



Guidance Software, Inc. Names Enterprise Security Veteran Leo Cole Vice President of Marketing

PASADENA, Calif., Mar 15, 2010 (BUSINESS WIRE) -- Guidance Software Inc. (NASDAQ:GUID), The World Leader in Digital Investigations(TM), today announced that security and enterprise software industry veteran Leo J. Cole has joined the company as Vice President of Marketing.

Cole brings to Guidance Software more than 30 years of experience in enterprise software marketing, including more than ten years of experience in data security. In this role, he will help grow the Company's leading positions in digital forensics and electronic discovery, as well as help expand market opportunities in the fast-growing data security space.

"There is a clear need for enterprise forensics technology to complement and augment enterprise data security solutions," said Victor Limongelli, President and CEO of Guidance Software. "Leo's vast enterprise software marketing experience, particularly in data security and channel marketing, makes him perfectly suited to lead marketing initiatives that will empower our channel partners and communicate the Guidance Software value proposition to customers."

Previously Cole was Vice President of Marketing for Websense, Inc. (NASDAQ:WBSN) for five years. During that time, he helped that company grow from \$100 million to \$350 million in revenue, expand internationally, reposition itself from Web filtering to Web, data and email security, and build an award-winning channel marketing program.

He spent 25 years at IBM (NYSE:IBM), where he held various positions, including Director of Product Management for the IBM Enterprise Security Portfolio, Director of Strategy for the Systems Management Portfolio, Director of Strategic Alliances, and various product development positions.

Cole earned his bachelor's degree in computer science from Syracuse University and holds an master's degree in business administration from the University of Tennessee, Knoxville.

About Guidance Software (NASDAQ:GUID)

Guidance Software is recognized worldwide as the industry leader in digital investigative solutions. Its EnCase(R) platform provides the foundation for government, corporate and law enforcement organizations to conduct thorough, network-enabled, and court-validated computer investigations of any kind, such as responding to eDiscovery requests, conducting internal investigations, responding to regulatory inquiries or performing data and compliance auditing - all while maintaining the integrity of the data. There are more than 30,000 licensed users of the EnCase technology worldwide, the EnCase(R) Enterprise platform is used by over half of the Fortune 100, and thousands attend Guidance Software's renowned training programs annually. Validated by numerous courts, corporate legal departments, government agencies and law enforcement organizations worldwide, EnCase has been honored with industry awards and recognition from *Law Technology News*, *SC Magazine*, *Government Security News*, *Law Enforcement Technology*, and *KMWorld*. For more information about Guidance Software, visit www.guidancesoftware.com.

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