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Press Report

DRACoon growing stronger: Arved Graf von Stackelberg and Marc Schieder entering the management

Regensburg, May 09, 2018 – – DRACoon, the leading provider of enterprise file sharing in the DACH region, is strengthening its management team with Arved Graf von Stackelberg, who will continue to drive the company's growth course in his position as Chief Sales Officer and Managing Director. At the same time, Marc Schieder as CIO and authorized signatory also moves up to the position of managing director.

Prior to joining the high-security business cloud solution provider, Arved Graf von Stackelberg was CEO of KeyIdentity GmbH, based in Weiterstadt, a provider of multi-factor authentication solutions. There, his main responsibilities, in addition to his position as managing director, lay in the areas of marketing and sales. Prior to joining KeyIdentity, he held the position of Director Continental Europe at Veracode, a cloud security vendor. With more than 20 years of experience in management positions in the areas of IT and security, Stackelberg was responsible for the market launch of important security products in the German and Central European market. Among others, he developed the sales and growth strategies for Hewlett-Packard's Fortify Inc. and the ESP Security Division, and together with its marketing and sales team, was responsible for their implementation. His other stations include a number of American and Israeli software startups.

The experienced marketing and sales expert is pleased to contribute significantly to the internationalization of one of the fastest growing SaaS companies in Germany and explains his mission as follows: "The secure handling of data while maintaining data protection is the basis for digital transformation. As the German market leader in the field of EFSS, DRACoon is excellently positioned to become a leading international manufacturer as a counterbalance to American providers. DRACoon has grown significantly faster than the rest of the industry in recent years, bringing new challenges and changes to the business. I am sure that with my many years of experience in setting up highly scalable sales organizations, I can make a valuable contribution."

Marc Schieder, who has been with the company since 2014, completes the management team and also joins the management. In his position as Chief Information Officer, he was responsible for the technical PreSales and Professional Service for many years and was instrumental in driving the development of the revolutionary DRACoon product vision.

As part of the renewal of the operational management level, the founder and former managing director Dr. Dieter Steiner is back at the shareholder level and will continue to

DRACCOON

provide the company with advice. In addition, after more than 25 years of entrepreneurial activity, he devotes himself to new tasks as a consultant and investor.

Alexander Zeyss, Managing Director of the company since 2016, sees the reinforcement of Graf von Stackelberg and Marc Schieder as a great enrichment in view of the upcoming challenges that accompany the expansion: "We are pleased to in the management team the extensive experience of Arved from Stackelberg and Marc Schieder to develop DRACCOON into a major German software company. We are very grateful to Dr. Steiner for the great achievements in setting up and expanding the company and we are glad to have him on board as a consultant."