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VMware and Sun Microsystems Executive to join ClearEdge Power
Expansion of senior team brings additional opportunities to marketing and sales

PORTLAND, Ore. – 3 August 2010 – Former [VMware](#) and [Sun Microsystems](#) executive Dane C. Smith joins Hillsboro-based [ClearEdge Power](#) as senior vice president of sales, marketing and business development. The global leader in microCHP fuel cell design and manufacturing adds Smith as an integral part of the senior management team to leverage his expertise in market development and rapid expansion.

“We have made significant strides forward this year with the release of our ClearEdge5 fuel cell, and Dane will help position our company for both rapid growth and development into new markets and geographies,” said ClearEdge Power CEO and President Russell Ford. “Dane’s track-record at VMWare clearly demonstrates his ability to not only drive revenue, but also successfully develop new customer channels. We’re excited to have him join our team.”

During Smith’s five-year tenure at VMware, as vice president and general manager for the Americas and later as global vice president of systems integration and outsourcing, he helped build one of the fastest growing software companies in history, according to IDC and Gartner. In three years, Smith grew business in the Americas from less than \$200 million to approximately \$1 billion, and he led the teams responsible for closing many of the largest software and services contracts in the company’s history. He was also a key member of the VMware executive team that, in August 2007, produced one of the largest technology IPOs in the history of the New York Stock Exchange – second only to Google.

“I’ve had the opportunity to work closely with some of the nation’s largest energy providers, as well as the US Department of Energy and the US Environmental Protection Agency, while at VMware and Sun,” said Smith. “I look forward to continuing those relationships to further alternative energy solutions in the U.S. and abroad as a leader for the ClearEdge Power team.”

About ClearEdge Power

With facilities in California and Oregon, ClearEdge Power is a privately held, technology company leading the way for smarter, cleaner on-site energy systems focused on commercial, institutional and residential buildings. The company designs, manufactures and markets the ClearEdge5 system, a unique, proven fuel cell appliance that cleanly converts natural gas to electricity and heat, offering both significant financial and energy savings, as well as a greatly reduced impact on the global environment. The ClearEdge Power corporate management systems are certified to ISO 9001 and ISO 14001. For more information, please visit <http://www.clearedgepower.com>.