

# **EMIRATINGS** EXECUTIVE PAY **SCORECARD**

Data & analysis provided by GMI Ratings-The Independent Leader in Corporate Governance and ESG&A

23 Jul 2012

## Dialogic Inc.

**DLGC NASDAQ** 

IT Services / Consulting

Market Capitalization USD:

\$57.92 mm

### **CONCERN LEVEL: AVERAGE**

- 1 The CEO's total remuneration is within the typical market range for the relevant industry and market cap.
- 2 The ratio between the CEO's pay and the median pay of the other named executive officers is 3X or less.
- The CEO's annual cash incentives rose or fell in line with annual performance.
- 4 The CEO received no more than one annual cash bonus this fiscal year.
- 5 The CEO's equity remuneration reflected the company's share price movement over the last five years.
- 6 The company only pays long-term incentives to the CEO for above median performance against a peer group.
- 7 The company's dilution from equity incentives is 10 percent or less.

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8 Unvested equity lapses when the CEO's employment is terminated.

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- The CEO's potential cash severance payment is capped at two times annual cash remuneration.
- The accrued benefits of the CEO's post-retirement income are within the typical market range for the relevant market cap bracket.

CEO: Nick Jensen Age: 48 CEO Since: 2010

	2009	2010	2011
Base Salary		\$363,750	\$499,397
Discretionary Bonus		\$85,000	\$0
Annual Cash Incentive		\$0	\$0
Benefits and Perquisites		\$0	\$0
TOTAL ANNUAL COMPENSATION		\$448,750	\$499,397
Increase in Post-Retirement Benefits		\$0	\$0
Stock Option Awards		\$0	\$0
Stock Awards		\$91,020	\$0
TOTAL COMPENSATION		\$539,770	\$499,397
Median of Other Named Executive Officers Total Compensation		\$265,358	\$1,008,231
Value Realized on Exercise of Stock Option		\$0	\$0
Value Realized on Vesting of Stock		\$0	\$0
TOTAL REALIZED EQUITY COMPENSATION		\$0	\$0

Proxy Date: 27 Jun 2012 Annual Meeting Date: 8 Aug 2012 Equity Reserves: 23.51% Stock Option Run Rate: 2.22%

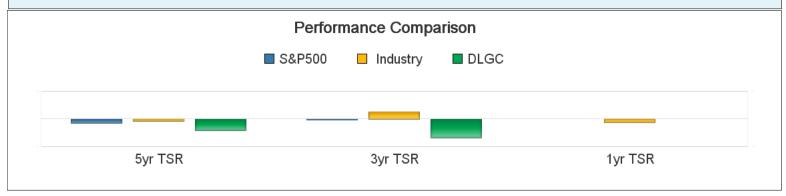
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### Peer Comparisons (TRBC) = T Services / Consulting

#### **Total Summary CEO Compensation**

Ticker	Company Name	2009	2010	2011	Market Cap
DLGC	Dialogic Inc.		\$539,770	\$499,397	\$57,915,963
ZIXI	Zix Corporation	\$305,391	\$508,344	\$679,076	\$171,131,289
SABA	Saba Software, Inc.	\$989,039	\$1,165,680		\$169,332,013
GUID	Guidance Software, Inc.	\$666,750	\$1,167,363	\$1,521,505	\$165,897,380
NCIT	NCI, Inc.	\$1,262,768	\$973,439	\$613,166	\$164,244,246
SGS	Stream Global Services, Inc.	\$7,039,616	\$4,732,951		\$157,645,683
MLNK	ModusLink Global Solutions, Inc.	\$2,265,281	\$2,858,076		\$152,916,360

To insure consistency, peer comparisons are based on a combination of TRBC Industry and Sector classifications and company market caps.

Missing peer pay figures for 2011 are due to differences in company filing schedules.

#### **Pay Peer Group**

Specific companies not disclosed.

#### **Performance Peer Group**

NA

COMPENSATION COMMITTEE MEMBERS									
Director	Membership	Age	Gender	Tenure	Independence				
Dion Joannou	Chairman	46	Male	2	Outside				
Giovani R. Piasentin	Member	43	Male	0	Outside				
W. Michael West	Member	62	Male	5	Outside				