



## About

- Skytap is the leading provider of cloud-based virtual lab solutions that enable rapid development, testing, and deployment of applications in a 100% on-demand 'virtual data center'. Skytap provides self-service provisioning of virtual environments, a powerful web-based lab management application and support for existing applications to run unchanged in the cloud.
- A recent report from analyst firm IDC predicts server virtualization will become a \$20 billion industry by 2010. IDC also indicates \$17 billion will be spent on the virtualization solutions and services segment that Skytap is targeting.

## Skytap's Vision

- Skytap's vision is to provide companies with virtual infrastructure solutions and applications as secure, reliable on-demand services over the Web.
- Skytap solutions enable IT and development teams to rapidly develop, test, deploy and manage applications in a 'virtual data center', dramatically increasing their ability to respond to business needs and shorten time to market, while reducing overhead and cost.
- Skytap's initial product is 'Virtual Lab' for managing and automating development and test, training and IT prototyping environments on demand.
- Skytap users have access to virtually unlimited computing capacity which can augment on-site infrastructure for short-term needs or eliminate the need for it entirely.
- Skytap's virtual infrastructure and software platform provides services such as virtual infrastructure provisioning, monitoring & management, security, remote access and collaboration, storage management, and reporting.

## Alliances and Partners

- Skytap's partner ecosystem includes independent software vendors, system integrators and value-added resellers who use Skytap's cloud-based virtualization platform to offer new product and service offerings.
- Skytap has partnerships with Appistry, Automated QA, Borland, Citrix, CohesiveFT, iTKO LISA, Microsoft, oDesk, SAVVIS, SmarteSoft, SOASTA, and VMware.

## Funding

- Skytap secured \$6 million in series A funding from Madrona Venture Group, Ignition Partners, Bezos Expeditions and Washington Research Foundation.

## Management Team

Skytap has an experienced executive team, including industry veterans from HP, Microsoft, Mercury Interactive, Rational Software and EMC:

- Scott Roza, Chief Executive Officer
- Steve Brodie, Chief Marketing Officer
- John Janakiraman, Vice President of Engineering and CTO
- Matt Perrine, Vice President of Sales and Business Development
- Ian Knox, Director of Product Management

- Dean Tabor, Director of Operations

### **Board of Directors**

- Brian Bershad (Founder), Engineering Director, Google
- Sunny Gupta, CEO, Apptio
- Hank Levy (Founder), Chairman and Wissner-Slivka Chair of Computer Science and Engineering at the University of Washington
- Matt McIlwain, Madrona Ventures
- Scott Roza, Chief Executive Officer, Skytap
- Brad Silverberg, Ignition Partners

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