



THE 1997 RSA DATA SECURITY CONFERENCE

SPEAKER BIOGRAPHY

GENERAL SESSION

RSAProduct Announcements

Speaker: **Scott Schnell**

VP Marketing

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Company Background:

RSA Data Security, Inc., a wholly owned subsidiary of Security Dynamics Technologies, Inc., is the world's brand name for cryptography, with more than 75 million copies of RSA encryption and authentication technologies installed and in use worldwide. RSA technologies are part of existing and proposed standards for the Internet and World Wide Web, ITU-T, ISO, ANSI, IEEE, and business, financial and electronic commerce networks around the globe. The company develops and markets platform-independent developer's kits and end-user products, and provides comprehensive cryptographic consulting services.

Presentation Overview: What an incredible year! We'll briefly recap the year, and you'll be among the first to hear about our 1997 product plans, goals and major announcements.

Speaker Background:

Scott Schnell has worked in the hi-tech arena for more than a decade, making significant contributions to several companies. Most recently, he was vice president of Marketing at PhotonicsCorp., a vendor of wireless networks for PC, Macintosh and PDA platforms, in San Jose, California. While there, Mr. Schnell directed the creation and implementation of worldwide marketing, and product and business strategies. Prior to that, he was at Apple Computer, Inc., where he was director of AppleSoft Sales. In this position, he led a team of worldwide sales and customer marketing professionals. His responsibilities included Apple-branded system software, utilities and applications business, including channel strategy, volume licensing programs, product introductions, collateral, advertising, and direct mail.

"Scott's combination of marketing and technical knowledge will prove to be invaluable to RSA as we continue to move toward the 21st Century," said Jim Bidzos, president of RSA. "Plus, with the explosion of remote computing and the security concerns surrounding this phenomenon, we're in an ideal position -- with our outstanding technology and solid management team -- to lead the way in enabling companies to adopt encryption technology."

Mr. Schnell earned an MBA degree in marketing and general management from Harvard University. While at Harvard, he was among the top four percent of his graduating class and was also awarded first and second year honors. He earned a BS degree in mechanical engineering with Magna Cum Laude honors from the University of Utah.

PRESENTATION