAJOR PROVIDER of database vulnerability assessment software...There is considerable synergy between their two products (VA and DAM)."*

-Gartner

**CONTACT INFORMATION:**

**Sales:** Sales@appsecinc.com

**Marketing:** Marketing@appsecinc.com

**Partner Relations:** Partner@appsecinc.com

**Press:** Press@appsecinc.com

**Support:** Support@appsecinc.com

**PRODUCTS****DbProtect™**

DbProtect is a centrally managed enterprise solution for comprehensive database security, risk and compliance. Based upon proven technology, the DbProtect platform integrates database asset management, vulnerability management, audit and threat management, policy management, and reporting and analytics for a complete enterprise solution. DbProtect enables organizations with complex, heterogeneous environments to optimize database security, manage risk, and bolster regulatory compliance.

**AppDetectivePro™**

A network-based discovery and vulnerability assessment scanner, AppDetectivePro discovers database applications within your infrastructure and assesses their security strength. Backed by a proven security methodology and extensive knowledge of application-level vulnerabilities, AppDetectivePro locates, examines, reports, and fixes security holes and misconfigurations as well as identify user rights and privilege levels.

AppDetectivePro User Rights Review (URR) allows auditors and enterprise organizations to identify all users, their privileges, and how they obtained those privileges, through a rapid and efficient process.

**RESEARCH AND DEVELOPMENT**

Since the company's inception, AppSecInc has maintained a focus on the needs and requirements of the database. With the largest vulnerability knowledgebase, most comprehensive repository of database security checks in the industry, and assessment and filtering for all major database platforms on the market today, our team of industry leading security researchers, Team SHATTER (Security Heuristics of Application Testing Technology for Enterprise Research), continuously updates this threat intelligence to ensure that your protections remain current.

AppSecInc's Team SHATTER has pioneered application vulnerability assessment and prevention. Our team understands, at a fundamental level, how to make application security an integral part of an enterprise's security and network management infrastructure. AppSecInc's products have been responsible for securing highly complex and widely deployed applications across some of the most demanding industries.

SHATTER's ongoing mission is to focus on researching and providing easy-to-use, high-quality, and effective application security solutions.

**STRATEGIC RELATIONSHIPS**

AppSecInc has strategic relationships with McAfee, IBM, ArcSight, Archer, HP, Microsoft, Sybase, and others.

With worldwide representation through a robust partner-reseller network, AppSecInc's resellers are dedicated to providing the most comprehensive up-to-date vulnerability assessment, protection and monitoring capabilities to assure the maximum protection of mission critical sensitive data for today's enterprise applications.

**APPLICATION  
SECURITY, INC.®**

Database Security, Risk and Compliance

[www.appsecinc.com](http://www.appsecinc.com)