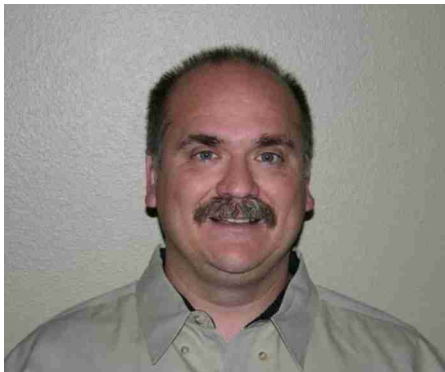


A Recognized Leader in Web Security Solutions, Wavecrest Computing Focuses on Maximizing the Benefits of Utilizing the Internet for Greater ROI and Provides Corporations with Essential Tools to Enforce Internet Use Policies and Protection

Technology
Web Services

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Dennis McCabe
CEO

BIO: Dennis McCabe is a founding partner and president of Wavecrest Computing. He is an authority on both the IT and the human capital management issues of implementing Web security and forensic solutions in the workplace. Before launching Wavecrest Computing in 1996, Dennis worked with Harris Corporation and Engineering Technical Services, Inc (ETS). At Harris, Dennis was part of the original design team for the Harris Network Management System, now known as Netboss. At ETS, he managed the earth station satellite software development team, which custom-built automated control systems installed around the globe. Dennis holds a B.S. in Electrical Engineering from Florida Institute of Technology.

About Wavecrest Computing:

Wavecrest is a recognized leader in policy-based, Web security solutions. Our filtering and reporting products are designed to enable organizations to successfully address Internet abuse, legal liability, workforce productivity, and web security issues—without damaging morale. Particularly when implemented in conjunction with an effective Internet usage policy, our products can help achieve greater workforce productivity, lower bandwidth costs, and reduce the risk of legal liability.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. McCabe, what is the vision at Wavecrest Computing?

Mr. McCabe: Since Wavecrest began in 1996 - as web browsers first hit the desktops - our focus has been, and continues to be, to maximize the benefits of utilizing the internet for greater ROI. Wavecrest provides corporations with the essential tools to enforce acceptable internet use policies, manage bandwidth costs, and protect against web security threats.

CEOCFO: How has that played out today?

Mr. McCabe: Wavecrest's longevity is a testament to our ability to adapt the products to the changing market and customer needs. Initially, productivity and legal liabilities were the driving factors. While those issues continue to present themselves in today's workforce, companies are also faced with Web security threats such

as malware, and data loss prevention issues. Wavecrest addresses these issues by providing cost-effective and easy-to-use solutions.

CEOCFO: How do you know when something is coming up that needs to be paid attention to? When viruses first started no one really knew too much about them. How do you get ahead of the curve in what might come up as an issue?

Mr. McCabe: Our core management team combined has well over 70 years of experience in monitoring internet usage trends through research and development efforts. R&D, combined with our close, long-term customer relations, enables us to stay on top of the ever changing landscape of the internet.

CEOCFO: Would you tell us a little bit about the range of products that you are offering today?

Mr. McCabe: For web security, we recommend CyBlock. For a scalable web use digital forensic reporting tool, Cyfin is the solution. The CyBlock product is a stand alone, self contained solution that focuses on web content security. This product offers web filtering, policy enforcement, data loss prevention, and malware protection. CyBlock can also be used for managing bandwidth. This product monitors and analyzes HTTPS connections. Cyfin is a forensic analysis tool that supports all major web gateway log files. It is the most scalable forensic tool on the market and produces the most accurate and actionable web use reports.

CEO CFO: I am suspecting that many providers in the security space claim that they can offer what you are offering as part of a whole package. How do you get your customers to understand that there is a different level and that what you provide is not only very specialized but very necessary?

Mr. McCabe: Our customers tell us that one of the key factors that made them choose Wavecrest over competitors is that we address the human capital piece of the equation. Employee use of the internet directly affects their productivity – either positively or negatively – which, in turn, affects the bottom line. Both CyBlock and Cyfin provide a wide range of reports that keep management apprised of compliance with company web use policy.

CEO CFO: Is there a typical customer for you?

Mr. McCabe: Wavecrest products are scalable to serve the needs of any size and type of organization. Whether it is a small doctor's office or a major enterprise with over one hundred thousand employees, Wavecrest has the solution they are looking for. Our typical customer is one that requires more than just the standard reporting you would find on the market today. Our reports provide actionable information that not only benefits IT, but also management and HR.

CEO CFO: How do you reach perspective customers?

Mr. McCabe: We sell the product directly. We also have regional resellers in the U.S. And we have distributors in the U.K., Australia, and Japan.

CEO CFO: Do you find that when companies are looking to use your service that the history has an effect? Does the fact that you have been around for quite some time in an

industry that sees new companies every other week work in your favor, or is that not so important any more, these days?

Mr. McCabe: I know that longevity is certainly a factor. We attribute our longevity, in part, to the excellent customer service we provide. Our customers know that when they call they will receive personal attention to address their questions. We are committed to making sure that customer has a successful experience using the product.

CEO CFO: What are some of the bigger surprises that people find when they start to pay attention using your service?

Mr. McCabe: We encourage our customers to utilize our monitoring and forensic tools to evaluate the actual internet usage by their employees. Typically, the customer is

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surprised by the amount of lost productivity due to non-work related web usage. In recent years, for example, we have seen a dramatic increase in the use of social media during work hours. This not only introduced a great loss in productivity, but also opened the door to web security threats.

CEO CFO: Are employees still bothered these days by monitoring of this sort or is it standard? Do people know that what they do is going to be looked at in many cases?

Mr. McCabe: It is becoming more commonplace now than ever. Most employees understand the potential web security threats and the need for this type tool.

CEO CFO: You certainly have clients that are quite recognizable. What is the competitive landscape? Are there companies that are competing directly in your space or is it more that they are part of something else?

Mr. McCabe: It is a mixed bag now. Some vendors provide only malware protection; others provide only firewall security. These recognizable clients that you referred to chose Wavecrest solutions because we focus on both the security and forensic features that provide not just an IT solution but a company-wide solution.

CEO CFO: Are there particular industries where you see more growth than others? I know you do work with government. Is that a big area of growth for you as well?

Mr. McCabe: Certainly there are industries that show increasing growth right now. We have a GSA schedule and our federal government clients are very important to us.

CEO CFO: Are there any particular industries where you see growth?

Mr. McCabe: Recent growth in medical and financial industries has been quite impressive.

CEO CFO: How is business?

Mr. McCabe: Business is very good. We are consistently working on new and cutting edge projects. We have several innovations in the works right now. We will reveal a cloud and mobile solution in the near future.

CEO CFO: Why should investors and people in the business community pay attention to Wavecrest Computing?

Mr. McCabe: Wavecrest is an established, well-respected corporation with over 15 years in business with a solid reputation for our commitment to providing our customers with personalized service and state-of-the-art products.