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**SAVI TECHNOLOGY TO ACCELERATE GROWTH WITH SCOTT SHAUL  
AS SENIOR VICE PRESIDENT, WORLDWIDE SALES AND SERVICES**

**Revamped Management Team Focused on Growth, Entrepreneurship and  
Advanced Technologies**

**ALEXANDRIA, VA (AUGUST 12, 2013)** – Savi Technology, the leading provider of sensor-based analytics solutions, today announced it has appointed Scott Shaul as Senior Vice President, Worldwide Sales and Services. Shaul is responsible for Savi's global sales initiatives and business development strategy as well as professional services. The addition of Shaul continues Savi Technology's focus on building a management team with experience in technology innovations at rapid-growth stage companies. Earlier this year Savi added [Brian Daum](#) and [Andy Souders](#) to the management team.

Shaul brings Savi more than 20 years of experience as an accomplished senior executive, entrepreneur, and visionary with demonstrated talent for managing sales, developing strategy, and streamlining business process. Before joining Savi, Shaul co-founded Work Market, a cloud-based human capital management platform. While leading Work Market's sales efforts Shaul grew the company from zero revenue to more than 100 enterprise clients producing millions in revenue in just 11 months following their beta launch. Prior to Work Market, Shaul co-founded and led the sales efforts at mySBX, which was later acquired by Deltek and re-branded as GovWin. GovWin is a major data and analytics provider to federal contractors in the US.

"Perhaps even more important than Scott's experience with commercial and government markets, Scott is a builder," said Bill Clark, CEO, Savi Technology. "He is looking to build upon Savi's history of success and to leverage it to create the future Savi Technology. His collaborative, lean-startup approach is the perfect fit for Savi's business development efforts."

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In addition to Shaul's experience in sales and services, he has a strong background in enterprise-class solutions, cloud computing, SaaS models and CRM technologies. "Savi's expertise in software and sensor technology, and strong management team allows us to expand our solutions beyond asset monitoring to real-time visibility, predictive analytics and comprehensive journey management," said Shaul. "This is an exciting opportunity to contribute to the bright future of Savi."

### **About Savi**

Savi Technology provides enterprises and organizations with unique and critical insight with its Sensor Based Analytics platform. The platform gives enterprises the ability to access, analyze and learn from new data in ways previously impossible, yielding streamlined operations, enhanced security and dramatically improved enterprise decision-making. Savi is headquartered in Alexandria, VA, with operations in Lexington, KY and around the world. Savi was recently named a 2013 Computerworld Honors Laureate for the economic improvements its technology has provided to several countries in Africa. Savi has more than 100 domestic and foreign issued patents covering a variety of technologies and is an active participant in several industry standards bodies including ISO 18000-7. For more information visit [www.savi.com](http://www.savi.com).

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