



Executive Biography

Saar Gillai

Vice President, Advanced Technology Group, and Chief Technology Officer, Networking
Hewlett-Packard Company



Saar Gillai is vice president of HP's Advanced Technology Group and chief technical officer for HP Networking. In this role, Gillai is responsible for developing the technology vision and strategy for HP Networking.

Gillai brings more than 20 years of product, strategy and business leadership experience in the networking industry. Prior to joining HP, Gillai was senior vice president of Worldwide Products and Solutions for 3Com. His responsibilities encompassed global product management, marketing, strategy and vision for all product lines and solutions. In this role, Gillai helped increase 3Com's shareholder value by more than 350 percent in 18 months.

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 the company's capabilities across product, operations and IT groups. Under Gillai's leadership, Enfora instituted operational discipline to help grow the business to profitability and improved its market share.

Gillai also spent seven years at Cisco Systems 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 Cisco's Desktop Switching business unit and the Multiservice Switching business unit, where he worked closely with major service providers on next-generation network architectures.

