KEPWARE TECHNOLOGIES
CORPORATE BROCHURE

Kepware
TECHNOLOGIES

INTRODUCTION TO KEPWARE

Kepware® Technologies, established in 1995, is a private software development company headquartered in Portland, Maine.

Kepware develops software solutions for the Industrial Automation Industry that help bridge the communication gap between diverse hardware and software applications. Our products enable informed decision-making from the shop floor to the top floor by providing consistent, reliable data across the enterprise.

Kepware is distinguished by a reputation for premium product quality, support, and customer satisfaction. We continuously improve our systems and processes, empower our employees, maintain financial viability, and use our resources in innovative ways to benefit our customers and staff.

Kepware only delivers industrial-strength solutions that are designed, tested, and certified to meet the demands of industrial automation applications. We will not release a product until it has successfully passed all stages of our rigorous quality-control process. We build, sell, and support the global market from our Portland, Maine headquarters to ensure the highest quality output.

CORE VALUES

Kepware's core values contribute significantly to our office culture and drive excellence in everything we do—from our hiring process to our daily work to our interactions with our colleagues, partners, and customers. These values include the following:

Honesty, respect, and humility with each other, our partners, and our customers.

An environment where great people work together to contribute to the overall direction of the company.

Open communication with everyone.

Quality in everything we do.

ANNUAL CORPORATE GIVING INITIATIVE

Kepware is committed to **donating 3%** of all pre-tax profits to the community (either through direct donations or sponsorships).

SOLUTIONS OVERVIEW

Kepware's industry-endorsed software solutions improve operations and decision-making throughout all levels of our customers' organizations. We offer customers four primary products: KEPServerEX®, LinkMaster, RedundancyMaster®, and ClientAce®.

KEPServerEX manages critical production, facility, and infrastructure data. The platform design allows users to connect, manage, monitor, and control diverse automation devices and software applications through one user interface. KEPServerEX includes a library of over 150 device drivers, client drivers, and advanced plug-in options to fit the communications requirements unique to a customer's industrial control system.

LinkMaster acts as a universal bridge for OPC systems by linking data between OPC servers. LinkMaster allows you to easily link data from multiple OPC data sources, providing a simple means of integrating systems from multiple vendors into a single operational solution.

RedundancyMaster increases the reliability and availability of automation data. It allows multiple OPC servers to be configured into redundant pairs, and can be added to an existing server/client application without project reconfiguration or downtime.

ClientAce allows users to OPC-enable their .NET applications quickly and easily. Its full-featured .NET API provides effortless access to OPC UA, OPC DA, and OPC XML-DA server applications—without previous knowledge of the OPC standard.

Preferred Partner

Preferred Partners promote, distribute, and offer local support and training for all software solutions across Kepware's product portfolio.

Authorized Reseller

Authorized Resellers are approved to distribute Kepware's software solutions.

System Integrator

Kepware relies on our connected System Integrators to implement and configure our solutions so that we can remain focused on developing the highest quality products for customers.

OEM

Kepware is the OEM of solutions for many industry-leading vendors.

GLOBAL REACH

Kepware serves customers in more than 120 countries through both direct sales and relationships with distributors located in more than 100 countries. Our mission is to provide users with the highest quality software solutions to help them achieve operational excellence. Our partners help us deliver on this mission to our customers around the globe through the Connected with Kepware™ partner program.
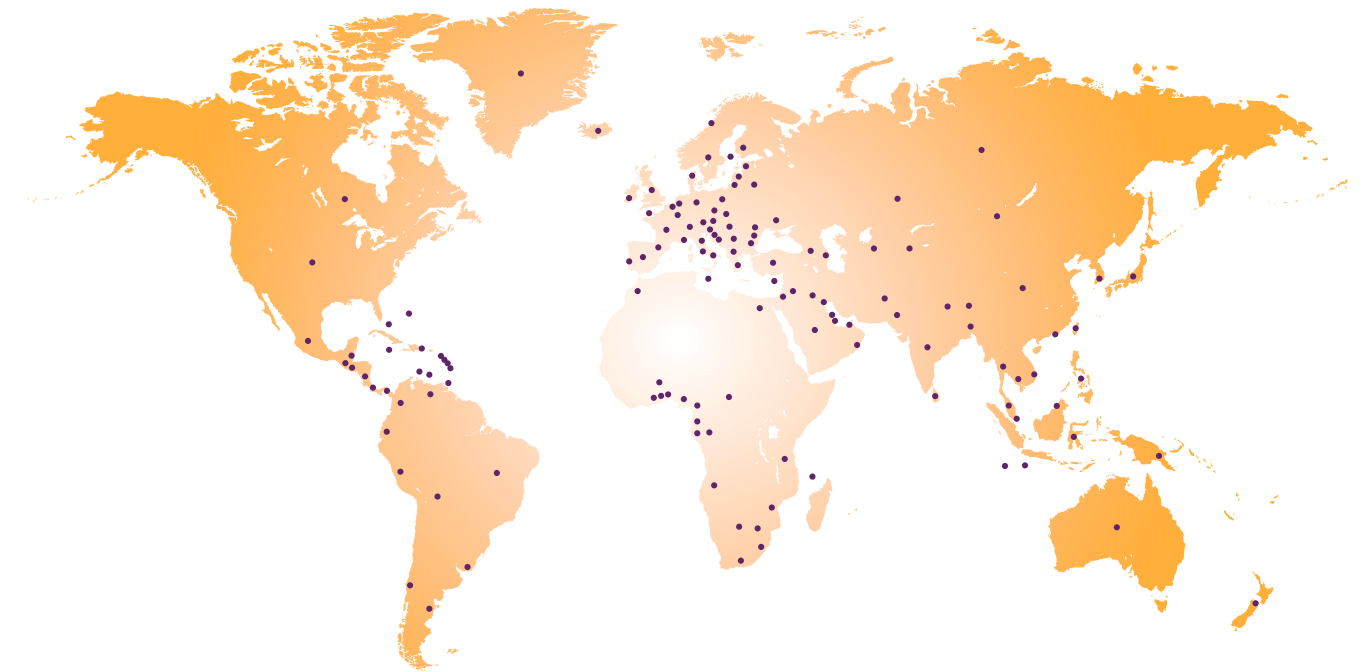
INDUSTRIES SERVED

From plant floor to wellsite to windfarm, Kepware supports a wide range of international customers in a variety of vertical markets, including Manufacturing, Oil & Gas, Building Automation, Power Distribution, and more.
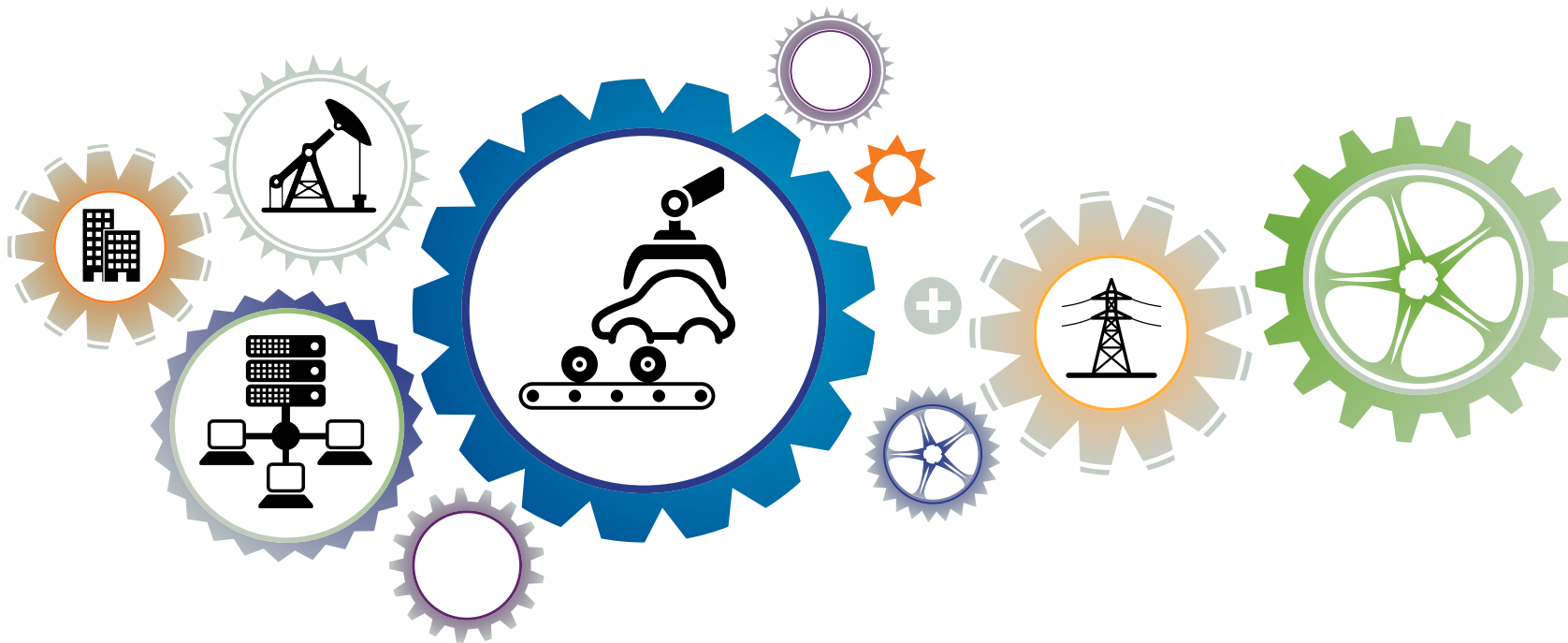
KEPWARE'S CUSTOMERS INCLUDE

Over **60%** of the top 100 companies in the **2013 Fortune 500** annual ranking

and **94%** of the top 100 companies in the **2013 IndustryWeek 500**.

LEADERSHIP SPOTLIGHT

CORKY ELLIS

Corky Ellis is Chairman and Founder of Kepware Technologies. His main focus is on Kepware's long-term success through strategic acquisitions and organic growth. Corky is deeply involved in statewide efforts to encourage economic growth through an emphasis on secondary and high school education. He recently helped start the Robotics Institute of Maine, an organization that encourages and funds high school and middle school robotics teams. Corky believes that education is critical to the health of Maine's economy—and the nation's—and works hard to spread this message.

TONY PAINE

Tony Paine is CEO of Kepware Technologies. His main focus is on the company's vision and long-term strategy around products and technology. Tony has had a passion for integrating software and hardware since his early childhood, and is involved in various technical working groups. He has contributed to the direction and review of standards used within the Automation Industry, and currently sits on the Advisory Board for the University of Maine Electrical and Computer Engineering department, where he provides industry insight and evangelism around education in the area of technology.

BRETT AUSTIN

Brett Austin is the President of Kepware Technologies. He is driven by the challenge of building great businesses, and has spent most of the past 20 years working for high-growth technology companies. He is passionate about creating progressive organizations by fostering a culture of collaboration, learning, and accountability. At Kepware, he has the opportunity to take a long-term approach to growth, which enables him to cultivate his fundamental belief that focusing on employees and partners first results in customer loyalty and shareholder returns that exceed expectations. Brett especially supports causes that benefit children, education, and entrepreneurship, such as Make-A-Wish America, Seattle Works, Spurwink, Leadership Maine, and Growing Portland.

ACCOLADES

Kepware has received numerous accolades that recognize our leadership and innovation in the Automation Industry, our financial health, and our commitment to both employees and the Maine community.

Best Places to Work in Maine: Kepware was selected as one of the Best Places to Work in Maine by the Maine State Council of the Society for Human Resources. The statewide survey and awards program was designed to identify, recognize, and honor the best places of employment in the state of Maine.

Leadership in Automation Program: Kepware was named a "First Team" category leader in the "Information Management" category in Automation World's awards program determined by automation professionals.

Engineers' Choice Award: Kepware's KEPServerEX won the Software Application category in this award program determined by Control Engineering's print and online subscribers. Winners were selected for technological advancement, service to the industry, and market impact.

Stevie Award for Customer Service Department of the Year: Kepware was awarded a Bronze Stevie Award in this awards program that recognizes the achievements of call center, customer service, and sales professionals worldwide.

Deloitte's 2012 Technology Fast 500: Kepware was ranked the 449th fastest-growing technology company in North America in this list that selected winners based on percentage fiscal year revenue growth from 2007 to 2011.

CONNECT WITH US

Sales Support

We offer one-on-one pre-sales consultations with Kepware Account Managers and Application Engineers. To discuss the specific needs of your project or application, email sales@kepware.com or call +1 (207) 775-1660 x208.

Technical Support

Representatives are available Monday through Friday from 8:00 AM through 5:00 PM Eastern Standard Time. For assistance, email technical.support@kepware.com or call +1 (207) 775-1660 x211.

Training

Kepware offers hands-on, customized training classes at our Maine headquarters. Classes can also be scheduled on-site at customers' facilities and "on-the-road" at special events. For more information, email training@kepware.com or call +1 (207) 775-1660 x254.

Careers

At Kepware, we take pride and pleasure in the work we do. Our office atmosphere is casual, and our schedule is flexible. We reinvest our revenue in innovative ways that benefit our employees. Discover career opportunities online at http://www.kepware.com/about/careers.

News & Events

Engaging with Kepware on our blog and social media sites is a great way to find the most current company, product, and industry news and events. Please follow, like, and watch Kepware here: