



Corporate Profile

Company Facts

- Incorporated in 1995
- 750+ employees worldwide
- First product shipped in 1997
- IPO on October 8, 1999
- Over 3,800 customers

Offices

Headquarters

Sunnyvale, CA

North America

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

Worldwide

Australia, China, France,
Germany, Hong Kong, Italy,
India, Japan, Singapore,
South Korea, Spain, Sweden,
Taiwan, United Kingdom

Company Overview

Interwoven is a global leader in content management solutions.

Interwoven's software and services enable organizations to effectively leverage content to drive business growth by improving the customer experience, increasing collaboration, and streamlining business processes in dynamic environments.

Our unique approach combines user-friendly simplicity with robust IT performance and scalability to unlock the value of content. Today, nearly 3,800 enterprise and professional services organizations worldwide have chosen Interwoven, including: adidas, Airbus, Avaya, Cisco, DLA Piper, the Federal Reserve Bank, FedEx, HSBC, LexisNexis, Microsoft, Samsung, Shell, Samsonite, White & Case, and Yamaha. Over 19,000 developers and over 300 partners enrich and extend Interwoven's offerings. To learn more about Interwoven, please visit www.interwoven.com.

Interwoven Solutions for Customer Experience

Interwoven helps organizations extend and protect their brands, optimize their online presence, and provide a consistent and more engaging experience across all customer touch points. The Interwoven solutions for customer experience are:

- Interwoven Segmentation & Analytics solution allows businesses to create, deliver, analyze, and apply content to transform their online presence, giving marketers a flexible and agile solution for converting prospects into customers.
- Interwoven Brand Management solution provides a central source for digital assets and marketing content to ensure that brands are always correctly and consistently represented.
- Interwoven Multi-Channel Delivery solution provides a framework for quickly and accurately delivering content across an ever-expanding array of customer channels, including the Web, print, and mobile devices.

Interwoven Solutions for Content Management

Interwoven enables organizations to optimize content to drive business growth by providing collaboration, increasing productivity, simplifying compliance and streamlining business processes across various environments. The Interwoven solutions for content management are:

- Interwoven Web Content Management solution lets organizations maximize their online presence, protect the brand online, comply with corporate governance standards, and improve operational efficiency across all Web-based initiatives.
- Interwoven Digital Asset Management solution enables self-service access to current and approved rich-media marketing content to better promote products and brands.
- Interwoven Collaborative Document Management solution allows teams to capture, develop, manage, share, review, approve and archive multiple forms of electronic media to mitigate risk, streamline execution and improve organizational decision making and business agility.
- Interwoven Composite Application Provisioning solution standardizes the way changes to code, content and configuration are aggregated, synchronized and deployed. This solution increases efficiency and reduces provisioning costs, accelerates application time-to-market, and eliminates manual error-prone processes.

Interwoven Solutions for Professional Services

Many of the world's largest and most respected professional firms, including legal firms, accounting firms and management consultancies, depend on Interwoven to improve their practices, help mitigate regulatory risk, streamline processes and enhance client service. Professional services firms use our solutions to manage the entire client engagement lifecycle, share information securely throughout their business and with clients, boost worker efficiency and mobile productivity, and retain all client-related information—including e-mails—in one place. Interwoven solutions for professional services include:

- Interwoven Matter/Engagement Centric Collaboration solution enables firms to protect intellectual capital in a secure, centralized repository, improve productivity, accelerate user adoption with little or no training, and deliver anywhere, anytime access.
- Interwoven Records Management solution enables organizations to implement effective unified physical and electronic records retention policies while keeping their storage costs under control and reducing risk.
- Interwoven Practice Support solution enables firms to create a standardized workflow for the management of new business intake, conflicts management and engagement setup and assignment to reduce days-of-work into hours, mitigate the firm's risk and minimize the amount of time professionals spend on non-billable activities.

Interwoven Solutions for Capital Markets

Interwoven provides solutions for securities operations and regulatory compliance. The Scrittura solution suite enables automation of post-trade operations, workflow and bilateral counterparty messaging for the over the counter ("OTC") derivatives markets. Our compliance, audit and reporting solutions enable accuracy in enterprise-wide regulatory and risk management. Interwoven solutions for capital markets are:

- Interwoven Scrittura provides OTC derivatives confirmations enabling trading operations to streamline and automate their documentation and workflow. Interwoven Scrittura also provides a solution that enables peer-to-peer messaging for secure, bilateral messaging between transaction counterparties.
- Interwoven Compliance, Audit, and Reporting solution enables capital markets customers to streamline their regulatory processes and internal controls.
- Interwoven Contracts/Legal Document CVL (Content-Visible Library) automation solution enables our customers to build libraries of existing documents and contracts from which they can access tagged data.

Products

Interwoven solutions help our customers power a wide range of initiatives, including brand management, document management, collaboration, enterprise portals, intranet and extranet management, global Web Content Management, content distribution, corporate governance, and online self-service. Each component of our platform is designed to perform a set of functions critical to powering content—from creation at the desktop to sharing, publishing, archiving and disposing of content across the enterprise. While each component of the platform can provide its set of capabilities to other content repositories, customers achieve additional benefits when these components operate in an integrated environment. Our platform is developed on a service-oriented architecture, enabling customers to integrate our products with their existing infrastructures, including Java 2, Microsoft.NET and Linux environments. Built on open standards with exposed and published interfaces, developers can write applications on top of our technology for integration across their environment. We offer the following products:

- **Document Management**—Interwoven WorkSite provides collaboration and document management capabilities that enable organizations to capture, develop, manage, share, review, approve and archive multiple forms of electronic media. WorkSite is designed to provide quick and intuitive document storing, location and retrieval within an environment that provides rich collaboration and project based context to capture the highest level of organizational knowledge and facilitate team information exchange. With WorkSite, documents, e-mails, voicemail, images, schedules, tasks and calendars are combined within a single project environment that 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.
- **Web Content Management**—The Interwoven Web Content Management Suite delivers the capabilities needed to build, deploy and integrate content management for the enterprise. With Interwoven Web Content Management, companies can easily and cost effectively create and manage one, tens, hundreds or even thousands of Web sites. Companies can centralize the control of site architecture, navigation and presentation, distribute site development, deployment and ongoing management to individual business units, and give content authors and editors the ability to easily add, modify, and approve content within the context of individual Web initiatives. The Suite provides the foundation and tools for effectively leveraging the Web and all of its complex permutations to maximize business value, improve productivity, and reduce information technology expenses. The suite is made up of the following products:
 - **Interwoven TeamSite®** provides a content management platform to manage authoring, site design and layout, workflow and approval, archiving and content tagging.
 - **Interwoven TeamPortal™** enables content contributors, reviewers and approvers to access the TeamSite system via industry-standard portals, such as IBM WebSphere and BEA WebLogic.
 - **Interwoven LiveSite®** powers dynamic, online content delivery and Web 2.0 capabilities such as blogs, Really Simple Syndication (RSS) and other social computing functionality.
 - **Interwoven MetaTagger®** automates the tagging of content to increase accessibility and relevance for customers.
 - **Interwoven OpenDeploy®** provides multi-tiered, multi-stage, transaction based deployment and provisioning of content, code, and configurations.
 - **Interwoven Targeting** provides user segmentation, rules creation and management and dynamic, targeted content delivery.
- **Digital Asset Management**—Interwoven MediaBin® helps organizations to deliver a more compelling customer experience by effectively managing, distributing and publishing the thousands of customer-facing digital assets used to promote products and brands. MediaBin enables marketing teams to provide their global sales force and business partners with instant, self-service access to current and approved marketing content—including photographs, logos, presentations, audio, video and more. When used in conjunction with Interwoven TeamSite, MediaBin streamlines the usage of rich media content across global Web properties and other channels.
- **Records Management**—Interwoven RecordsManager provides for the application and management of retention policy for paper, electronic documents and e-mail in a single solution. Enabling the management of all forms of records, Interwoven RecordsManager aids organizations in controlling 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. Interwoven RecordsManager is integrated with WorkSite.
- **E-Mail Management**—Interwoven E-Mail Management provides organizations a multiple-path solution to assist in the capture and storage of e-mail within the unified context of a project, engagement, or matter file—reducing the burden on e-mail servers, and transforming e-mail from an isolated knowledge source into an asset that can be shared across all locations, easily and securely.

- **Content Categorization and Recommendation**—Interwoven MetaTagger® Content Intelligence Server enables enterprises to organize consistently and efficiently the unstructured information that drives their business, including office documents, e-mail and web content. This solution helps organizations accelerate business processes, improve message impact, reduce business risk and lower operational costs. Interwoven MetaTagger provides an enterprise service for intelligently and automatically categorizing content and extracting information based on business requirements, organizational standards, taxonomies and collective knowledge. Interwoven MetaTagger drives content relevance for critical initiatives such as portals, enterprise search and business applications, enabling organizations to reduce costs, realize higher revenues and improve workforce productivity.
- **Content Distribution**—Interwoven OpenDeploy® Distribution Server provides cost-effective aggregation and distribution of any type of content (Web content, code, documents, media, etc.) to any application (comprised of Web servers, application servers, database servers or simple file servers) in any physical location within a network. OpenDeploy also ensures that code and content reflected in applications worldwide are accurate, secure and easily synchronized.
- **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 virtually 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. The Content Integration Server can also leverage content from other applications including IBM Content Management, Lotus Notes and FileNet.

Customers

Over 3,800 organizations, including 9 of the Financial Times' Global 10, have turned to Interwoven to power their business initiatives. Our customers currently include ABN Amro, Aetna, Airbus, Air Canada, Allstate, American Airlines, Avaya, BellSouth, Boeing, British Airways, BT, Canon Computer Systems, Chrysler, Cisco Systems, Citibank, Credit Suisse First Boston, Deutsche Bank, DuPont, Ericsson, FedEx, Ford, General Electric, General Motors, GlaxoSmithKline, Hilton International, HSBC, H&R Block, IKEA, John Hancock, Kaiser Permanente, Lucent Technologies, Microsoft, Motorola, NEC, Nortel Networks, Novell, Oppenheimer Funds, Pfizer, Philips, Procter & Gamble, Reebok, Shell, Siemens, Singapore Airlines, Sony Computer, Sutter Health, Tesco, Virgin Mobile, Walmart, Xerox, Zurich Insurance, and many others.

Partners

Interwoven has strong partnerships with over 300 companies worldwide. These companies represent the "best of the best" in meeting the critical systems implementation, software integration, and platform needs of our customers. The Interwoven PartnerNetwork provides our customers with confidence that they can access local, specialized support to deploy Interwoven content management applications on-time and on-budget.

Systems Integration and Digital Marketing Partners

Interwoven collaborates with an extensive ecosystem of industry-leading companies that deliver best-practice services across the content and document management markets. The partner network includes global as well as regional-based services organizations including Accenture, Avenue A | Razorfish, Baker Robbins, BCS Systems, Deloitte Consulting, Enterpulse, IBM Global Services, Macquarium, Micro Strategies Inc., Molecular, Morningstar, Phoenix Business Solutions, Realise, Roundarch, Tikit Limited and many more.

Software and Platform Technology Partners

Interwoven works closely with leading technology partners to deliver seamless, end-to-end solutions through open, standards-based architecture. Key technology partners include Adobe, BEA, Canon, DocAuto, EMC, IBM, Intel, Kofax, Microsoft, Ricoh, SAP, Sun, Translations.com, Tibco, Vamosa, WebSideStory and others.

Senior Management Team

Chief Executive Officer and Director—Joe Cowan

President—Max Carnecchia

Sr. VP and CFO—John Calonico

CTO—Rafiq Mohammadi

Sr. VP of Engineering—David Nelson-Gal

Sr. VP of Client Services—Steve Martello

Sr. VP and CMO—Ben Kiker

Sr. VP and GM, EMEA—Erik Hansen

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—\$175.0 million

2006—\$200.3 million

Interwoven, Inc.
803 11th Avenue
Sunnyvale, CA 94089 USA
(408) 774-2000