

Contact: Yegor Kuznetsov
Director, Analyst/Media Relations
Brainware, Inc.
703-948-5878
Yegor.Kuznetsov@Brainware.com



Brainware starts 2008 with new wave of staff expansion

January 22, 2008, Ashburn, Virginia USA -- **Brainware, Inc.**, the leading provider of intelligent data capture and enterprise search solutions, has kicked off the New Year with another wave of staff expansion. Fresh additions to the U.S. sales team include Senior Account Executives to cover Pacific Northwest, Western Canada, Southern California, Mexico, and East North Central Territories. U.S. operations team has added a Senior Software Support Specialist to better support worldwide sales, marketing and customer care activities.

Brainware affiliate in Switzerland has added a Senior Account Executive for Europe, Middle East and Africa and a Senior Software Support Specialist.

"We are confident that Brainware will continue the spectacular growth it showed in 2007," says Carl Mergele, Brainware CEO. "The market has proved that our technology and customer-centric approach is exactly what Global 2000 organizations are looking for to optimize operations and increase shareholder value. We will continue to add top-notch talent to accelerate our global expansion."

New additions to Brainware's global team are:

- **Sheryl Clara**, Senior Account Executive for Pacific Northwest and Western Canada territory (Seattle, WA). Sheryl brings over 12 years of sales experience to Brainware. Most recently, she worked for Aderant, a leading practice management vendor for professional service, legal, and accounting organizations. Previously, she held senior sales positions with such companies as Hummingbird and Whitehill Technologies.
- **Eduardo Jimenez**, Senior Account Executive for Southern California and Mexico territory (San Clemente, California). Eduardo brings over 15 years of sales experience to Brainware. He developed his sales expertise at the Electronic Printing Division of Xerox Corporation. Previously, he worked for Stellent, selling Content Management Software.
- **Lynn Wolf**, Senior Account Executive for East North Central territory covering Indiana, Michigan and Ohio (Indianapolis, Indiana). Lynn has over 20 years of sales experience. She joins Brainware from Bell Industries, a leading systems integrator.

- **Stéfan Lutz**, Senior Account Executive Europe, Middle-East & Africa territory (BDGB Enterprise Software, Brainware affiliate in Neuchâtel, Switzerland). Stéfan comes to Brainware from Hewlett-Packard EMEA where he worked for the past 10 years. Stéfan successfully grew new business in Global Accounts such as Nestlé, DPWN (DHL), Roche and Fiat Group.
- **Jacques Paratte**, Senior Software Support Specialist (BDGB Enterprise Software, Brainware affiliate in Neuchâtel, Switzerland). Jacques has 17 years of IT project management and system engineering roles at large multi-national enterprises such as Richemont.

About Brainware: Brainware, Inc. is the leading provider of intelligent data capture and enterprise search solutions that help Global 2000 companies eliminate costly manual data entry, rapidly process large volumes of documents and retrieve data from across the enterprise. Its solutions were built from the ground up to manage unstructured data without templates, exact definitions, taxonomies or indexing. Headquartered in Ashburn, Virginia, Brainware maintains global sales and support operations through its North American, U.K. and European offices. Brainware customers include Airbus, Alcon, Alltel, Amgen, Anadarko, BB&T, British American Tobacco, ConocoPhillips, Halliburton, Her Majesty's Prison Service, JohnsonDiversey, Kimberly-Clark, KPMG, Mellon Bank/SourceNet, NHS/Xansa, Nestle, Pactiv, Reynolds & Reynolds, Shell, Southern Company, and many others. For more information, please visit www.brainware.com.