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**Mission:** Entera's mission is to deliver software and hardware products which move Internet content closer to users, substantially reducing Internet traffic congestion.

**Vision:** As Internet usage continues to expand, public networks must continually increase bandwidth availability, system reliability and performance. The industry is responding with two fundamental strategies: building bigger and faster networks, and delivering content in more intelligent ways.

Entera sees the rapid development of a new category of products called Intelligent Content Delivery Systems (ICDS). Entera intends to establish itself as the leader in this category by rapidly introducing solutions that are affordable, powerful and open, giving corporations and Internet Service Providers (ISPs) significant benefits in their efforts to manage Internet traffic.

### **Company**

Entera, Inc. develops Internet Content Delivery Systems for Internet network operators and other content providers. The benefits of ICDS include substantially reduced costs, an enhanced user experience, and overall reduction of Internet congestion for companies.

The "engine" for building an ICDS is TeraNode, a standards based, scalable software platform. TeraNode works with any Internet network and can be deployed at range of Internet protocols, and provides an innovative way to cache and deliver frequently used content-- including Web, audio/video and USENET news. TeraNode is designed to be extremely cost-effective, and allows additional protocol and content types to be supported over time, and provides for easy third party application development.

Entera, Inc. is a privately-held company founded in 1997. Its founders have extensive experience in creating, marketing and supporting Internet infrastructure products. TeraNode, the company's first product, provides an innovative and cost-effective way to cache frequently-used content anywhere on a company's network.

Entera announced TeraNode, the world's first intelligent multi-protocol Internet caching node, on September 22, 1998.

## **Financial**

Entera, Inc. is backed by premier high-technology venture capital firms and investors.

These include:

Crescendo Ventures

Communications Ventures

Cocoon Capital, LLC

Robertson Ventures

Individual Investors

Jack Balleto, Former CEO, VLSI, Inc.

W. Michael Bowles, Chairman and Founder, iBEAM Broadcasting

Dean Gilbert, Senior Vice President & General Manager, @HomeCorporation

Chris Hurst, Vice President, Communications Industry, Sun Microsystems, Inc

Don Hutchison, Senior Vice President & General Manager, @HomeCorporation

Stan Woodward, Vice President, Business Services and Multicast, broadcast.com

## **Entera's Team**

Executive Management

John Scharber

Douglas M. Robertson

Executive Management

John Scharber, Director, President, Chief Technology Officer, Co-Founder

John Scharber has served as president and chief technology officer at Entera since co-founding the company in 1997. He brings over 18 years of management and engineering experience in high technology.

Scharber has played pivotal roles in the engineering, design, and implementation of commercial networks. Prior to Entera, he was director of engineering and a founding member of GlobalCenter, now a division of Frontier Communications, Inc. His responsibilities included product and network engineering as well as launching the operations group. Before joining GlobalCenter, Scharber was a director at DHL, responsible for global infrastructure, architecture, and vendor development.

Other positions included vice president of operations and development for health care industry start-up Sierra Administrators, development manager for network management start-up TelWatch, and President of Scharber and Associates, a high technology consulting firm.

Doug Robertson, Executive Vice President

Doug Robertson is Executive Vice President. Mr. Robertson brings more than 15 years of senior level management experience in the emerging Internet,

telecommunications, and technology arena. Mr. Robertson has been a key contributor in building teams and strategies at number of companies: member of initial business development team Level 3 Communications, director of marketing and business development of Motorola Multimedia (cable modem/telephony) Group, and managing consultant at KPMG Peat Marwick. At Motorola, Mr. Robertson managed a \$25 million private investment portfolio which was an early investor in companies including: @Home Networks, Viewpoint Data Labs, and WorldGate Communications.

#### Entera's Team

##### Board of Directors

John Scharber  
Nathan F. Raciborski  
Allan Kaplan  
David Helfrich  
Anthony Daffer

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##### Nathan F. Raciborski, Director, Co-Founder

Raciborski is currently a co-founder and a director of Entera, Inc., co-founder and director of Cocoon Capital, LLC, an investment corporation. In 1993, Raciborski co-founded Primenet Services for the Internet, Inc. a nationwide Internet Access Provider. Raciborski served as director and president. In 1997, Primenet merged with GlobalCenter, Inc. In March of 1998 GlobalCenter, Inc. was acquired by Frontier Communications, Inc., a NYSE company. Raciborski became president of the new company, Frontier Network Services.

Allan Kaplan, Director, Co-Founder

Allan Kaplan is currently a co-founder and a director of Entera, Inc., co-founder and director of Cocoon Capital, LLC, an investment corporation. In 1993, Kaplan co-founded Primenet Services for the Internet, Inc. a nationwide Internet Access Provider. Kaplan served as director and senior vice president. In 1997, Primenet merged with GlobalCenter, Inc. In March of 1998 GlobalCenter, Inc. was acquired by Frontier Communications, Inc., a NYSE company in which Kaplan became senior vice president.

David Helfrich, Director

David Helfrich is a director of Entera, Inc. and General Partner, Communications Ventures. Co-founder and V. P. of Sales & Marketing, Copper Mountain Networks, V. P. of Marketing for 3Com, V.P. of Marketing, Centrum Communications acquired by 3Com, Co-founder and V.P. of Sales & Marketing, Ascend Communications, Assist. V. P. of Marketing for Newbridge Networks.

Anthony Daffer, Director

Anthony Daffer is a director of Entera, Inc. and General Partner, Crescendo Ventures. Since joining Crescendo, Tony has helped finance more than 40 venture capital operating companies. Tony currently serves on the board of directors of Authentix Network, Pluris, Ensemble Communications and the advisory committees of Red Leaf Ventures and Eucalyptus Ventures.