



## **Birdstep announces expansion to support international sales of SafeMove Mobile VPN**

**(Oslo, January 14, 2010) Three new hires allow Birdstep to press ahead with its plan to increase sales of SafeMove Mobile VPN in international markets**

Birdstep Technology, a leading provider of wireless connectivity and security software, today announced three new hires to reinforce its presence in the United Kingdom and underpin its strategy of increasing international sales of SafeMove Mobile VPN.

"This expansion clearly demonstrates Birdstep's commitment to the Mobile VPN market. Following our recent organizational restructuring, this expansion follows our strategy to further enhance growth opportunities for SafeMove and EasyConnect," says Torbjörn Sandberg CEO and President, Birdstep Technology ASA.

SafeMove Mobile VPN addresses the security and connectivity issues associated with getting connected to, and moving between, wireless networks. Enterprises and public sector organisations deploying remote access and mobility solutions need to know that network access is robustly controlled, that their data is properly secured and that user productivity will actually increase. SafeMove Mobile VPN enables secure remote access and ensures that users have a simple, reliable wireless connection regardless of their location. SafeMove's revolutionary Zero-Click Connectivity automatically establishes the best connection for the user whilst allowing seamless roaming across multiple wireless networks without interrupting the user's session. This simple, yet effective approach to mobile computing results in a LAN-like user experience that increases user adoption and maximises return on investment.

The new hires, who will all be based in the UK, are Ian Matthews, Simon Addis and Tobias Thorslund. Ian Matthews joins as UK Sales Director from Sybase where he was responsible for sales of Afaria, the leading mobile device management software solution, to large enterprise and public sector customers. Simon Addis joins as Pre-Sales Manager and brings nearly ten years experience in the smartphone content-delivery market gained at Action Engine and Intuwave. Tobias Thorslund joins as Sales Executive having enjoyed a highly successful career at Riverbed Technology in various European sales roles.

"The increasing choice and complexity of wireless networks combined with the ever-present need for data security means that mobile VPN has become a mandatory component of a successful enterprise mobility strategy," commented Tim Carter, VP International Sales, SafeMove at Birdstep Technology. "I am delighted to welcome Ian, Simon and Tobias to our team at a time when the demand for mobile VPN's is on the increase".

### **For further information, please contact:**

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## **About Birdstep**

Birdstep Technology ASA is a leading provider of secure and seamless wireless connectivity software for operators, enterprises and mobile device manufacturers. EasyConnect offers advanced connection and service management solutions for network operators and laptop manufacturers. SafeMove is a mobile VPN solution providing seamless and secure connectivity to business data for corporations and governments.

Birdstep Technology was founded in 1996 and is since 2002 listed on the Oslo Stock Exchange under the ticker "BIRD". The company has 100 employees and is headquartered in Oslo, Norway, with competence centres in Sweden, Finland and the United States. For more information, visit [www.birdstep.com](http://www.birdstep.com).