
QUALIFICATIONS IN BRIEF

Over thirty years of experience in computer industry, serving as President and Founder at IMEX Research, VP Marketing & Business Development at Destiny Technology; Director Marketing, Strategy and Business Development at Fujitsu, Director of Marketing & Sales at Ricoh, Product Line Management and Senior Technology Development and Engineering Management positions at Memorex, Unisys etc.

As the founder, chief industry analyst and IT advisor at IMEX Research & Consulting - a technology research and consulting company, engaged with senior management in defining and executing business and product strategy for the top IT-100 Computing, Storage & Networking companies, Wall Street Investment Banking and multiple start-ups in NextGen Data-Center and Cloud Computing Infrastructure encompassing Cloud Computing, Virtualization, Converged Network Storage and Fabrics, Big Data, Solid State Storage, Blade Servers, HPC and Convergence of Computing & Telecom technologies. An invited keynote speaker at several worldwide industry conferences, key advisory board member, chaired several technology sessions. Author of several patents, published over 100 industry reports and professional articles in over 50 trade journals

A highly motivated, results-oriented technology marketing executive with balanced abilities of marketing, technical and entrepreneurial skills. Demonstrated ability in providing business directions and leadership combining Market Foresight, Technical Development, Marketing Management and Financial discipline with a track record in taking high technology products from concept through to profitability. Industry experience encompasses Business P&L, Product Marketing & Management, Competitive Positioning, Go-to-Targeted Market Planning and execution, Engineering Management, Technology Mergers & Acquisitions.

Education includes MBA (Santa Clara University), Three years Ph.D. studies (UCLA), MSEE (University of Arizona) and BSME (Panjab University)

KEY ACHIEVEMENTS

- Founded IMEX Research, technology research and IT advisory company in 1996. Grew it to include a worldwide client portfolio of top 75 IT vendors, system integrators and wall street investment firms.
- Cofounder of a Data Storage company - developed operations & business plans leading to VC funding of \$17M, targeted new market segments, successful sale to Western Digital.
- Drove the strategic vision and execution plans for the growth, competitiveness and success of a \$35M division of Fujitsu America, overseeing strategy, product roadmaps, development, go-to-market with a target to become IBM of OEM markets. Reported to President of the Division. Revenues grew from \$35M to \$720M, profitability over 19%, market share jumped to number two position over a 4 year period.
- Recommended acquiring EMC Corp. when it had \$180M in revenues in 1990, after providing an exhaustive due diligence, while at Amdahl.
- Helped Launch a multinational joint venture company with strategic alliances & equity participation by major European (Olivetti & Nixdorf) Japanese (Fujitsu) & US (Memorex) corporations, to pioneer a new generation of products which accelerated the growth of PC industry in early 80's..
- Directed the corporate prioritization of product & technology programs and allocation of over \$30M in R&D Budget for operating divisions at Burroughs/Memorex. Guided a crash product development program

which coupled with a strong marketing drive garnered product revenues of \$25 million and positioned the division as the market-segment leader.

- As VP Marketing at start-up Destiny Technology, established marketing and business development group, created international alliances, personally garnered new business worth multimillion dollars from major customers (IBM, NEC etc) all within six months.
- Pioneered world's first fiber-optics based Laser Scanner for Retail Computer Systems and a patent obtained.
- Helped University of California Berkeley professors Gibson, Patterson & Katz, inventors of RAID with market insights and technology validations of their new technology. Published Disk Arrays paper in 1988.
- Led development of Strategic Vision, Revenue, Profitability & Cash Flow plans. Guided cross-functional technical and marketing teams for successful market penetration of several new products including Product Development, Program Management, Product Roadmaps, Go-to-Market operations including competitive intelligence, worldwide product launches collaterals, 3rd Party software and system integration tools and international customer support.

EDUCATION

MBA	University of Santa Clara
PhD (Candidacy)	UCLA.Three Years towards Ph.D. in Solid State
MSEE	University of Arizona
BSME	Panjab University

EXPERIENCE

- 14 yrs. IMEX RESEARCH, CA**
President & CEO, Cloud Computing & NGDC
Founder, President & Chief Analyst
Advisory Consultant NEC Corp,
- 4 yrs BUSLOGIC INC./IBM, CA**
New Products Marketing Executive,
Amdahl Corp. Sunnyvale CA
Corporate Marketing Executive
- 4 yrs DESTINY TECHNOLOGY CORP., CA**
Vice President, Marketing & Business Developm..
RICOH CORPORATION, CA
Director of Marketing & Sales
- 5 yrs FUJITSU AMERICA INC., CA**
Director, Marketing & Business Development
- 9 yrs BURROUGHS CORP/MEMOREX DIV., CA**
Executive Staff /CTO, Product Line Manager
Product Planning Mgr., Senior Engineering. Mgr..

PERSONAL

Rated as a pioneer, highly innovative and mature. Strong presentation and communication skills. Skilled in leading teams at all levels including an innate facility for influencing C-level executives of customers and developing strategic business relationships.