

Endgame Hires Howe as CSO Amid Series B Hunt
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Cyber security company Endgame Systems Inc. has hired a new chief strategy officer as it looks to wrap up its Series B round. Prior to taking the CSO role with Endgame, Niloofar Razi Howe was a managing director with Paladin Capital Group, a venture capital and private equity firm that's focused on the defense and homeland security sector. She remains with the firm in the role of an operating partner.

Building up the company's executive team has been a big focus for Nate Fick since taking over as Endgame's chief executive in November and adding Ms. Howe is a big start to that, he said. His other initiative has been to line up a Series B round for the company, which it's close to closing, he said, declining to discuss it further. It last raised funding in 2010 with a \$29 million Series A from Bessemer Venture Partners, where Mr. Fick is an operating partner, Columbia Capital, Kleiner Perkins Caufield & Byers and other investors.

Endgame provides customers in the federal government with a cyber operations platform that enables them to visualize differing sets of security data and automate actions based on those, Mr. Fick said. In his role as an operating partner at Bessemer Venture Partners, the opportunity to lead Endgame was the "most meaningful opportunity," said Mr. Fick, a former Marine officer. "There has to be a better way to safeguard our national interests and project our national power, both military and economic. This is another way to do that without killing people."

Though the company had earlier dabbled in selling its services outside the government sector, it now sees an opportunity to sell its government products to the commercial sector now that the needs, and problems, of the two groups are converging, which is highlighted by the recent Iranian attacks on U.S. banks, Mr. Fick said. "The world is changing so quickly that it's really an artificial division between commercial and federal," he said.

<http://www.endgame.com>

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