

**Overview:** Varolii builds and hosts software that enables companies to deliver automated communications (sometimes referred to as notifications) to their customers and employees over the phone, through text messages, fax or email.

Each message is carefully designed and continually optimized to improve service, increase revenue or manage unplanned events; for example, flight cancellation notices, fraud detection alerts, outage notifications, customer surveys, medication adherence notifications, payment reminders, and emergency alerts.

**Customers:** 350+ organizations; significant percentages of the *Fortune* 100 and *Fortune* 1000, including Bank of America, Alaska Airlines, Dell, Delta Air Lines, Deutsche Bank AG, Medco, SunTrust Mortgage, Time Warner Cable and UPS

Five of the 10 largest banks  
Four of the five largest wireless carriers  
Seven of the top 10 airlines  
Three of the top five pharmacy benefits management companies  
25 of the largest utilities  
25+ government departments and agencies

**Executives:** *Nicholas Tiliacos* – President & Chief Executive Officer  
*John Flavio* – Chief Financial Officer  
*Derrick Mar* – Chief Technology Officer  
*Vern Cole* – Chief Security Officer  
*Jeffrey Read* – Executive Vice President - Field Operations  
*Jeff Shelby* – Vice President & General Counsel

**Principal Investors:** Draper Fisher Jurvetson, BlueRun Ventures and InterWest Partners  
Most recent financing – ‘C’ Round: \$15 million (October 2002)

**Revenue:** **2004** \$16.2 million **2005** \$29.7 million **2006** \$50.9 million **2007** \$68 million

**Headquarters:** Seattle, Wash.

**Web site:** [www.varolii.com](http://www.varolii.com)

**Employees:** 300+ (majority based in Washington State)

**For more information, press only:**

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