



Karl Chen – Executive Director

Karl possesses more than 25 years of experience in IT Technology strategy and business management. As a successful entrepreneur, he specializes in distributed systems, storage, enterprise software and virtualization. He has successfully built and sold two entrepreneurial start-up businesses including LeftHand Networks, which was acquired by HP for \$360M in November, 2008 and NuView ManageX, which was acquired in 1997.

Karl has executive management experience in strategy development, business development, marketing, channels and sales management. Karl's skills include P&L and business unit management, fund-raising, OEM licensing, and mergers & acquisition. His former roles include VP of Bus Dev & Marketing at LeftHand Networks, VP of Marketing at BMC Software, VP of Bus Dev & Marketing at NuView Inc., and senior management positions at Dell, Hewlett-Packard, Compaq, and Digital Equipment Corp. He has developed strategic partnerships and negotiated licensing deals with industry leaders including Microsoft, Oracle, VMware, Intel, HP, IBM, Dell, Cisco & Citrix Systems and many other world-class enterprise computing companies.