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## **Brainware continues to build out sales, support and development teams**

March 31, 2008, Ashburn, Virginia USA -- **Brainware, Inc.**, the leading provider of intelligent data capture and enterprise search solutions, has announced new hires to build out its Global sales, support and development teams. New additions to the U.S. office include a Sales Manager for the Eastern Region, a Marketing Programs Director, an Assistant Controller, E-learning/Training and Software Support specialists, Systems Engineer, and a Technical Lead, Professional Services.

“Brainware continues rapid market expansion and needs more resources to sustain our robust growth,” says Carl Mergele, Brainware CEO. “The volatile economic environment makes global organizations look for new ways to improve their bottom line by optimizing back-office operations. That drives the demand for our solutions that have the unique capability to rapidly process high volumes of unstructured documents.”

New additions to Brainware’s team are:

- **Robb Alpaugh**, Sales Manager for the Eastern Region territory (Ashburn, VA). Robb brings over 25 years of sales management and sales experience. He comes to Brainware from Silanis Technology, the market leader in electronic signature technology. Prior to that, Robb held senior sales positions with such market leaders as IBM and Fair Isaac and Co, as well as with successful emerging software companies.
- **Petra Svenson**, Marketing Programs Director (Ashburn, VA). Petra has over ten years of marketing experience to Brainware. Previously, she was the Director of Marketing at Synteractive, Inc., a global technology and management consulting firm. Before that, Petra held various marketing positions for several information technology and telecommunications firms.
- **Susan Parsons**, Assistant Controller (Ashburn, VA). An accounting veteran with over 17 years of the industry experience, Susan joins Brainware from Boxley Materials Company, a supplier of construction materials. Previously, she also worked for SMS Data Products Group, Raffa and Associates, and the Commonwealth of Virginia.

- **Kevin Grant**, E-Learning / Training Specialist (Ashburn, VA). Kevin is a seasoned educator with 17 years of teaching and training experience.
- **James Majersky**, Software Support Specialist (Ashburn, VA). Previously, James managed projects for United Litho, a publishing services company. Prior to United Litho, he held positions with Eastern Isotopes, Fidelity Information Systems and MCI.
- **Joseph Cicero**, Systems Engineer (Milwaukee, WI). Joe brings over 10 years of pre-sales technical experience. He comes to Brainware from Fisher/Unitech, a leading Midwest software reseller. Prior to Fisher/Unitech, Joe worked for Electronic Data Systems & Computer Aided Technology, Inc. regional division.
- **Ron Johnson**, Technical Lead, Professional Services (Ashburn, VA). Ron joins Brainware with 20 years of software engineering and project management experience.

**About Brainware:** Brainware, Inc. is an innovative 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, Reynolds & Reynolds, Shell, Southern Company, and many others. For more information, please visit [www.brainware.com](http://www.brainware.com).