

# COMPANY MILESTONES

## A History of Industry Innovation and Success

C Y G N E T

**1987** CygNet begins as an internal research & development effort within Pacific Gas & Electric (PG&E). Under PG&E's CIO John Danielsen, the group is charged with operations software development for the Diablo Nuclear Plant facility.

**1993** More than 1,000 user clients are active on the PG&E group's early operations software.

**1994** CygNet Software is incorporated as an independent software vendor in California, initially branded Visual Systems Inc.

CygNet founders Tom Black and Jeff Brady adopt their ASUNO (pronounced "as you know") software design principles – which comprise a commitment to engineering advanced computing architecture unmatched for speed, reliability, scale, maintainability and efficiency.

**1995** CygNet becomes an early pioneer of first generation SCADA (Supervisory Control and Data Acquisition) software, which gathers critical data from field operations.

Early company advisors include Larry Florayn, CTO and co-founder of Banyan Vines, and John Danielson, retired CIO of PG&E, both of whom remain on CygNet's Board of Directors.

**1997** Meridian Oil, Inc. goes live with CygNet SCADA version 5.0, running the software continuously through numerous upgrades to the present day. Those sites are now owned by Conoco Philips, Inc. They are the longest running installation in CygNet's customer base and a testament to the software's superior longevity.

**1998** CygNet Software completes early proof of concepts supporting airline reservation operations for Sabre Holdings Corp. and document management at Ford Motor Co. In early versions, CygNet SCADA is employed across industries as diverse as Utilities and Chemical processing.

**2001** Tom Black meets Mario Coll of Ocean Energy (later acquired by Devon Energy) who asks whether CygNet SCADA could be utilized to control the distributed assets common in Oil & Gas operations. Later validation of CygNet's solution by Ocean precipitates the company's decision to focus exclusively on providing an enterprise operations platform for Oil & Gas producers.

**2003** CygNet pioneers the second wave of SCADA's evolution with the introduction of version 6.4 of its enterprise operations software.

**2006** 52% of North America's daily gas producers run CygNet's enterprise operations software, making it the de facto standard in the Exploration & Production sector of the Oil & Gas industry.

CygNet's industry footprint represents 43% of domestic gas production and 1000s of miles of major North American pipelines.

**2007** CygNet SCADA surpasses the 100th customer installation milestone among energy companies in North America.

CygNet expands with an office in Houston, Texas – the center of the United States energy industry.

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**2008** CygNet's largest implementation on its largest single system installation, comprised of 30+ servers supporting 1,400+ clients across a single organization.

CygNet's total installed base eclipses 10,000 operational clients (desktops), throughout the majority of North America's leading Exploration and Production companies.

CygNet customer Anadarko Petroleum Corp. processes 300 million data samples per day from over 11,000 field devices, 24 hours per day, 7 days per week, 365 days per year.

CygNet forms a Customer Advisory Board whose initial members include Anadarko Petroleum Corp., Atlas Pipeline, Chesapeake Energy, Devon Energy, Energy Transfer Partners, and Panhandle Energy.

Chris Smith joins as President and CEO after tenure at Rustic Canyon Partners, RiverOne (acquired by i2 Technologies), and Efinity Inc.

CygNet expands its employee headcount by 30% during the year and expands its office in Houston, Texas.

**2009** CygNet introduces CygNet Complete™, a customer success model based on rapid product configuration and an intuitive implementation methodology which results in quicker time to value.

CygNet expands with an office in Calgary, Alberta – the center of the Canadian energy industry.

Companies running CygNet are responsible for 62% of the gas produced by the top twenty gas producers in the U.S.

Half of the top tier oil and gas producers in Canada are CygNet customers.

CygNet processes 1.2 billion data updates from more than 11,000 devices every day for one of our largest customer installations.

CygNet releases CygNet for Pipeline™, our first vertical industry solution specifically targeted to gas pipeline companies.

**2010** Annual CygNet Users Group meeting draws record attendance, 28% increase over the previous year.

CygNet launches new CygNet Integrator program to drive faster time to value, initially signing GlobalLogix, Techneaux, and W-Industries.

CygNet corporate headquarters moves in San Luis Obispo, California to accommodate growth.

Energy industry consolidation sees CygNet attain a larger footprint at fewer customers, while maintaining customer retention rate of 90 percent.

CygNet signs first OEM, Weatherford International Ltd., who will use the CygNet Enterprise Operations Platform (EOP) to deliver an operational suite of production and optimization modules in a Software as a Service (SaaS) offering throughout the world.