



Company Facts

- Incorporated in 1995
- 770+ employees worldwide
- First product shipped in 1997
- IPO on October 8, 1999
- Nearly 3,700 customers

Offices

Headquarters

Sunnyvale, CA

North America

Atlanta, Bethesda, Boston, Chicago, Dallas, Los Angeles, New York, San Francisco

Europe

London, Munich, Paris, Stockholm, Amsterdam, Milan, Madrid

Asia Pacific

Singapore, Tokyo, Seoul, Hong Kong, Taipei, Sydney, Beijing, Mumbai, Bangalore

Company Overview

Interwoven, Inc., provider of Enterprise Content Management solutions for business, enables organizations to unify people, content and processes to minimize business risk, accelerate time-to-value and sustain lower total cost of ownership. Interwoven delivers deep industry-specific solutions which reduce business process cycle time from initial collaboration through design, production, sales, marketing, legal review, IT and service. Interwoven leads the industry with a service-oriented architecture today and easy-to-use, best-in-class components and solutions.

Today, nearly 3,700 companies, law firms, and professional services organizations worldwide are Interwoven customers including adidas, Airbus, Avaya, Cisco, DLA Piper, the Federal Reserve Bank, FedEx, HSBC, LexisNexis, Microsoft, Samsung, Shell International, Samsonite, White & Case, and Yamaha. Interwoven is headquartered in Sunnyvale, Calif., with offices around the world. For more information visit: www.interwoven.com.

Interwoven Solution Suites

Customer Experience Management—For Global 2000 companies seeking accelerated growth, the Interwoven Customer Experience Solution enables the consistent global delivery of persuasive content, resulting in higher customer satisfaction, increased brand consistency, reduced time-to-market for product launches and campaigns, and increased operational efficiencies. Unlike point technologies that address only parts of the customer experience process, the Interwoven Customer Experience Solution optimizes the quality of customer interactions across all touchpoints and all geographies.

Professional Services Industries Solutions—The Interwoven Deal Management solution is a collaborative application to manage proposals, contracts, negotiations, deal processes, and all forms of communication, including email, to keep extended functional teams on the same page around an account, ultimately decreasing deal closing time.

Financial Services Industries Solutions—Around the world, financial services firms depend on Interwoven to accelerate interactions, to improve client service, to streamline compliance, to provide auditability and security, and to improve operational efficiency. 19 of the Financial Times list of the top 25 financial services companies use Interwoven solutions, as well as hundreds of additional financial services companies including Visa International, MasterCard International, Allstate, Banco Popolare di Milano, Bank of Tokyo, Barclays Global, Bear Stearns, Capital One, Commerzbank, Deutsche Bank, HSBC, Lloyds TSB Bank, NASD, OCBC, Rothschild, Russell Investment Group, Swiss Life, Washington Mutual, Grupo Santander, and Hwa Nan Financial.

Composite Application Provisioning Solution—Interwoven's Composite Application Provisioning Solution standardizes the way code, content, and configuration changes are aggregated, synchronized, and deployed throughout testing, staging, and production environments. It gives IT Operations full control over the provisioning of application assets, delivers reporting, version control and rollback capabilities, and features configurable workflows to streamline the release process.

Interwoven Product Suites

Web Content Management—Interwoven TeamSite is the industry's most advanced content management software for the enterprise. TeamSite underpins a wide range of enterprise applications—from intranets and internal portals to public Web sites, dealer portals and extranets—to enable businesses to manage their mission-critical information and gain competitive advantage. In addition, Interwoven's LiveSite Content Publishing Server, providing a new level of ease-of-use for the business user.

Document Management and Collaboration—Interwoven WorkSite provides a comprehensive set of document handling features, including check-in/check-out, version control, full-text and metadata search, and document-level security and permissions. The breadth of capabilities and intuitive interfaces offered by WorkSite remove the challenges typically found in "front office" deployments—such as large training efforts, process re-engineering, and general lack of adoption, resulting in improved user adoption and more rapid ROI.

Digital Asset Management—Interwoven's MediaBin™ product line is the leading Digital Asset Management (DAM) solution chosen by marketing organizations to manage the thousands of digital assets and marketing content used to promote their products and brands. With MediaBin, extended marketing teams can easily catalog, manage, transform, and distribute digital assets; including photographs, logos, audio, video, datasheets, advertisements, presentations, and documents.

Records Management—Interwoven RecordsManager is fully integrated with WorkSite, Interwoven's market leading document management and collaboration product, providing management of paper, electronic documents, and e-mail in a single solution. By enabling the management of all forms of records—even in other systems—from a single policy management and application engine, Interwoven RecordsManager helps organizations to control records consistently and effectively across offices, media types and systems, reducing the cost of managing records and the risk from inconsistent application of records policies.

E-Mail Management—Interwoven E-mail Management reduces the burden on e-mail servers, and transforms e-mail from an isolated knowledge source, visible only to the person to whom it is addressed, into an asset that can be shared across all offices, easily and securely.

Imaging—Interwoven's image processing offering underpinned by 11 world-class imaging partners delivers unparalleled business process efficiency, control and security to over 600 customers today. The Interwoven image processing offering is central to automating core business processes such as accounts payable, claims processing, legal document processing, contract management and complying with regulations such as Sarbanes-Oxley.

Content Intelligence—Interwoven MetaTagger Content Intelligence Server, part of the Interwoven Content Intelligence product family, drives content relevance for critical initiatives like portals, enterprise search, and business applications, enabling organizations to reduce costs, realize higher revenues, and improve workforce productivity. The MetaTagger Intelligence Server provides enterprises with a complete metadata management system that's designed to power the right content to the right user at the right time, and in the right context.

Content Integration—Interwoven Content Integration Server gives enterprises the ability to leverage and re-purpose content stored in repositories and file systems throughout the enterprise within content-rich applications. The Content Integration Server allows users to search any desired repository to find existing content, aggregate that content into TeamSite, and then transform the content from various file types into more extensible formats.

Interwoven Enterprise Application Connector Suite—The Interwoven Enterprise Application Connector Suite ensures that team members throughout the enterprise collaborate, share, and manage knowledge through everyday business portals.

Interwoven Developer Suite—The Interwoven Developer Suite provides developers with a robust set of tools that assist with the development, customization, and integration of applications with Interwoven solutions and products.

Partners

Interwoven has established strong partnerships with over 300 companies worldwide. These companies represent the "best of the best" in meeting critical systems implementation, software integration, and platform deployment needs of our customers.

Systems Integration Partners

Interwoven and its major consulting partners—Accenture, Deloitte Consulting, IBM Global Services and Avenue A Razorfish—collaborate to provide a range of best practices and value-added services for our joint customers.

Technology Partners

Interwoven works closely with leading technology partners to deliver seamless, end-to-end, best-of-breed solutions through open, standards-based architecture. Our major technology partners include BEA, IBM, Microsoft, Oracle, PeopleSoft, SAP, SDL, Siebel, and Sun.

Senior Management Team

Chairman—Frank Fanzilli

President and Sr. VP of Sales—Max Carneccchia

Sr. VP and CFO—John Calonico

CTO—Rafiq Mohammadi

Sr. VP of Marketing and CMO—Ben Kiker

Sr. VP of Engineering—David Nelson-Gal

Sr. VP of Consulting—Steve Martello

Annual Revenue (Nasdaq: IWOV)

1999—\$16.8 million

2000—\$132.1 million

2001—\$202.7 million

2002—\$126.8 million

2003—\$111.5 million

2004—\$160.4 million

2005—\$175 million

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