

VELL

Representative Vell Placement

STEVE RICKETTS SVP OF SALES & MARKETING

navarik[™]
Data Delivered.



Steve Ricketts brings over 25 years of sales and marketing experience within high growth technology companies to Navarik. In this role, Ricketts will serve as a member of its executive team and oversee all aspects of the company's sales and marketing, and product management activities.

In his most recent role, Steve was Vice President of Marketing and Product Management for Akorri. He served as Program Director, WebSphere Portal at IBM Corporation - a role he took on after IBM purchased Bowstreet, where he was serving as Vice President of Marketing. At IBM, Steve secured recognition for the company as the top rated Enterprise Portal vendor in the Gartner Magic Quadrant. At Bowstreet, he formulated an expansion strategy that transformed the company from a "tools" vendor to the leader in portal-based composite applications. Prior to this Steve was Vice President of Marketing at Emptoris, where he was able to recruit a world-class marketing team and grow the company from no revenue to a \$40 Million run rate over a four-year period. Steve was also a Co-founder and Vice President of Marketing and Business Development at ScanSoft (now Nuance, NASDAQ: NUAN) and held Marketing and Sales Positions at Xerox and Nortel.

About Navarik Corp.

Navarik Corp. is a software service provider to the petroleum supply and trading industry. The Navarik Platform is the industry leading, proven, global solution that standardizes and processes trading and supply operational information. Some of the world's largest oil producers, refiners and shipping companies are using the platform to realize a significant return on investment within the first year of use. The Navarik Platform enables trading and supply operations to make better operational decisions, mitigate risk, and increase productivity.

Over the last decade, Navarik has provided software solutions for cargo inspection, vessel vetting, claims, demurrage, and agency management for companies including: BP, Shell, Venezuelan Ministry of Energy and Petroleum (MENPET), Petro-Canada, and Teekay Shipping.

Headquartered in Vancouver, Canada, Navarik's personnel are recognized as leaders in combining their deep domain knowledge of the shipping and trading industry with advanced software solutions. Industry knowledge and technical innovation are at the core of Navarik's culture.