



## **COPAN Systems Executive Biographies**

### ***Mark Ward, President and Chief Executive Officer***

Mark brings over two decades of storage industry leadership experience to COPAN Systems at both the Start-up and global enterprise level. Most recently, Mark was Managing Partner at Ward Capital LLC, where he devoted his time and energies to developing sales, marketing and business strategies along with investing in emerging cutting –edge storage companies and technologies. Prior to this he served as VP and GM of North American Sales at StorageTek where he consistently delivered sequential revenue growth. Prior to StorageTek, Mark drove investments and managed a portfolio of storage start-ups as a Managing Partner of Enterprise Storage Ventures LLC. Mark was also Founder and CEO of GiantLoop Network, a leading provider of rich data center networking software and services. Prior to GiantLoop, he accumulated over fourteen years of top management experience at EMC, where he served as VP of Worldwide Marketing, Software, and Professional Services.

### ***Eric Sumpter, Founder, Chief Operating Officer and Vice President of Manufacturing***

Eric was a founder and VP of Operations of RLX, responsible for architecting and implementing their manufacturing model. Prior to RLX, he spent five years with Dell Computer. At Dell, Eric held positions in Strategic Procurement and Supplier Quality in the World Wide Operations group, and was responsible for outsource manufacturing of Dell server and storage products and printed circuit board assemblies. He had previously led the Component Engineering and Productability Engineering groups. Eric was involved in the development and release to manufacturing of more than 20 products during his tenure at Dell, a period in which Dell grew from \$4B annual revenue to over \$30B. Prior to Dell, Eric spent three years in contract manufacturing with Xetel Corporation, a contract manufacturing firm, and four years with Solbourne Computer Company. Eric holds a BS degree in Industrial Technology from Colorado State University.

### ***Aloke Guha, Founder and Chief Technology Officer***

Aloke brings more than 23 years of experience in R&D senior management, creating both new technology and new companies. He was founder and CEO of Datavail where he developed content storage management prior to Datavail's acquisition by CreekPath. Aloke was Vice President and Chief Architect at StorageTek, responsible for technical strategy across business units, including tape, disk arrays, software and storage networking. He initiated and oversaw the development of the industry's first intelligent storage networking switch technology. Prior to StorageTek, he was the CTO of Network Systems, an early pioneer of channel and secure networking products. Aloke has authored 15 patent applications (6 issued) and over 65 publications in storage, networking, protocols, switching, security and parallel and distributed processing. He is an elected senior member of IEEE and holds a Bachelor of Technology degree from the Indian Institute of Technology and a Ph.D. in Electrical Engineering for the University of Minnesota.

### ***Chris Santilli, Founder and Chief Architect***

Chris brings 18 years of storage system design experience from DEC, StorageTek and Compaq Computers. He has led engineering teams in architecting, development and delivery, beginning with diagnostics and controllers for 14- inch Winchester drives; then the first host-based RAID; the first controller based RAID product at DEC and comprehensive SAN management software. Under his leadership at DEC / Compaq he architected and delivered the industry's first external SAN management appliance, SANworks Management Appliance. At DEC, Chris was responsible for engineering solutions to meet OEM requirements. His efforts led to a new revenue stream for

DEC. Chris holds an MS in Computer Engineering from Colorado Technical University, and a BS in Computer Science from USC.

***Will Layton, Founder and Vice President of Client Services***

As an Entrepreneur in Residence, Will assisted Austin Ventures in incubating companies focusing on server, storage and networking technologies. He has consulted as an outsourced CTO for several highly successful entrepreneurial web companies such as Opentable.com, Healthallies.com and Pivia.com. Prior to that, Will leveraged his executive experience at Ticketmaster Online–CitySearch, one of the top web properties where, as VP of Information and Internet Systems, he grew the infrastructure from a small web site to a multi-billion pages-a-day / multi-million transactions-a-month site. Will has 10 years prior experience with Concentric Network Corporation (now XO Communications), MBNA Bank, and Texas Instruments, managing complex open systems and networks. He holds a Bachelor of Science Degree in Computer Engineering from the University of Louisville.

***Jon Mellon, Senior Vice President of Worldwide Sales***

Jon brings over two decades of top-level sales management experience in the storage and information management industries. He was most recently Vice President of North American Sales at Akamai Technologies, where he grew revenue by more than 25% in 2004 and was part of the leadership team that drove the turnaround of Akamai's business from the Internet downturn of 2001. During his tenure at Akamai, more than \$1 billion of additional market value was created for Akamai shareholders. Prior to Akamai, Mellon spent four years at EMC in a number of sales management roles before being named General Manager of EMC's Global Outsourcing Division. He started his career at NCR Corporation and served in a variety of management positions in finance, operations and sales. Jon holds a BS in Business Analysis & Finance from Indiana University and an MBA from the University of Dayton in Dayton, Ohio.

***Priyan Guneratne, Vice President of Engineering***

Priyan brings more than 20 years of engineering management experience and more than 14 years of executive management experience in the storage industry. As Vice President of Engineering and Operations at Storage Engine, he was instrumental in leading the development of several high-end storage products as well as negotiating key OEM deals with major customers. He also started their manufacturing operations and took the company towards ISO 9000 certification in less than a year. Prior to Storage Engine, Priyan worked at E-Systems (a Raytheon Company) where he held positions of Program Manager and Engineering Manager of several electronic weapons programs. Prior to working at E-Systems, Priyan held various engineering positions at Raytheon and Unisys. Priyan holds an MBA and a BSEE from the University of Minnesota.

***Roger Archibald, Senior Vice President of Marketing and Business Development***

Roger has more 29 years of experience in research and development, marketing and management in high tech. Before joining COPAN Systems, he consulted with several IT startups and small companies, such as STORServer, to develop strategies and business plans. Roger also held Vice President and General Manager positions at Hewlett Packard, Compaq, and StorageTek. While at HP, Roger was part of the team that was able to merge the HP and Compaq product offering into a single integrated offering, while maintaining and growing the market share. Additionally, early in his career, he played a key role in the development and introduction of the HP LaserJet printer. As the VP and GM of Enterprise Storage Arrays at Compaq, Roger had worldwide responsibility of the Compaq StorageWorks storage solutions, and during this time, Compaq became the largest storage provider in the world. Roger is a graduate of Brigham Young University with a B.S. and M.S. in Engineering and an MBA from Boise State University.

***Clive James, Vice President of Europe, Middle East and Africa Sales***

Clive's career encompasses several decades of growth in technology companies. Clive joined COPAN Systems after generating over 25% of Hitachi Data Systems global revenues as the Executive Vice President and General Manager. He has been recognized numerous times for his superior achievements including several Hitachi Leadership Awards, the NAS Non-Pareil Award for Outstanding Product Marketing, and the Storage Technology Worldwide Outstanding Employee for his key actions in the early sales successes that launched the company in the United Kingdom. Clive has been an active proponent of moving technology forward. His experience includes a position as Chief Programmer with Calor Group, in which he eliminated the need for punch card technology for the company.

***Greg Cornfield, Vice President of Asia Pacific Sales***

With a career focus on diverse international markets, Greg Cornfield brings over 25 years experience to COPAN Systems. Greg was an Executive Committee member for Hitachi Data Systems, and a key decision maker in the global growth of Hitachi. He had full P&L responsibility for the Asia Pacific and International Americas division with annual revenues of approximately \$350M in over 20 countries. In his career at Hitachi, Greg specialized in developing new markets, such as China, Korea, India, Taiwan, Malaysia and Thailand. He also launched an enhanced Global Account team that increased revenues over 100% in 18 months. Prior to his success at Hitachi, Greg was an IT Director at a large service provider in Australia and spent nine years with IBM in the United Kingdom and Australia.

***Morrie Nelson, Vice President of Worldwide Channel Sales***

Morrie has 23 years of experience, primarily focused on storage hardware platforms, channel sales and development of large reseller accounts, and direct sales to end users. Prior to coming to COPAN Systems, most recently, Morrie was VP of Sales of The Americas for Overland Storage, where he was responsible for all branded channel sales in the U.S., Canada, and Latin America, and grew the company's business by over 50% during his tenure there. Formerly Sr. Director of Commercial and Channel Sales for DataDirect Networks, he built Sales and Engineering teams in various regions, and re-introduced the company into oil and gas markets. He has also held various sales and channel sales management positions for Quantum/ATL, Network Appliance, Boca Research, Zenith Data Systems, and Toshiba America Computer Systems Division. Morrie holds a BS in Business Administration (with a Minor in Finance), Louisiana State University.