



SUN EXECUTIVE ADVISORY COUNCIL

Attendee Bios





SUN TEAM

Aisling MacRunnels

Vice President of Software Marketing
Sun Microsystems, Inc.

Ms. MacRunnels is responsible for marketing strategy and operations for Sun's complete software portfolio—including the Solaris operating system, the Java Enterprise System suites, Java technology platforms, Solaris Cluster, storage software, Sun Studio, and Java Studio developer tools. In addition, MacRunnels oversees marketing and relations with a growing number of developer and open source communities. Sun's market-leading software organization is one of the largest in the industry and has delivered some of the computer industry's most innovative technologies and business models. Sun is also the largest contributor of open source code in the world.

Since joining Sun in 1996, MacRunnels has led several business development and marketing teams. Most recently, she ran marketing for Sun's utility computing group, now part of her Software Marketing group. Previously, she was a Senior Director of Software Marketing, managing the creation and implementation of disruptive subscription business models for Sun's software systems, including Java Enterprise System, Java Desktop System and Solaris. She earned a Sun 2003 Leadership award recognizing her superior work redefining software business models.

Prior to that, MacRunnels served as Director of Marketing for Java. In that role, she focused on developing the market for wireless and smart-card applications, winning major OEM contracts, developing an aggressive service provider channel and putting Sun in a leading position worldwide.

Prior to joining Sun, MacRunnels spent several years guiding mergers and acquisitions as a management consultant based in Sydney/Singapore. She provided management consulting for two biotech start-ups, and designed and developed the services business for Cadence Design Systems. She holds an MBA from Duke University's Fuqua School of Business and BS from Mt. St. Mary's College.

Karen Tegan Padir

Vice President of Enterprise Java Platforms
Sun Microsystems, Inc.

As Vice President of Sun's Enterprise Java Platforms group, Karen Tegan Padir leads a global organization which is focused on the delivery of the Java Enterprise System core products, platforms, and technologies. This includes the Java Enterprise Edition Platform, Identity Management Suite, Application Platform Suite and Web Infrastructure Suite and all of their component products. The Sun Java Enterprise System is a revolutionary approach to infrastructure software delivering the largest free, open, pre-tested and pre-integrated middleware software on the planet.

Karen rejoined Sun after spending a year at Red Hat Inc., where she was Vice President of Engineering for Infrastructure Technologies responsible for Red Hat Identity Management products including Directory and Certificate server products, as well as Quality and Release Engineering of the Red Hat Enterprise Linux bundle.

As one of the founding members of the J2EE organization at Sun, Karen managed the creation of specifications, compatibility test suites, blueprints and guided implementations of Java in the enterprise. Under her leadership, J2EE captured over 96% market share in the application server market, which represents the fastest Java technology adoption in its history. Karen has been with Sun for 12 years. Prior to that, she was with Stratus Computer, Inc. She holds a Masters Degree in Business Administration and a Bachelors of Science Degree in Computer Science from Worcester Polytechnic Institute.

Jim McHugh

Vice President of Software Infrastructure Marketing
Sun Microsystems, Inc.

As Vice President of Software Infrastructure Marketing, Jim McHugh is responsible for driving the strategic marketing functions, including business operations, portfolio management and marketing, business development and field enablement of Sun Microsystems' Software organization. He has overall management responsibility for Sun's market-leading Identity Management, Business Integration and Application Platform groups.

Jim joined Sun 4 years ago to play a key role in the development of the Java Enterprise System and Java Desktop pricing and business models. His most recent role was as Senior Director of Software Portfolio Strategy and Marketing, responsible for driving the strategic direction of Sun's software organization. In that capacity, he had overall management responsibility for Software Portfolio Strategy.

Prior to joining Sun, Jim co-founded and ran Rightscenter, Inc.—a software and rights management services company that offers solutions for the entertainment and publishing industries. In his career, he has held multiple marketing positions at Encanto Networks, where he was the Director of Product Marketing, and Apple Computer.

Jim holds an International MBA from Thunderbird, The American Graduate School of International Management.

Dave Profozich

Vice President of Americas, Sun Software
Sun Microsystems, Inc.

With more than 19 years experience leading global sales, marketing, and professional services organizations in the software industry, Dave Profozich now leads Sun's Software business across the Americas Region. Dave oversees all field operations (sales, pre-sales, expert services, and alliances) for Sun's software business in the US, Canada, and Latin America.

Prior to joining Sun, Profozich was instrumental in spearheading the extreme growth of an established tech company from \$100M to greater than \$1B in revenues in only three years and also led the successful creation and growth of 2 start-up organizations addressing enterprise applications.

At Rearden Commerce, a leading provider of the "Services on Demand" web services-based SOA platform, Profozich served as Vice President of Global Field Operations. During his tenure with this San Mateo-based start-up, he helped raise substantial venture funding, signed many charter clients, and helped Rearden gain prominence in the market.

At the leading supply chain optimization provider, i2, Profozich was Senior Vice President of High Tech and Telecom, where he was responsible for managing the overall P&L for the company's largest business unit and revenue source. During his six years with i2, he was also a member of the strategic product planning committee, working closely with the CEO and COO on corporate strategy.

Prior to i2, Profozich served as Vice President of Sales and Marketing for Systems Modeling, a privately-held firm that was acquired by Rockwell Software in 1998. In this capacity, he was responsible for building a national sales force and managing international marketing through global distributors.

David Profozich earned a BA in Communications from Pennsylvania State University and an MBA from the Joseph Katz Graduate School of Business at the University of Pittsburgh. He is the author of the book *Managing Change With Business Process Simulation* (Prentice Hall, 1998), on business process modeling as a method to enable change management in corporations.

Dale Ferrario

Vice President of SOA/Business Integration
Sun Microsystems, Inc.

In this role, he is responsible for delivering the industry-leading platform, frameworks, and composite applications that are at the core of Sun's SOA platform.

Prior to taking on this role, Dale was the VP of Engineering for the Customer Networked Services organization at Sun Microsystems. He was responsible for building the Sun Connection, a connected customer platform and set of offerings which provide customers with a new set of connected service capabilities.

Dale has been with Sun for more than fifteen years. During this time, he has run organizations responsible for all aspects of defining, building, delivering, supporting, and sustaining software products. Some of these include: Director of Business Integration Strategy; Director of Customer Quality Engineering; and Director of Solstice Software (storage, system, and data management). He also spent a number of years in IT, where he was the Director of Information Technology for Sun's Software Divisions. Prior to that, he held a number of positions in the Solaris development organization.

Dale has broad management expertise. Over the years, he has managed most engineering and IT functions and has had experience managing employees in the US, India, Israel, Ireland, China, Japan, and the UK. Dale is a former Sun President's award winner and has attended Sun's Leadership Institute.

Dale graduated from Santa Clara with an MBA in 1989, and the University of California Santa Barbara with a BA in Computer Science in 1985.



Rob Beauchamp

Senior Director of Product Management,
Software Infrastructure Group
Sun Microsystems, Inc.

Rob is responsible for the overall Portfolio Software Infrastructure strategy as well as product management and marketing. Sun's software infrastructure portfolio includes offerings for security and compliance, multi-language application development, application and business integration, composite application development and Web collaboration infrastructure. Prior to joining Sun, Rob held executive positions at a number of technology companies. Most recently, he served as Vice President of Marketing and Business Development for United Devices, Inc., a grid and infrastructure management software start-up based in Austin. In 1997, Rob founded Journ e Software Corporation, a customer data integration software company, where he directed all aspects of product vision and technical direction. He raised \$24 million in private equity and in 2004 sold the company to Initiate Systems, where he served as Senior Vice President of Research and Development.

Kenneth Williams

Vice President, Software Technical Support
Sun Microsystems, Inc.

Ken joined Sun 1 1/2 years ago through the SeeBeyond acquisition, where he immediately began managing software support. During his four-year tenure at SeeBeyond, Ken was responsible for world wide support, training and professional services. Prior to joining SeeBeyond, Ken has held similar positions with companies like Qwest/Level3, Sybase and Ingres where he built and managed customer support and education strategies.

During his 10-year tenure at Intel, Ken opened up the first service centers in PRC and India and built a team of 150 people to manage support, training, and professional services worldwide.

COUNCIL MEMBERS

William Awad

CTO, Head of IT Infrastructure and Architecture Services
Travelers Insurance Co.

Mr. Awad has deep experience in the development of business-aligned enterprise application architectures, the development and implementation of roadmaps to support the planned business strategy for large financial services organizations, and the design and deployment of large technology infrastructures.

In his current role, Mr. Awad is the Head of IT Infrastructure and Architecture Services. He is responsible for the design, build, and engineering services for all shared technical infrastructure. Additionally within his role he heads Enterprise Architecture, focusing on IT and business alignment approach, planning, design, and delivery of the Travelers future technology architecture.

Prior to Travelers, Mr. Awad was a Senior Manager with Accenture's Financial Services practice. His experience includes program/project planning and management, managing relationships with client executives, developing technology vision and standards, technology quality assurance, and design and implementation of technical architectures with focus on Distributed and Web architectures in the insurance industry.

Craig Vermillion

Senior Manager of Enterprise Architecture Solutions
Nike

Craig Vermillion is the Senior Manager of the Enterprise Architecture Solutions group at Nike and has the responsibility of creating and driving a global application architecture strategy. The current focus of the Solutions group is on delivering strategy and IT maturity in Data Architecture, Integration Architecture and Service Oriented Architecture. Mr. Vermillion has over 15 years of IT experience with a focus on IT Architecture, Web Technologies and distributed systems.

Ed Diver

Vice President of Technology Solutions
Safeway

Ed is responsible for managing the Infrastructure Engineering and IT Services Management functions of Safeway's Information Technology department. Ed's team is responsible for the strategy, selection, implementation, and overall management of Safeway's computing infrastructure environments.

Raju Pusapati

Vice President of Utilities, Engineering, and Governance
American Express Technologies

As a senior leader in American Express Technologies, Raju is responsible for strategy and delivery of core software utilities, performance engineering and technology governance. He has been with American Express for fifteen years, and has led a number of key initiatives such as Amex.com and SSO. Raju delivered and managed mission-critical Global IT solutions. Currently, he is leading the strategy and implementation of Next Generation Security Services at American Express.

Mike Coury

Vice President IT
Capital One

As Managing Vice President of IT for Capital One Auto Finance, Mike directs all IT disciplines for the Direct to Consumer Business. Mike began this role effective April 1, 2007. Prior to that, Mike served as the Vice President, IT Risk Office where he led a staff of 160 IT professionals and had accountability for all aspects of Access and Identity Management and Information Security Operations for the Enterprise. Responsibilities in 2006 included overseeing the delivery of a \$30M investment project portfolio, including 60 projects focused on controls and enterprise information security.

Prior to joining the IT Risk Office, Mike served as the Vice President of the Service Management organization within Technology Delivery. Leading 70 team members, he was responsible for driving the following: Service Packaging, Fulfillment, Metrics, Monitoring, Financials and Marketing across the IT organization. Mike was charged with developing and implementing consistent disciplines and optimizing resource supply with project demand.

Jim Palmer

Information Security Strategist
PayPal

Jim Palmer is the Information Security Strategist for PayPal, responsible for guiding the company's effective use of information technology. Most recently, he has developed PayPal's long-term strategy and architecture for the deployment of Sun's Identity Manager. Prior to joining PayPal, he worked as a Security Architect for American Express, during which time he developed architectures for the deployment of identity and access management environments (Sun Identity Management Suite), federation solutions (Access Manager), and a web services framework.

David W. Yutzy

Director Customer Marketing, Web Applications
Brand Technology Services | a DSW Company

As a Director within the Business Intelligence group for bTs, David directs all aspects of IT—specifically around the customer loyalty programs not only for DSW, but Value City and Filene's Basement. David assumed this role on October 6, 2003 to build the business case to bring all outsourced loyalty programs in-house to support and integrate real-time between the web site, eCommerce, Point-of-Sale (POS), and Customer Service Center. In less than 12 months, DSW's services were completed and live for DSW (2006) and Filene's Basement (2007). This resulted in real-time enrollment at all brand POS systems and reduction in data integration and refresh from 90+ days to instantaneous. David is also responsible for all CRM customer segmentation, direct to customer email communications, points engine for DSW's loyalty program, and corporate Intranet for all brands including Retail Ventures, Inc. (RVI)

Prior to joining bTs, David co-owed a professional staffing company as Technical Director which he sold to Ciber in 2002. David has also provided consulting services to a variety of companies such as Bank One (Chase), Nationwide Insurance, Ohio Health, Wendy's International and many other Columbus-based companies. He spent 5 years in England during the early 90's and has been involved in IT at various levels and capacities throughout his career. His experience has kept him active in IT for over 25 years and spans a wide range of software, hardware, and systems from basic development to architecture to business planning.



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