



Internet Solutions Beyond the Standard

[www.vintara.com](http://www.vintara.com)

## PRESS RELEASE

### **Vintara Names Alex Schwartz to Head Sales**

**Business Process Management Software Leader Taps Seasoned Industry Executive to Grow and Strengthen Sales Channels**

**OAKLAND, CA., September 1, 2002** – Vintara, the leading provider of Web-enabled process management solutions and services today announced it has named Alex Schwartz as Executive Vice President – Sales. With more than 20 years of experience in sales and sales management in the enterprise software market, Schwartz will be responsible for leading the Vintara sales team and directing the company's global sales strategy.

Prior to Vintara, Schwartz served in a number of executive roles including CEO of a public software company, Unitronix, an ERP applications company. During his career, Schwartz has been instrumental in the successful execution of his company's exit strategy. There have been two IPOs, and the successful sale of three firms. Additionally, he has been involved in several turnarounds, where he has had to restructure and rebuild entire field sales operations.

"Alex Schwartz brings a track record of success in sales management and the industry expertise that are key factors in enabling us to better meet the needs of a constantly changing commercial marketplace," said Glenn Kohner, Chairman and CEO of Vintara. "As the company continues to grow, we anticipate Alex will be drive us to reach new markets and build solid and lasting relationship with new and existing customers."

Schwartz received his undergraduate degree from Indiana University, where he studied to be a concert violinist, and an MBA in marketing, from Loyola University Chicago.

### **About Vintara**

Vintara is the leading provider of Web-based process management solutions and services. Founded in 1997, Vintara has a proven track record of helping the enterprise successfully prepare for and cost-effectively maintain compliance with a range of domestic and internationally recognized standards. Our customers come from a variety of industries, with a diverse range of needs. In every case, Vintara has created solutions that meet and exceed their growing business needs.

Combining innovative technology with training and consulting services, our brands – ISO9, ISO14, ISO17 and OHS18 – deliver the solutions that help the enterprise manage their key business processes setting the path to continual improvement.

For more information on Vintara, please visit [www.vintara.com](http://www.vintara.com) or contact us at [pr@vintara.com](mailto:pr@vintara.com).