



## Tech Veteran Completes Panda USA Assignment

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Riggs Eckelberry Wraps Up Security Company's Expansion Project

GLENDALE, Calif., Nov. 25 /PRNewswire/ -- Veteran technologist Riggs Eckelberry has completed a major project of market development for the US branch of Spanish anti-virus software company Panda Software. In his eight months as general manager, he completed several key projects for the future expansion of Panda US.

"Riggs Eckelberry developed excellent expansion programs and systems which will help us lead the way next year. We thank him for his brilliant ideas and hard work," said Alan Wallace vice president of corporate communications for Panda Software US.

Among the marketing team's successful programs was The Panda Challenge, which gave the company an opportunity to demonstrate to IT managers that they were inadequately protected by their existing security vendors. This paid off when many corporate customers were hard-hit during the virus attacks of late August.

"I'm very excited about Panda Software's prospects for 2004," said Eckelberry. "The company is positioned as a technology winner and has developed a US commercialization platform which will enable it to move into the top tier of security vendors over the next twelve to eighteen months. I'm proud of what this team has achieved and they have my full support for the future."

Mr. Eckelberry will return to managing TechTransform, his technology consultancy network. More case studies and articles are available at [www.techtransform.com](http://www.techtransform.com). His trademark is a highly personalized, topical style with warm appeal to target audiences.

### About Panda Software

Panda Software ( <http://www.pandasoftware.com> ) is a leading international developer of antivirus software for all types of customers: corporate clients, small and medium sized companies, and home users. Its 100 percent in-house, antivirus technology has received awards and quality certifications from the most widely-respected IT security institutions. Its commitment to customer service and the concept of the protection of computer systems as a 24 hour/365 day per year Insurance policy rather than merely a software product have revolutionized the computer security industry. The quality of Panda Software's products has been endorsed by major industry watchdogs including ICESA Labs and Checkmark.

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