

Candle appoints Neil Hudspith as Vice President and General Manager for Asia Pacific

New regional chief aims to deliver greater value to customers

Candle Corporation, a leading enterprise infrastructure management provider, today announced the appointment of Neil Hudspith to vice president and general manager for the Asia Pacific region. Hudspith brings to Candle more than 20 years of information technology (IT) experience in the Asia Pacific region and has held senior positions at leading companies such as IBM, Vitria Technology and Commerce One.

In his new role, Hudspith is responsible for directing Candle's operations in the Pacific Rim. He will develop long-range sales strategies and initiatives, manage Candle's direct and channel sales, and oversee customer support and services activities. In addition, Hudspith will direct the development of strategic business partnerships across the region. He will be based in Candle's Singapore office.

"Neil Hudspith brings more than two decades of IT industry experience to Candle and will be integral to our continued success and commitment to delivering high levels of customer service," said Andy Mullins, president and chief operating officer, Candle Corporation. "Hudspith's proven leadership in the industry and region will be instrumental to expanding Candle's presence in the Asia Pacific market through the delivery of solutions and services that support business value."

"My top priority at Candle is to deliver relevant solutions that enable our customers to optimise their IT investments and increase their operational excellence," said Neil Hudspith, vice president and general manager for the Asia Pacific region. "Backed by nearly 30 years of proven solutions, Candle is well-positioned to provide the immediate solutions required to help companies succeed in an increasingly competitive marketplace." Prior to joining Candle, Hudspith served as Asia Pacific vice president and general manager for Vitria Technology and Asia Pacific senior vice president and general manager for Commerce One.

Additionally, from 1990 to 2001, Hudspith held a number of senior positions for IBM/Lotus, including managing director, United Kingdom, and vice president EMEA North and EMEA emerging technology group, and vice president and general manager, Asia Pacific. In that role, he built the operation into the company's most profitable and best-performing region worldwide.

Prior to Lotus, Hudspith was general manager of a Sun, Prime, FileNet and Oracle distributor in the Middle East. He also held sales and sales management positions with Prime and Rank Xerox.

Hudspith has served on the board of the Business Software Alliance in both the Middle East and South Africa and has been an active member of the Prince of Wales International Business Leaders Forum in the UK.

About Candle Corporation

Candle Corporation provides solutions to manage and optimise business-critical infrastructures, systems, service levels and other information technology assets. By enabling companies to manage the performance and availability of their systems and applications across multiple environments, Candle empowers customers to align IT investments with business value. More than 3,000 of the world's largest companies use Candle products and consulting services, including 73 per cent of the Global 100. With more than 5,000 customer sites in 60 countries, Candle is one of the world's largest independent software and services companies. Candle is headquartered in El Segundo, California. For more information, visit www.candle.com.

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