



NEWS RELEASE

Media Contact:
Bill Rundle
Blanc & Otus
415-856-5104
brundle@blancandotus.com

Axway Appoints IBM, Oracle and SAP Executives to Build on Strong Global Momentum

IT Industry Veterans Reinforce Axway's Position as the Global Leader in Governing the Flow of Data

PHOENIX – December 9, 2013 — In support of its continued growth, [Axway](#) (NYSE Euronext: AXW.PA), a leader in governing the flow of data, announced today it has added three new members to its leadership team and Axway Executive Committee. Nick Ferrante, formerly of IBM, has joined Axway as EVP of global sales; Paul Shortell, formerly of Oracle, has taken the role of Axway's SVP of professional services, North America; and Laurent Bride, formerly of SAP, is Axway's new EVP of research and development (R&D). In their roles, Ferrante, Shortell and Bride will help Axway meet the growing global demand for the Axway 5 Suite, which is the industry's only solution that helps organizations govern the flow of data across enterprise, cloud and mobile environments.

"Nick, Paul and Laurent's experience and expertise in leading sales, services and development teams, as well as their deep understanding of enterprise integration and application infrastructure, will be highly valuable in helping guide the future growth of the Axway 5 Suite and our customers' businesses," said Christophe Fabre, CEO, Axway. "Their leadership in their respective market segments will help drive widespread adoption of the Axway 5 Suite, and cement our position as a global leader in governing the flow of data."

Nick Ferrante joins Axway with more than 30 years' experience leading global sales teams, most recently as the director of worldwide sales for IBM's business solutions portfolio. Prior to

his time with IBM, Ferrante held sales leadership positions at companies including Sterling Commerce, Yahoo! and Amdahl/Fujitsu, with involvement in global sales, marketing and global operations. In his new role, Ferrante will be responsible for overseeing Axway's global sales organizations. His primary goal will be driving sales productivity and customer satisfaction for the Axway 5 Suite, in alignment with the company's mission to help organizations govern the flow of data.

Paul Shortell brings to Axway more than 30 years' experience in service organization management, most recently serving as SVP of Oracle's North America Applications consulting business. During his 25 years at Oracle, Shortell held a wide range of responsibilities, including customer interaction, solution selling and delivering services that drove customer success by maximizing investment in integrated product solutions. In his new position, Shortell will lead Axway's North American professional services organization to ensure Axway continues to deliver the best possible customer experience to its growing client base. He will also take a role in global customer service by supporting the growth of the Axway 5 Suite.

Laurent Bride joins Axway with more than 17 years of IT and development experience. Prior to joining Axway, he was SVP of advanced development at SAP. Bride has extensive expertise in the successful development and delivery of enterprise software products, as well as driving the integration of post-merger technologies. In addition, Bride spent 10 years at Business Objects, where he developed deep expertise in complex enterprise software development with a special attention to technology innovation. In his new role, Bride will be responsible for developing and sustaining all of Axway's products and platforms, and will oversee Axway's R&D teams in the U.S., Asia and Europe.

The appointments build on Axway's significant growth and momentum, which includes industry-first innovations and strong global growth. In February 2013, Axway [introduced the Axway 5 Suite](#), which uniquely combines application integration with B2B, MFT, and API management. In its latest financial results, Axway recorded excellent third quarter results with [Q3 organic business growth up 13.8 percent on Q3 2012](#). In addition, in recognition of its continued focus on innovation, [Gartner named Axway a leader in its latest On-Premises Application Integration Suites Magic Quadrant¹](#) and the [Axway Suite 5 was listed as a 'Champion' in the vendor matrix of Info-Tech Research Group's latest Managed File Transfer Vendor Landscape Report](#).

To learn more about Axway's products and solutions: <http://www.axway.com/products-solutions>

Follow Axway on Twitter: <http://twitter.com/Axway>

¹Gartner "Magic Quadrant for On-Premises Application Integration Suites by Jess Thompson, Yefim V. Natis, Massimo Pezzini, Daniel Sholler, Ross Altman, Kimihiko Iijima, June 27, 2013

About Axway

Axway (NYSE Euronext: AXW.PA), a market leader in governing the flow of data, is a global software company with more than 11,000 public- and private-sector customers in 100 countries. For more than a decade, Axway has empowered leading organizations around the world with proven solutions that help manage business-critical interactions through the exchange of data flowing across the enterprise, among B2B communities, cloud and mobile devices. Our award-winning solutions span business-to-business integration, managed file transfer, API and identity management, and email security— offered on premise and in the Cloud with professional and managed services. Axway is registered in France with headquarters in the United States and offices in 18 countries. www.axway.com

About Axway 5 Suite

Axway 5 Suite offers control and optimization of the flow of data through integration, visibility, policy, security and reliability to govern business-to-business interactions, communities, systems and data types — within and beyond the enterprise edge.

#