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eTelemetry Welcomes New Executive Vice President of Sales

Seasoned executive, Paul Volkman, to lead eTelemetry's sales team

ANNAPOLIS, MD – February 26, 2007 – eTelemetry today announced the hiring of Paul Volkman as their new Executive Vice President of Sales. Volkman will draw on more than twenty years of experience in sales, marketing and sales operations to head the growing eTelemetry sales team.

Volkman has a legacy of being with extraordinarily successful early stage companies: Sourcefire has gone from initial conception to a profitable category leader with 'top-right' placement in the Gartner magic quadrant; Aether Systems raised more than \$1.4 billion in a secondary public offering; and Riverbed Technologies was purchased for over \$800 million. Volkman's proven track record in channel sales and with emerging tech companies will contribute greatly to the continued success of eTelemetry.

“We are very excited to have someone joining our team with this level of relevant sales experience and market sector knowledge,” says eTelemetry's CEO and President Ermis Sfakiyanudis. “Paul understands the power of passive technology and I look forward to working with him during this important time for eTelemetry.”

“I look for solid fundamentals before joining or partnering with a firm. eTelemetry offers patented intellectual property, a strong product line, and a healthy cash position. They are the only company that can passively identify the person associated with network traffic, which has exciting applications in both network management and business intelligence,” says Volkman. “I am looking forward to being a member of the eTelemetry team and executing on sales goals.”

Paul Volkman has a Bachelor's of Science in Marketing from Pennsylvania State University.
Download photo: http://www.etelemetry.com/photo_gallery.html

About eTelemetry

Established in 1999, eTelemetry, Inc. turns network traffic into business intelligence. Our products provide passive, plug-and-play organizational visibility, giving business owners, IT management, security and support personnel a top-down view of all desktop-computing assets, the people using them, their activities and physical location. For more information, call 888-266-6513 or visit <http://www.etelemetry.com>.

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