



SAAR GILLAI
Advanced Technology Group
HP Networking

HEWLETT-PACKARD COMPANY

Saar Gillai leads the Advanced Technology Group (ATG) for HP Networking.

Prior to joining HP, Gillai was senior vice president of Worldwide Products and Solutions for 3Com Corporation. With more than 20 years of networking experience, he was responsible for defining the company's long-term vision for product lines and solutions, including roadmaps, pricing and positioning, and requirements.

Before 3Com, Gillai was senior vice president of Product Development and Operations for Enfora, a leading global supplier of intelligent wireless networking solutions. He was responsible for scaling development activities and operational processes, as well as guiding the company's technology direction to support global expansion. Under Gillai's leadership, Enfora instituted operational discipline to help grow the business profitably and improve its market share. He joined Enfora from Tropos Networks, where he was vice president of Engineering and Product Management.

Gillai also spent seven years at Cisco in a variety of leadership positions, including vice president of Engineering for the Wireless Networking business unit. He played a key role in building Cisco's enterprise WLAN product line to the No. 1 position in the market as it developed and shipped more than \$1.5 billion in products during his tenure. Gillai also held key management positions in product development for the Desktop Switching business unit and the Multiservice Switching business unit, where he worked closely with major service providers on next-generation network architectures. He previously worked at Newbridge Networks as well as several startup companies.