

Contact: Greg Friedmann, APR
Director of Marketing
Brainware, Inc.
703-948-5886



Brainware, Inc. adds three sales executives to global sales team

Senior account executives added to U.S. and U.K. offices

July 31, 2007, Ashburn, Virginia USA -- **Brainware, Inc.** whose solutions automate high-volume document processing and data extraction, today announced three new account executives have been added to its U.S. and U.K. offices. **Bruce Gundermann** will handle south/central U.S. sales from his office in Dallas, Texas, and **Bijay Dhungana** and **Peter Wanden** will further U.K. sales from Brainware's High Wycombe office.

These new appointments continue a trend of rapid growth established by Brainware since its founding in February 2006 (as a spin-off from SER Solutions, Inc.). The company has quadrupled its office space and increased its staff size by more than 60% since that time, and is aggressively recruiting new sales executives to help meet continuing demand for its solutions. Brainware sales executives coordinate direct sales to Global 2000 customers, as well as alliances with a growing number of VARs, OEMs, and other partners.

Brainware's new business development executives are extensively experienced in high-end software and systems sales:

- **Bruce Gundermann** has more than 30 years of selling experience with IBM, Lotus Development, and other software companies. He has consistently exceeded quota while delivering large system sales in a variety of vertical industries, and won three Regional Manager's awards at IBM and Senior Salesman of the Year at Lotus Development.
- **Peter Wanden** has also consistently exceeded quota in sales of software and IT systems for Computer Associates and other large software companies. He has also managed sales for other software companies, helping them more than double their revenue and profit in short timeframes.

- **Bijay Dhungana** has 20 years of experience in technology sales, most of it within the Enterprise Content Management (ECM) industry. In nearly 14 years at Digital Equipment Corporation (DEC), he held progressively senior positions in IT sales, culminating as Senior Application Sales Manager for Event Information Management across Europe. He also drove European sales for RSD, a global market leader for high volume, multi-platform, integrated archive solutions for structured data.

“Bruce, Peter, and Bijay each bring a wealth of experience in selling to our key prospect companies and other Global 2000 leaders,” says Carl Mergele, Brainware CEO. “We are happy to add them to our team, and we will continue to aggressively recruit sales executives of their caliber to keep up with demand for Brainware technologies.”

Dhungana, Gundermann and Wanden will be extending the installation and use of Brainware’s key solutions: **IDC-distiller™**, enabling high-throughput processing of data from invoices, purchase orders, and other documents in SAP, Oracle, and other business/financial system environments; and **Globalbrain™**, a powerful, context-based, enterprise search engine that also integrates seamlessly with the desktop.

In addition to its Ashburn, Virginia and Nottingham U.K. offices, Brainware also operates from offices in High Wycombe U.K., Germany, and Switzerland.

About Brainware®: Brainware, Inc. is the world’s leading provider of high-volume, template-free, “intelligent” data capture and document processing solutions. Brainware provides Global 2000 corporations and government agencies with fast, structure-free access to critical information locked in the growing avalanche of documents, databases, emails, and file servers. Brainware maintains global sales and support operations through its North American, U.K., German and Swiss offices. Brainware customers include Airbus, Alltel Wireless, Anadarko, Bertelsmann, ConocoPhillips, CSC, GlaxoSmithKline, Halliburton, IRS, JohnsonDiversey, Kimberly-Clark, KPMG, NHS/Xansa, Nestle, Pitney Bowes, Shell, Siemens, Southern Company, Unilever, and many others. Also see www.brainware.com.