

## Executive Biographies

### Kevin Johnson, Chief Executive Officer



Kevin Johnson joined Juniper Networks in September of 2008 as Chief Executive Officer and a member of the board. Mr. Johnson has been appointed by the President of the United States of America to serve on the National Security Telecommunications Advisory Committee (NSTAC). Prior to joining Juniper, Mr. Johnson spent 16 years at Microsoft, most recently as President of the Platforms and Services Division, an organization of more than 14,000 employees with responsibility for product development, marketing and strategy for the Windows and Online Services businesses. Under his leadership, the division achieved record-breaking results with more than \$20 billion in revenue in fiscal year 2008. In addition, Mr. Johnson focused on building Microsoft's position as an industry leader in online advertising and evolving its "software + services" strategy. He worked globally with small- to medium-sized businesses as well as large consumer, service provider and enterprise customers. Prior to that role, Mr. Johnson served as Group Vice President of Microsoft's worldwide sales, marketing and services organizations and also oversaw corporate operations and IT functions that supported the work of Microsoft employees around the world. He started his career as a software developer and worked in IBM's systems integration and consulting business. He earned a bachelor's degree in business administration from New Mexico State University. He served as a founding member of the board of directors of NPower, a nonprofit organization that helps other nonprofits use technology to expand the reach and impact of their work, and as a member of the Western Region Board of Advisors of Catalyst, a nonprofit organization dedicated to women's career advancement.

### Pradeep Sindhu, Vice Chairman, Chief Technical Officer and Founder



Pradeep Sindhu founded Juniper Networks in February 1996 and has held several central roles in shaping the company. He currently serves as Vice Chairman of the Board and Chief Technology Officer, and is responsible for the company's technical roadmap as well as day-to-day design and development of future products. He served as Chairman and Chief Executive Officer for eight months when he founded the company. During that time, he played a central role in the architecture, design and development of the M40 router. Before founding Juniper Networks, Dr. Sindhu was a Principal Scientist and Distinguished Engineer at the Computer Science Lab at Xerox's Palo Alto Research Center (PARC), where he worked on design tools for VLSI and high-speed interconnects for shared-memory multiprocessors. His key roles in the architecture, design and development of these machines led to the commercial development of Sun Microsystems' first high-performance multiprocessor system family, which included the SS1000 and SS2000. He holds a bachelor's degree in electrical engineering from the Indian Institute of Technology in Kanpur, as well as a master's degree in the same discipline from the University of Hawaii. In addition, Dr. Sindhu holds both a master's and a doctorate degree in computer science from Carnegie Mellon University.

## **Robyn Denholm, Executive Vice President and Chief Financial Officer**



Robyn Denholm is responsible for the company's finance, planning, real estate, information technology, business process re-engineering, field operations, investor relations and internal audit functions. She also oversees the company's operational excellence programs, partnering with the executive team to ensure a uniform, efficient and scalable infrastructure for all of Juniper Networks. Ms. Denholm joined Juniper from Sun Microsystems, where she served as Senior Vice President, Corporate Strategic Planning. In that role, she was responsible for Sun's corporate operating system and the global sales and service administration function. She also led Sun's business transformation initiative. Ms. Denholm joined Sun in 1996 and served in executive assignments that included: Senior Vice President of Finance; Vice President and Corporate Controller (Chief Accounting Officer); Vice President of Finance; Director of Service Division; and Shared Financial Services APAC and Controller, Australia/New Zealand. Prior to joining Sun, Ms. Denholm served at Toyota Motor Corporation Australia for seven years and at Arthur Andersen and Company for five years in various finance assignments. She is a Fellow of the Institute of Chartered Accountants of Australia. Ms. Denholm holds a bachelor's degree in economics from the University of Sydney and a master's degree in commerce from the University of New South Wales.

## **John Morris, Executive Vice President, Worldwide Field Operations**



John Morris joined Juniper Networks from San Francisco-based Pay By Touch, a pioneer of biometric payments, where he served as President and Chief Executive Officer. Mr. Morris joined Pay By Touch following a 23-year career with IBM, during which he served in a range of executive assignments, most recently as Vice President and General Manager of the Distribution Sector in the Americas region. In this position, he had responsibility for a revenue budget in excess of \$4 billion and served clients across the Americas in the retail, consumer goods, airline, hotel, shipping and gaming industries. Mr. Morris' background at IBM also includes serving on IBM's Global Marketing Council, as well as extensive experience in the Asian theater, including serving as Vice President and General Manager of the Distribution Sector for Asia Pacific, based in Tokyo, Japan. Prior to that role, Mr. Morris was the Director of Strategy in Asia Pacific, responsible for the overall strategy, marketing, sales and support. He serves as Vice Chairman on the Board of Directors for ANMSOFT, a private information technology service company headquartered in Mumbai, India, and as a member of the Advisory Board for Smart Technology Services, a private information technology services company based in Chicago, Illinois.

## **Lauren Flaherty, Executive Vice President and Chief Marketing Officer**



Lauren Flaherty oversees the full breadth of global marketing activities at Juniper Networks. Prior to joining Juniper, Ms. Flaherty served as Chief Marketing Officer of Nortel Networks from 2006–2008. While at Nortel, she created a fully integrated marketing function that represented all lines of business, and created Nortel's first Global Marketing Board, which enabled the development of marketing investments that were fully aligned to sales and the company's strategic objectives. Ms. Flaherty also led many of Nortel's strategic business initiatives, including the company's first global Enterprise campaign, leadership of the company's green marketing initiatives and its bids for sponsorship of the Vancouver 2010 and London 2012 Olympic Games. Prior to Nortel, Ms. Flaherty spent 26 years at IBM in a variety of product marketing leadership positions, including software and servers. She also led many company-wide initiatives, such as Solutions for a small planet, e-business, on demand business and marketing targeting key segments for small-and-medium businesses (SMBs). Ms. Flaherty has been recognized three times by *BtoB* magazine as one of the "World's Best Marketers," and was named to the Women's Executive Network Top 100 in 2007 and 2008.

### **Kim Perdikou, Executive Vice President and General Manager, Infrastructure Products Group**



Kim Perdikou joined Juniper Networks in August 2000 and serves as Executive Vice President and General Manager of the Infrastructure Products Group (IPG). She is responsible for driving IPG's strategy, innovation and product development. Prior to this role, Ms. Perdikou served as Juniper's Chief Information Officer for five years, driving the company's global information systems strategy. Before joining Juniper Networks, she was Chief Information Officer at Women.com, where she built the IT infrastructure and sales operations function. Ms. Perdikou was also Vice President of Global Networks at *Reader's Digest* for six years and held leadership positions at both Knight Ridder and Dun & Bradstreet. She holds a bachelor's degree in computing science and operational research from the University of Paisley in Scotland, and two master's degrees: one in education from Jordanhill College in Glasgow, Scotland, and a second in information systems from Pace University in New York.

### **Mark Bauhaus, Executive Vice President and General Manager, Service Layer Technologies Business Group**



Mark Bauhaus joined Juniper Networks in September of 2007 as Executive Vice President and General Manager of the Service Layer Technologies (SLT) Business Group. He is responsible for the strategy, execution and innovation of the company's security, application acceleration, Unified Access Control and enterprise routing product lines. Before coming to Juniper, he established Bauhaus Productions Consulting after serving for 20 years at Sun Microsystems in a range of executive level assignments, most recently in the position of Senior Vice President of Service-Oriented Architecture Software. In that role, Mr. Bauhaus led one of the fastest growing software segments at Sun, managing acquired SeeBeyond Inc., as well as Sun's identity management, infrastructure and web services software operations. Prior to that, he was Senior Vice President, Java Web Services, responsible for Sun's enterprise software business, and Vice President and Founder, Global Dot-Com, which delivered high-end software architectural consulting services. Mr. Bauhaus started his career as an environmental engineer for Hewlett-Packard, and holds a bachelor's degree in business management and environmental systems analysis from the University of California at Davis.

### **Hitesh Sheth, Executive Vice President and General Manager, Ethernet Platforms Business Group**



Hitesh Sheth joined Juniper Networks in May 2005, bringing almost 20 years of industry experience to the company. As Executive Vice President and General Manager of the Ethernet Platforms Business Group (EPBG), he has overall responsibility for driving the Ethernet switching business for Juniper. Mr. Sheth previously led the Service Layer Technologies (SLT) Business Group at Juniper. He joined Juniper Networks from Cisco Systems, where he led the initiative to establish Cisco in the metro Ethernet market. Under his leadership, revenue for the metro Ethernet business more than tripled in a four-year period, and Cisco secured the number one market share position. During his seven-year tenure at Cisco, he held a number of senior management positions in general management, marketing and business development. Prior to joining Cisco, Mr. Sheth held executive and engineering management positions at Liberate Technologies, Oracle Corporation and the Santa Cruz Operation (SCO). He holds a Bachelor of Arts in Computer Science from The University of Texas at Austin.

## Mike Rose, Executive Vice President of Service, Support and Operations



Mike Rose joined Juniper Networks in November 2008 as Executive Vice President of Service, Support and Operations. Mr. Rose also served on the Board of Directors of Juniper Networks from July 2007 until November 2008. Most recently, Mr. Rose was Senior Vice President and Chief Information Officer for Royal Dutch Shell, a major energy enterprise. At Shell, he led a 10,000 person service and IT group. Prior to Shell, Mr. Rose had a 23-year career at Hewlett-Packard (HP) in roles across finance, IT and field operations. He became HP's Chief Information Officer in 1997 and was named an HP Vice President. In 2000, he was elected an Officer by the Board of Directors of HP. Mr. Rose holds a bachelor's in economics from the State University of New York at Geneseo. Mr. Rose also serves on the Advisory Board of SQLstream.

## David Yen, Executive Vice President, Emerging Technologies



David Yen, Ph.D., serves as Executive Vice President of the Data Center Business Group (DCBG) for Juniper Networks. Dr. Yen came to Juniper from Sun Microsystems, Inc., where he served in a broad range of executive assignments during his nearly 20-year tenure. In the '90s, his team developed Sun's first- and second-generation multi-CPU SMP servers, which transformed Sun from a workstation company to a leading enterprise server company. After Dr. Yen took over Sun's Microelectronics group in 2001, he turned around Sun's declining SPARC business by focusing on execution and innovation. His group introduced the industry's first 8-core, 32-thread general-purpose processor in 2005 and developed it into a multi-billion dollar business. He also managed Sun's storage business for one year. Prior to joining Sun in 1988, Dr. Yen was co-Founder of Cydrome, Inc., a mini-supercomputer start-up. He also served in engineering roles at IBM Research and TRW, Inc. Dr. Yen earned a bachelor's in electrical engineering from the National Taiwan University in 1973, and received an MS and Ph.D. in electrical and computer engineering from the University of Illinois at Urbana-Champaign in 1980. He also completed a General Management Program at Stanford Business School in 1993. Dr. Yen holds three U.S. patents.

# Technical Breakout Speaker Biographies

## Transforming Carrier Ethernet

### **Manoj Leelanivas, Senior Vice President and General Manager, Edge and Aggregation Business Unit**



As Senior Vice President and General Manager of the Edge and Aggregation Business Unit (EABU), Manoj Leelanivas is responsible for the P&L for a portfolio of Juniper Networks routers, including the M, MX, and E Series families, which sell to both service provider and enterprise segments. Prior to this role, Mr. Leelanivas was the Vice President of Product Line Management and Marketing within the Infrastructure Products Group (IPG), responsible for the core, edge and aggregation router product lines, as well as Vice President of Engineering, IPG, responsible for JUNOS® software development. During his eight years at Juniper Networks, Mr. Leelanivas has also led various engineering, product management and marketing groups. Prior to Juniper, Mr. Leelanivas was at Cisco Systems for seven years, where he was involved in various initiatives in routing and voice technologies. Mr. Leelanivas holds a Master of Science in computer science from the University of Kentucky, Lexington, and is a graduate of the Stanford Executive Program.

## The Virtualized Multiservice Core

### **Opher Kahane, Senior Vice President and General Manager, High End Systems Business Unit**



In his role as Senior Vice President and General Manager at Juniper Networks, Opher Kahane oversees the company's High End Systems business, including Juniper's T Series core routing platforms. Mr. Kahane's responsibilities include leading the business unit strategy and execution, including its P&L. Prior to this role, Mr. Kahane was Vice President of Corporate Development for the Service Provider Business, overseeing the company's strategic partnerships, venture investments and M&A evaluations in the service provider network infrastructure space. Before this, he served as Vice President of VoIP Strategy, driving corporate-wide VoIP strategy. Mr. Kahane joined Juniper in May 2005 as part of the acquisition of Kagoor Networks, where he was the Chief Executive Officer, Chairman and co-Founder, and the key driver behind the session border control market. Prior to founding Kagoor, Mr. Kahane served as Vice President of Strategic Planning & Global Alliances of VocalTec Communications (NASDAQ: VOCL) where he also held various senior engineering management positions. At VocalTec, he conceived the industry's first VoIP media gateway and the industry's first VoIP Softswitch. Prior to VocalTec, Mr. Kahane was the co-Chief Executive Officer and co-Founder of ClassX Inc., which pioneered the VoIP industry in 1993 by developing the first commercial VoIP product: the InternetPhone. ClassX was acquired by VocalTec in 1993, which went public on NASDAQ in 1996. Prior to ClassX, Mr. Kahane served for six years as a captain in the Israeli Intelligence Core, where he led development of mission critical communications intelligence systems. As one of the founding pioneers of the VoIP industry, Mr. Kahane brings more than 19 years of experience in the telecommunications and software industry.


Mr. Kahane holds a Bachelor of Science with honors in computer science and mathematics from Tel Aviv University.

## **Security**

### **Stephen Singh, Vice President Segment Marketing**

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|  | <p>Stephen Singh has more than 17 years of experience leading global IT organizations, engineering and professional service operations. At Juniper, he is responsible for service provider and enterprise solutions initiatives, while leading the development of new technology and effective strategic partnerships to complement Juniper's value propositions and market execution.</p> <p>Prior to Juniper, Mr. Singh was Vice President of Enterprise Architecture and Chief Architect at Fidelity Investments, where he led global initiatives that helped create competitive advantages through the use of emerging technologies in the following areas: Next Generation Data Centers, Networking, Enterprise Security, Wireless Mobility and Multi-media Services. Also, Mr. Singh served as the Vice President of Internet Security, Engineering and Operations, delivering secure and highly reliable customer-facing services with in Fidelity's E-business channel. His previous experience also includes senior management roles at CoSine Communications and SBC Communications.</p> <p>Mr. Singh holds a Bachelor of Science in computer science and applied mathematics from the University of Rochester, in addition to executive studies at MIT's Sloan School of Management. Mr. Singh has multiple patents pending around VoIP Security, Multi-modal Mobile messaging, Mobile Service Provisioning and Real Time Fraud Detection/Prevention.</p> |
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### **Raghu Subramanian, Senior Director of Strategy and Planning, Service Layer Technologies Business Group**

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|  | <p>Raghu Subramanian is responsible for Strategy and Planning in the Service Layer Technologies Business Group. Prior to that role, he evangelized Juniper Networks products to channel partners, and served as a Product Manager for the M7i/M10i routers, which he helped launch and grow to a \$100M/year product line.</p> <p>Previously, Mr. Subramanian has been a chip designer at Hewlett Packard company and an engineering manager at Integrated Telecom, a start-up acquired by PMC-Sierra</p> <p>Mr. Subramanian has an MBA from the MIT Sloan School of Management, a Ph.D. in Computer Science from the University of California at Irvine and a B.Tech. in Electrical Engineering from the Indian Institute of Technology at Kanpur.</p> |
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## **Data Center Evolution**

### **Michael Banic, Vice President of Product Marketing, Ethernet Platforms Business Group**



With more than 20 years of experience in the networking industry, Michael Banic brings a practical understanding of how technology can solve business problems to his position as Vice President of Marketing at Juniper Networks, where he leads the go-to-market efforts for the Ethernet Platforms Business Group. Mr. Banic joined Juniper from Peribit Networks, where he led the company's corporate communications, product and channel marketing, Web and e-marketing, and lead-generation programs as Vice President of Corporate Marketing. Peribit was acquired by Juniper in July 2005.

Prior to Peribit, Mr. Banic was Vice President of Marketing at Trapeze Networks, a wireless network infrastructure manufacturer. He also served as Director of Product Management at storage networking firm Rhapsody Networks, which was acquired by Brocade Communications in 2002.

Before joining Rhapsody, Mr. Banic was Product Line Manager at Extreme Networks, where he managed the introduction and product lifecycle for the full line of Summit stackable and the Alpine and BlackDiamond chassis-based switches. Prior to Extreme, Mr. Banic was a Product Manager at 3Com Corp for Ethernet switching. He has also held systems engineering positions at Synernetics, Fibercom and Artel Communications. Mr. Banic holds a BSEE from Worcester Polytechnic Institute in Massachusetts.

### **Andy Ingram, Vice President of Product Marketing and Business Development, Data Center Business Group**



Andy Ingram has more than 25 years of experience bringing ground-breaking technology to the high-tech industry. In his current role at Juniper Networks, he is responsible for driving the marketing and go-to-market strategies for Juniper's Data Center Business Group. Mr. Ingram joined Juniper in October 2008 from IGT, where he was the Senior Vice President of Network Systems. Prior to IGT, Mr. Ingram held various senior management positions at Sun Microsystems, Hewlett Packard, Cray Research and Sequent Computers, involved in the marketing and sales of servers, storage, system software, security products and application software. Mr. Ingram holds an MBA from the Anderson School at UCLA, a bachelor's degree from the University of Colorado and a CPA license in California.

## **Power of One – Our Strategy for Growth and Profitability**

### **R.K. Anand, Senior Vice President, Foundation Technologies**



R.K. Anand is Senior Vice President of Foundation Technologies at Juniper Networks. In this role he leads the strategy and development of critical technology leveraged by all the business units. These include the company-wide silicon efforts, unified network management and JUNOS® software, the operating system driving Juniper's competitive differentiation. Mr. Anand was one of Juniper's first employees, joining the company in 1996 as an ASIC designer and then taking on subsequent management roles, including Vice President of Hardware Engineering for the Infrastructure Products Group (IPG). Between 2004 and 2006, he took time away from Juniper to found Xsigo Systems, a Kleiner Perkins and Greylock Ventures funded start-up, where he served as Vice President of Engineering. Prior to joining Juniper, Mr. Anand held engineering and management responsibilities in the microprocessor division at Sun Microsystems. He holds a Master of Science in computer engineering from Syracuse University.

### **Craig Bardenheuer, Vice President, Open IP Business**



In his current role at Juniper Networks, Craig Bardenheuer is responsible for the company's Open IP Business, which operates as the company's focal point for partnership-based co-development initiatives, such as Juniper's Partner Solution Development Platform (PSDP). Prior to running the Open IP Business, Mr. Bardenheuer was Senior Director of Product Line Management responsible for JUNOS® software and JUNOSe operating systems, Network Management and Service Management.

Mr. Bardenheuer joined Juniper Networks in 2002 as a Director of Product Line Management for Network and Service Management. Prior to Juniper, he held product management, program management and engineering positions with Unisphere Networks, PictureTel Corporation, Hewlett Packard, Apollo Computer and Texas Instruments.

Mr. Bardenheuer holds a Bachelor of Science in computer science and electrical engineering from the University of Connecticut and a master's degree in business administration from Hardin-Simmons University.

### **Triveni Digital**

#### **Mark F. Simpson, President and Chief Executive Officer, Triveni Digital**

Mark F. Simpson, President and Chief Executive Officer of Triveni Digital, was founding President of the company in 1997 (formerly LG Electronics Research Center of America), and has extensive experience building and leading teams to develop cutting-edge embedded systems and imaging products. Triveni Digital has been an industry leader in the development of systems technology for advanced television, including Java TV, mobile television, guide systems, content distribution systems and quality assurance solutions. Prior to Triveni Digital, Mr. Simpson was Director of the Seattle Advanced Technology Group for Adobe Systems. Prior to Adobe, he led the Network LaserWriter development team for Apple Computer, which launched Apple's innovative Color LaserWriter in 1995, and before that was an engineering manager at Xerox where he led the imaging team for Xerox's highly successful Docutech product line. Mr. Simpson holds a Ph.D. in mathematics and a Master of Science in computer science from Cornell University.