

Peter Mojica

Industry Consultant (on 4/16 AXS-One announced that it will be acquired by Unify Corp. (NASDAQ: UNFY))

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35 people have recommended Peter

"Peter's work and partnering with our team at EDS was of the highest caliber. In delivering a third party solution for our storage portfolio he played multiple roles working with all parts of EDS from engineering and architecture, solution and product management, and business development. I highly recommend his business and technical capabilities in and around compliance archival solutions."

— **Russell Schomberger**, was Peter's client

"Peter is a great ally to have on our team at AXS-One. He has a broad knowledge in many areas and verticals of Information Technology. More importantly, he is willing to share his knowledge and help others. More often than not, my emails to Peter were often replied to when it's 1:00 A.M. his time. Peter also does a fantastic job in front of prospects and clients. He is very effective at communicating the 'message' in a respected manner that's appreciated by many."

— **Vince Wong**, *Senior Solutions Architect (Pre-sales), AXS-One Inc.*, worked with Peter at AXS-One, Inc.

"Peter is definitely one of a kind, best in class. His superior technical knowledge combined with his exceptional interpersonal skills make him a rare find. Peter would be a very valuable asset to any organization."

— **Greg Gibel**, *Senior Compliance Solutions Architect, AXS-One*, worked with Peter at AXS-One, Inc.

"Peter has a unique ability to see both the larger picture while at the same time understanding what it takes to make it happen. Peter is accomplished with both business and operations knowledge that make a value employee."

— **Tim Bowers**, *Product Manager, EDS*, was with another company when working with Peter at AXS-One, Inc.

"I know Peter for over 19 years when he started out as the IT staffer for a large NY law firm located on Wall Street. I knew back then he would excel. Being where all the action is in the financial services community it was only natural for Peter to merge together legal and brokerage to

become an expert on SEC compliance. His ability to synthesize a problem and come up with a solution has proved itself to the many companies he has worked with. While at AXS-One we worked together on the first deployment of a major Email and messaging retention product at a named brokerage firm. We worked at both improving the processes at AXS-One and meeting the client's needs to store and recall emails for SEC compliance requests."

— **Hal Hubschman**, *Contractor, AXS-One*, worked directly with Peter at AXS-One, Inc.

"Peter's mastery of the issues around the implications of the FRCP changes and the offerings of his prior company were key to choosing that solution for further consideration. H offers ar more technical value from a pre-sales collaboration thn I've ever seen in more than 20 years in technology fields, and his ability to communicate technical issues to non-technical audiences was superb."

— **Dan Lynch**, was Peter's client

"I have had the pleasure to work with Peter for the last five years. We worked together in strategy and business development with both clients and partners. Peter is one of the most hard working, focused, committed and energetic people that I know. I have seen him on many occasions utilize these assets to generate sales and to establish great partner relations. Peter is very empathetic and he is very good at leveraging this ability to deeply understand client/partner requirements and communicate them out. Peter has led the strategy for our product and has made great contributions in all areas molding the leading Records Compliance and Management product in the space. I highly recommend and endorse him."

— **Mike LaPoint**, *Notes Architect, AXS-One*, worked with Peter at AXS-One, Inc.

"Peter and I worked together at AXS-One on a number of sales opportunities - his knowledge and enthusiasm for the product and for the whole area of information management were significant factors in closing some major opportunities here in Europe. As well as being a subject expert, Peter is also a genuinely nice person to work with - someone I trust and respect. I hope that we can work together again in the future."

— **Richard Keeble**, *Director of European Field Operations, AXS-One Limited*, worked with Peter at AXS-One, Inc.

"Not only a compassionate mentor but an extraordinary career facilitator. Peter led our Product Management group flawlessly, assigning us very challenging, seemingly impossible tasks, but by sticking his neck out and running interference, helped us succeed in reshaping AXS-One's products and delivery over a very short period of time. Peter is responsible for moving AXS-One's market classification furthest to the right in the Gartner Visionary quadrant. As a patient and diplomatic supervisor he let us work projects to conclusion and even when faced with occasional failure never dished-us reproach. Instead, his constant encouragement and support led me to risk more than I

would have under stressful conditions and to even volunteer extra value to an organization unaccustomed to setting the bar higher. Without reservation I would recommend you work for Peter Mojica and if you are in the lucky position to recruit him, call him colleague and friend."

— **Ben Sherman**, *Director of Product Management, AXS-One Inc.*, reported to Peter at AXS-One, Inc.

"I have had the pleasure of working with Peter not only at AXS-One but prior to that at Selectica. Peter has the unique ability to not only understand technology but also comprehend the business value of the technology. This combination is rarely seen in technology people. It would be my privilege to work with Peter in the future."

— **Edward Kosek**, *Senior Account Executive, AXS-One*, worked indirectly for Peter at AXS-One, Inc.

"Peter worked very judiciously in understanding the emerging email archiving and discovery industry and guiding AXS-One's entry into this new market by leading product feature and functionality direction. Peter gave his time tirelessly to support the sales team in presenting these new offerings and to help in closing significant deals, such as partner relationships and key early adopter customers. It would be my privilege to work with Peter in any future endeavor."

— **Steve Chrest**, *Senior Regional Account Director, AXS-One*, worked directly with Peter at AXS-One, Inc.

"Peter has the power to execute vision and lead people. In the time I have known him, Peter has been a key contributor to the success of First Union Capital Markets, Core Technology Partners, Selectica, and Axs-One. There are few professionals with Peter's talent and ability."

— **Jacob Hall**, *Chief Architect / VP, Wachovia*, reported to Peter at First Union National Bank Capital Markets (currently Wachovia Securities)

"I've known and worked with Peter through the SNIA's Data Management Forum for the last 5 years. I've seen and worked with him in front of customers, with peers, in conferences, on many committee telcons/meetings, and collaborated on producing white papers and projects. He has been a strong, productive, trustworthy, and reliable advisor, coach, leader, domain expert, and friend. He really knows his domain including the enterprise customer well. If I could hire him, or partner with him in a business capacity, I would jump at it. You should do the same."

— **Michael Peterson**, *President, Strategic Research Corporation*, was with another company when working with Peter at AXS-One, Inc.

"Peter was the heart and sole of AXSOne. Without Peter, I suspect that there never would have been a company in the first place. He knew the marketplace, knew his customer's and always treated them right. When we would make joint calls, Peter never failed to bring home the bacon."

— **Chris Wood**, *Chief Technologist - Storage and Data Management, Sun Microsystems*, was with another company when working with Peter at AXS-One, Inc.

"I have had several opportunities to watch Peter give very impressive presentations describing Records Compliance Management Market Requirements and Product Strategy. He is very well versed with regulatory compliance, all storage and archival related technology and legal discovery and would be an asset to any company."

— **Michele Calabro**, *Product Manager, Records Compliance Management Solutions, AXS-One, Inc.*, worked with Peter at AXS-One, Inc.

"Peter was the architect behind the Sun-AXS-One cooperation and created a new product "AXS_Link for JMS". This great new product made the archival of JMS email an easy process by filtering emails at the MTA channel level and archiving them directly by the AXS-One archive server. This design eliminated the need for multiple crawler servers needed in our other products. I have been involved in testing and installing this new product for many customers and traveled to China, Hong Kong and New Zealand to install AXS_Link for JMS. No matter where and when, Peter was always ready to help and listen. It has been great working for him. I wish him the best of luck in the future ..."

— **Berge Panosyan**, *Senior Consultant, AXS-One*, worked indirectly for Peter at AXS-One, Inc.

"Peter is a very knowledgeable executive that seeks strategic advantage for his clients and his organization. His work with our team was of the highest calibre with a clear focus on bringing results consistent with our mutual goals. I would gladly recommend Peter to anyone needing his unique blend of business acumen and deep understanding of the records archiving marketplace."

— **Charley Kiser**, was Peter's client

"Peter was a solid individual and well liked by everyone. He was a strong technical resource. His commitment to quality and his sense of responsibility were welcomed attributes and admired by everyone."

— **John Maloney**, *Account Manager, RCG New York City*, managed Peter indirectly at RCG InformationTechnology, Inc.

"During that time Peter has proven to be a competent and dedicated partner whose proficiency and initiative served our customers and projects well. I honour Peter's interpersonal, critical thinking, and customer focused business approach and it is/was always a pleasure working with him."

— **Uwe Wiest**, *Global Chief Architect Open Storage - Office of the Chief Technologist - GSP, Sun Microsystems*, was with another company when working with Peter at AXS-One, Inc.

"When I've met Peter I immediately realized that he is a person with great vision and passion about

everything he does. I was watching him driving product, he was managing at that time, through major changes with rock solid confidence of success. Turned out he was right!"

— **Jaroslav Sygitowicz**, *Manager Knowledge Management Department, Kontinuum Group*, was with another company when working with Peter at AXS-One, Inc.

"Peter was the go to guy for any one trying to progress a sale. His knowledge of AXS-One products and services was ultimate and his knowledge of Archiving was both realistic and futuristic. As a good and trusted colleague at Sun once said to me without Peter there aint no AXS-One. Unify would be foolish indeed to ignore this mans current availability. On a personal level I found Peter to be both positive and focussed and good fun to work with. I hope to do that again soon."

— **Garan Goodman**, *EMEA Sales Manager, AXS-One*, worked directly with Peter at AXS-One, Inc.

"Peter is a roll up your sleeves executive. A hard-working self-starter who has a deep understanding of design, engineering and marketing software in the digital information management space i.e. archiving, storage, compliance, ediscovery etc. Peter has assisted me as the Chair of SNIA-DMF LTACSI (Storage Networking Industry Association-Data Management Forum, Long Term Archive Compliance Storage Initiative) for the last 4 years to help build storage standards, best practices, market development and education for the storage industry worldwide. During that time I cannot remember an instance in which Peter missed a major deadline or did not deliver significant value. In closing, as detailed above, based on my experience working with Peter for the last five years, I can unreservedly recommend him to any potential company large or start-up looking for a professional that is dedicated to his profession and in delivering bottom-line value".

— **Gary Zasman**, *Director ILM and Archive Solutions, StorageTek*, was with another company when working with Peter at AXS-One, Inc.

"The expertise that Peter brings to the business is fantastic. Peter has a tremendous command of the space, the value to the end user and the competition. It is great to observe prospective customers become more engaged with Peter as he predictably provides a great deal of credibility and generates a high level of trust. He is an invaluable participant in a sales team. And possesses the vision as to what companies needs to solve in this space in the future."

— **Stan Lappen**, *Senior Software Sales Specialist, Sun Microsystems*, was with another company when working with Peter at AXS-One, Inc.

"Peter demonstrates a level of commitment and business acumen superior to that of his peers. He is extremely organized and executes relentlessly. I've worked with him for over a year, and his talent for getting things done never ceases to amaze me. Peter stands up for what he believes is right, and is tenacious in tackling challenges. He is an excellent manager who cares deeply about his people and the company."

— **Marc J. Wagner**, *Global Software Sales Manager, Sun Microsystems*, was with another

company when working with Peter at AXS-One, Inc.

"Peter is an outstanding visionary. His strategic direction in a multitude of technologies has been superb. Peter understands the business objectives and can easily provide guidance on technical solutions to meet those requirements. I've worked with him for several years and found his council to be invaluable."

— **Steve Gray**, was Peter's client

"I worked with Peter extensively at AXS-One in his capacity of CTO, Subject Matter Expert, Product Manager. He has the unique real world experience of working on both the technical and business side of the house. Great in front of customers and very effective as an executive member of an organization. Peter gets thing done.. It was a pleasure to work with him..."

— **Walter Heil**, *Director of Sales Western Region, AXS-One*, worked with Peter at AXS-One, Inc.

"I have worked with Peter for more than 3 years and have always found him to be a smart, hard working, and honest person. He has an ability to deliver good and not so good news without alienating himself from his business partner or the customer. His ability to discuss the business drivers to match the technical offering are second to none. I can't think of a better person to represent AXS-One in the market, especially to Sun."

— **Paul Fry**, *Software Specialist, Sun Microsystems*, was with another company when working with Peter at AXS-One, Inc.

"I have worked with Peter for the last five years. In that period, Peter led the effort to transform AXS-One from an ERP vendor to a Records Compliance Vendor offering a robust solution suite for Document Archiving and Management including email, books and records, reports, files, SAP and other document types. Peter created the strategy and product plan for this transformation which also included the continuing development of associated applications for records Management, Case Management and Legal Discovery. In this short period, his efforts have led AXS-One to a leadership position in this market space. Peter is a very detailed and hard worker as I can testify from many late evening of working together to create strategies for sales success. Peter and I have worked closely on many Business Development Partnerships including Sun, EDS, IBM, Sector and Amerivault for OEM and Hosting relationships. I highly recommend and endorse Peter."

— **Wayne Ferrentino**, *SVP, Business Development, AXS-One*, worked with Peter at AXS-One, Inc.

"Peter is the best technology strategist that I have ever worked with. Very bright and can clearly convey complex ideas to a broad audience which includes CXO levels. Additionally, Peter was a differentiator for me in the sales cycle."

— **Bill Catalano**, *Managing Director Sales, E-Signature and Compliance Solutions*, worked with

Peter at AXS-One, Inc.

"Peter is an excellent leader and excels at whatever he tires. I am reminded of a quote from a former military instructor "Money and equipment are managed, people are led" This describes Peter, he is not someone who drives from the back seat, he makes sure the team understands the direction and takes it there. An energetic IT leader who isn't afraid to get in and work."

— **Anthony Scalzitti (ajscalzitti@yahoo.com)**, *Integration Engineer, First Union National Bank*, reported to Peter at First Union National Bank Capital Markets (currently Wachovia Securities)

"Peter's work included sales support, systems architecture, project management and analysis for enterprise systems. He demonstrated an unusual combination of conceptual and technical understanding, project management skills and tremendous sales flair with client technical and executive management. His integrity, ability to work within and lead teams and his work ethic were exemplary."

— **Martin Korsin**, *VP Sales, Innodata Isogen*, worked with Peter at RCG InformationTechnology, Inc.

"Like Magic Johnson in basketball, Peter is one of the few people who can play virtually any position on the corporate team. Executive, manager or individual contributor; IT, product development, sales, marketing or business development; startup or Fortune 500 company. Most importantly, he is a tireless worker who combines great vision with the ability to EXECUTE!"

— **Alex Karakozoff**, *SVP, Sales & Marketing, AXS-One Inc.*, managed Peter at AXS-One, Inc.

"I recruited Peter to leave New York and a successful consulting practice to help me build a new Capital Markets technology infrastructure in Charlotte, NC. I never would have been able to grow the systems for a small group of 500 people to the 8,000 person powerhouse organization in 45 locations around the world without him. He was amazing and has done nothing but grow since then."

— **John Swanteck**, managed Peter at First Union National Bank Capital Markets (currently Wachovia Securities)

"Peter is one of the most visionary, intelligent and hard working people I met. It is a pleasure to work with him. He makes a difference in any company that is fortunate enough to have him."

— **Andreas Scherer**, was with another company when working with Peter at AXS-One, Inc.

"I worked with Peter at Selectica. He was an outstanding leader who brought fresh ideas to advance the mission of the company. While leading efforts to maximize the value of partnerships, Peter made formerly inactive partnerships become very profitable."

— **Carlos Barberena**, *Director, Latin America/Worldwide Channel Sales, Selectica Inc.*, reported to Peter at Selectica, Inc.

Expertise

Information Storage, Pricing, Software Development, Information Security, Organizational Development, Quality Management and Standards, Databases, Business Dining and Entertainment, Job Search, Mentoring, Budgeting, Government Services, Staffing and Recruiting, International Law, Internationalization and Localization, Advertising, Internet Marketing, Business Development, Sales Techniques, Change Management, Planning, Project Management, Supply Chain Management, E-Commerce, Enterprise Software, Computers and Software, Computer Networking, Web Development, Using LinkedIn

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