



Jim Pflaging

Managing Director



Areas of Focus:

- Cyber security
- Strategic advice on mergers, acquisitions and private equity investments
- International business development

Previous Experience:

- Director and Managing Principal, SINET Group, LLC
- CEO, SenSage
- CEO, Intraspect
- CEO, Pacific Bell Network Integration

Mr. Pflaging has over 25 years of Silicon Valley experience including 15 years as President/CEO of venture-backed, cyber security and data management companies. He has grown companies from pre-revenue to over \$100 million and led divisions of Fortune 500 companies valued at \$150 million or more. Mr. Pflaging has raised over \$100 million in financing from a variety of venture, debt, and strategic sources and built operations in the Americas, Asia, and Europe. Mr. Pflaging is known as an innovative strategist who “connects the dots” between technologies, trends and business models and converts these into rapid growth.

At The Chertoff Group, Mr. Pflaging leverages his background to provide strategic advice encompassing product strategy, positioning, alliance and partnering, channel and market development and general management. In addition, he helps firms looking to expand within the security market evaluate investment opportunities within the sector.

Previously, Mr. Pflaging was the Director and Managing Principal of the SINET Group LLC, a cyber security community builder and strategy advisor. There, he helped develop the advisory services business and expand the SINET community.

From 2004 to 2010, Mr. Pflaging was the CEO of SenSage, a provider of cyber security solutions that achieved rapid growth in revenue and customers by establishing deep alliances with security and IT industry leaders. Under Mr. Pflaging’s leadership, SenSage became a multi-year Leader in the Gartner Magic Quadrant for Security (SIEM) and Log Management. Previously, he was the CEO of Intraspect, a provider of collaboration and content management software which was acquired by Vignette. Earlier in his career, Mr. Pflaging served as CEO of Pacific Bell Network Integration (PBNI), the managed security and network services subsidiary of SBC, which he founded and grew to over \$100M. Before launching PBNI, Mr. Pflaging spent 10 years with Sprint where he ran a \$200M+ organization within Sprint’s national accounts division.

Mr. Pflaging holds a B.S. in Commerce from the University of Virginia.