

# The Company

Dragnet Solutions provides real-time identity verification solutions to financial institutions, supporting aggressive account creation and cross-selling activities while cutting operating costs, reducing fraud, and facilitating KYC/CIP, Red Flags, and OFAC compliance. The company is privately held and headquartered in Novato, Calif.

## Management Team



## Gregory M. Coté President & Chief Executive Officer

Mr. Coté has more than 12 years of operating experience in the banking industry and more than 20 years of experience operating, financing or investing in technology companies.

Prior to co-founding Dragnet, Mr. Coté was a portfolio manager at J & W Seligman & Co., overseeing a mutual fund that invested in public technology stocks. He was the chairman of the Venture Capital Investment Committee, which directed \$2B in funds allocated for investments in private technology companies. He led venture capital investments in 14 private technology companies. As Chief Financial Officer of the Venture Capital Unit, he oversaw all financial aspects of the unit's operations.

Before joining Seligman in 1999, Mr. Coté was a vice president and team leader at Venture Bank, a merchant banking division of PNC Incorporated. Before Venture Bank, he worked for 11 years at Comerica Incorporated, where he was a founding member of the High Technology Division, the 2nd largest practice of its kind in the United States. In 1985, he was co-founder and CFO of Microsystems Development Corporation, an ERP software vendor.

Mr. Coté earned a Bachelor of Science Degree in Development Economics from the University of Michigan. He received a Master of Business Administration Degree, summa cum laude, from the University of California, Los Angeles.



## Craig Moore

#### Senior Vice President, Sales

Mr. Moore has more than 17 years of experience in sales, management, and business development with an emphasis on advanced imaging technologies.

Before joining Dragnet, Mr. Moore was the Cellular Imaging and Analysis Sales Leader for the Americas for PerkinElmer, a multi-billion dollar technology company focused in the business areas of human and environmental health. Mr. Moore managed the PerkinElmer's cellular imaging team for North America and contributed to new production introductions and strategic plans for business development.

From 1997 to 2007, Mr. Moore was a top performing direct sales person and sales/dealer manager for Improvision, Inc., a company that manufactured and integrated custom high-tech imaging solutions for pharmaceuticals, biotechnology, government agencies, and universities. In nine out of his ten years at Improvision, Mr. Moore met or exceeded his sales targets. He was the company's top global performer in 2001/2002. In 2007, Improvision was acquired by Perkin Elmer.

Before Improvision, Mr. Moore was a Sales and Marketing Representative for Xillix Technologies, a company that focuses on the research, development, and commercialization of scientific, military and medical imaging technologies.

Mr. Moore earned a Bachelor of Business Administration degree from Simon Fraser University.



Dennis Rush

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#### Senior Vice President, Sales

Mr. Rush has more than 25 years of banking experience. He has worked for two major US banks and has held positions in account and sales management for major bank business partners.

Before joining Dragnet, Mr. Rush was Executive Client Partner at Bottomline Technologies, where he sold the company's transaction banking and payment solutions.

Earlier, as Senior Vice President and Managing Principal at Fiserv, Mr. Rush managed C-level relationships with some of the company's major accounts. Serving as a liaison to business line managers and sales executives, he helped the company achieve its revenue and sales goals. In an earlier role, he managed the company's payments, risk, and cash-management product sales teams, generating over \$60 million in software, consulting, and maintenance sales.

At Wachovia, Mr. Rush managed a Pricing Strategy Team, which developed application software and pricing strategies for the bank's Treasury Management Group. The team grew Wachovia's Treasury Services group's profits by over \$100 million and delivered \$40 million in earned credit (ECR) savings. Mr. Rush was also responsible for the bank's image-processing strategy and led the roll-out of the remote-deposit collection service and image-enabled cash letters (ICL). Under his leadership, the bank installed over 3,400 RDC clients.

Before Wachovia, Mr. Rush led business and product-development initiatives for Mellon Bank's Commercial Outsourcing business, where he sold contracts with a total contract value of over \$90 million. He also helped to create the bank's Enterprise Cash Management business and grew that business to over \$70 million.

Mr. Rush earned a Bachelor of Arts degree in political science from the University of Pittsburgh.



#### Jodi Pratt

Senior Director, Product Management

Ms. Pratt has more than 35 years of experience in retail bank operations and technology development with deep expertise in fraud detection and prevention.

Before joining Dragnet, Ms. Pratt served as a consultant for financial institutions, trade associations, and vendors, helping them develop and implement fraud and operations risk-management solutions. She also provided Expert Witness testimony in the areas of Risk Management and Bank Operations.

From 2001 to 2005, Ms. Pratt was Risk Management Practice Managing Principal with Carreker Corporation, responsible for developing, implementing and supporting many of the market's leading risk-management products. While at Carreker, she expanded the domain of the Fraud Solutions Group from check fraud to include payments fraud, compliance, and enterprise risk management.

Before Carreker, Ms. Pratt worked for nearly twenty years at Bank of America in a variety of roles encompassing risk management, fraud detection, branch operations and call center management. As Vice President/Manager for National Operating Controls from 1992 to 1996, she managed the project-management group responsible for fraud control systems for the bank's interstate retail bank subsidiaries. In a single year, the group was able to reduce retail losses by 47%. She also participated in national task forces and advisory groups, such as the ABA Check Fraud Task Force and guided a number of solution providers in the development of fraud-detection products.

Ms. Pratt is a frequent industry speaker on fraud detection, prevention, and risk management, and she is the author of many articles and white papers on risk issues. She has served on a variety of industry councils and advisory boards, including American Bankers Association Deposit Fraud Survey, BITS Fraud Working Group, and a number of trade associations' conferences and fraud risk education programs.

Ms. Pratt earned a Bachelor of Science Degree in Business Administration from John F. Kennedy University in Orinda, California. She received a Master of Business Administration Degree from California State University, Hayward.



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## John Bennett

## Senior Director, Marketing

Mr. Bennett has over 15 years of experience in high-tech marketing, helping innovative start-ups find their voice and market more effectively.

Before joining Dragnet, Mr. Bennett worked for a variety of start-ups in fields such as network security, email security, collaboration, data integration, and application performance management. Previously, he worked for Tumbleweed Communications, a provider of secure email solutions, and nCUBE, a provider of high-performance computing solutions.

Mr. Bennett earned a Bachelor of Arts Degree in English from Pomona College. He has also studied economics and accounting at UC Berkeley Extension.

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# Marc McClung

Director, Engineering

Mr. McClung joined Dragnet in 2005, bringing more than 18 years of product development experience. His technical expertise spans the areas of software architecture, computer vision, facial recognition, document imaging, image processing, and embedded systems.

Prior to Dragnet, Mr. McClung held engineering positions at Parker Hannifin, Eastman Kodak, and General Electric.

Mr. McClung holds a degree in electrical engineering from the University of Louisville.



### John B. Ayers IT Director

Mr. Ayers has more than 14 years of experience designing, developing, and supporting technology infrastructure in fastpaced environments.

Prior to joining Dragnet, Mr. Ayers was a developer and systems engineer at Charles Schwab & Co. He developed, supported and deployed applications across Schwab's network of more than 300 branch locations.

Mr. Ayers received a Bachelor of Business Administration Degree from the University of Denver.

## Our Investors

### **DFJ** Frontier

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