



Ben C. Barnes

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Hewlett-Packard Company

Ben C. Barnes leads the Business Intelligence Group, a strategic segment in HP Software's Business Information Optimization unit, established to help customers optimize information for improved business outcomes. The unit delivers powerful business intelligence capabilities, including HP Neoview, an enterprise-class data-warehousing platform based on industry-standard technology. With more than 30 years of experience in the technology industry, Barnes leads an HP-wide team spanning engineering, services, alliances, sales and marketing.

Before joining HP, Barnes was chief executive officer of three Silicon Valley companies, including ActivIdentity, a global provider of digital identity assurance solutions with more than 10 million users. He was chief executive officer and president of Intraspect Software, a leader in solutions to enhance collaborative business processes. He was also chief executive officer and president of Sagent Technology, a provider of business intelligence enterprise software.

Previously, Barnes was general manager of IBM's Global Business Intelligence Solutions Division, which generated more than \$1 billion in sales directly and drove an additional \$3 billion in sales throughout IBM annually. He was a member of IBM's Senior Management Group, the top one percent of IBM executives worldwide. Earlier in his career, Barnes was general manager for marketing at Teradata. He also worked in management for Unisys Corp. and Burroughs Corp.

Barnes graduated from Georgia State University with a bachelor of business administration, marketing/accounting. He sits on the board of director of the following organizations: InStranet, a privately held enterprise knowledge management software company; Polivec, a privately held enterprise compliance and corporate governance software company; and the Information Technology Association of America, the nation's leading IT trade association.

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