

## VIJAY J. JOGLEKAR Ph.D.

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### SUMMARY

Results oriented, creative, Senior Leader recognized as strategic thinker who delivers innovative solutions that drive measurable & tangible growth. Areas of expertise include:

- **Software Strategy & Development**
- **Product Management**
- **Corporate Development**
- **Cloud computing & virtualization**
- **People Management**
- **Strategic Business Development & Sales**

### EMPLOYMENT CHRONOLOGY

*Hewlett Packard Enterprise, Austin, Texas*

*2011–current*

*Americas Business Development Leader, Hybrid IT Licensing Solutions, Pointnext*

- Worked with account teams in the North and South America for the sale of 3<sup>rd</sup> party software not available as HPE products. Also promoted the education and sale of Microsoft Azure in the regions. Helped achieve revenue goal for the organization for every year.

*WW Strategic Business Development & Chief of Staff, NFV/Telco, CSB Vertical (3 years)*

- Worked with WW Business Development Managers to help grow the NFV/Telco server business by identifying partners, negotiating partnerships, sales and go to market related activities for products like Helion Carrier Grade, NFV Director, and other virtual network functions. Responsibilities also include managing strategic partners such with Intel, Wind River, Genband, Mellanox, Metaswitch, etc., for sales alignment and other go to market activities. Exceeded 2 consecutive years of sales quota in hundreds of millions of dollars that grew 80% year over year and in line to meet year 3 quota. As a Chief of Staff for GM/VP I ran all the BD staff meetings, created weekly updates for the SVP and participated in meetings for and with the GM/VP when needed. In addition, I worked with architecture and development to provide product requirements identified by the BDM's.

*Software strategist, Software Supply Chain, Enterprise Group (3 years)*

- Defined and developed a strategy to enable software delivery for SaaS, IaaS PaaS. Ran a benchmarking study based on customer needs for effectively delivering software. The results of the study were used as requirements for HP's next generation of software delivery and licensing. Worked with product development to implement the strategy.
- Architected the supply chain improving e-delivery of software to reduce costs and improve customer experience. Worked with product and marketing teams to identify regional targets. The program helped increase e-delivery adoption rate by 14% and meet the required metrics (KPI).

*Radmedx Imaging Center, Austin, Texas*

*2009–2011*

*CEO*

Managed a medical company and made it profitable within 1 year and help sell the company in Oct 2011. The job involved all aspects of business including P&L, budget (CAPEX & OPEX), payroll, employee management, and technology assessment and management.

*IBM Corp. Austin, Texas*

*1989 - 2008*

*Director, Power Systems Marketing (1 year)*

Created and delivered a strategy that promoted the Power Platform to Business Partners & ISV's across vertical segments. Managed a team of marketing program managers.

### ***Program Director, Systems Group Corporate Development (6 years)***

Primary job function was to be the focal point for corporate development for identification of third parties that filled the gap in IBM's development strategy in cloud computing.

- Worked with IBM Fellows and Distinguished Engineers and product development to define acquisition strategy based on development requirements for AIX.
- Led the acquisition team for IBM that acquired CIMS Lab in January 2006.
- Led the acquisition and integration teams for the acquisition of Meiosys by IBM in June 2005.
- Built a business case that justified the acquisition of Think Dynamics by IBM for the Systems Group.
- Identified and negotiated with partners on both OEM & Reseller Agreements.

### ***Program Manager, System Group Business Development (2 Years)***

Worked with Intel and SCO to define the development and migration strategy for enabling 3<sup>rd</sup> party software on AIX for the Itanium Processor

- Helped define the direction for migrating customer applications onto IBM platform.
- Business development manager for Redhat, KL Group, Merant, and EPC.

### ***Manager, Network Computer (Thin Client) Division (2 years)***

Primary focus was to manage a developer team that deployed the Network Computers worldwide.

- Managed a development team that developed solutions based on the infrastructure requirements for Home Depot, Lowes, American Airlines, etc.
- Conducted executive briefings to potential customers.

### ***Member of Technical Staff and Software Consultant, RS/6000 Division (9 years)***

As an MTS, the job was primarily software development on AIX.

- Managed AIX lab for development. The job involved managing the network, AIX systems, tape, and disk backup.
- Wrote kernel extensions for AIX to increase shared memory sizes.
- Ported customer applications from HP-UX to AIX.
- Designed, prototyped, and developed internal IBM applications that help customers manage operating system fixes via the Internet.

### ***EXPERTISE***

- Programming Languages, Operating Systems, Hardware (Telco Servers)
- Technologies such as Virtualization, Network Function Virtualization, SaaS, IaaS, PaaS, Usage metering, SAN, NAS, Networking, Prototyping, & Agile Development methodologies.

### ***EDUCATION***

PhD, Information Technology, Capella University

I.M.L., Executive Education, University of Texas, Austin

M.B.A. in General Business, St. Edwards University, Austin

M.S. in Computer Science, Florida Institute of Technology, Melbourne

B.E. in Electronics and Communication Engineering, Mangalore University (India)

### ***PAPERS (HPE)***

The importance of IT governance.

Adoption of Cloud Computing.

The link between Cloud Computing and Virtualization.

### ***PhD DISSERTATION***

The effects of gender, age, and education on cloud computing adoption: A correlational study.

### ***ASSOCIATIONS***

Member Delta-Mu-Delta - MBA Honor Society