



## Executive Biography

# Saar Gillai

Senior Vice President & General Manager NFV and  
Global Leader Telecommunications Business  
Hewlett-Packard Company

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Saar Gillai is the senior vice president and general manager of HP's Network Functions Virtualization (NFV) business unit, leading all aspects of HP's NFV business. He is also the Global Leader of the Telecommunications Business and is responsible for HP's overall Telco strategy. Saar has over 20 years of experience and expertise in building innovative products and businesses from inception to successful, multi-billion dollar operations.

Prior to joining NFV, Saar served as senior vice president and chief operating officer of HP Cloud and played a vital role in aggressively driving and growing HP's cloud effort into a full business unit and to the number one market position in private cloud. He was also instrumental in the development of the Helion cloud portfolio, as well as HP's growth to the number one position in the OpenStack community.

Saar also served as vice president and general manager of Cloud Networking and led the development, marketing and sales of HP Networking products and solutions for the cloud. He served as chief technology officer of HP Networking, with responsibility for the development of the technology, vision, and strategy for networking. In this role, Saar pioneered the concept and implementation for software defined networking (SDN) in products such as HP Virtual Application Networks.

Previously, Saar was senior vice president of worldwide products and solutions for 3Com, and responsible for defining the company's roadmaps and long-term vision for product lines and solutions. He was a key architect in the reboot of 3Com into the enterprise space and led HP's acquisition of 3Com.

Saar has held executive positions at Tropos Networks and Enfora, two startups focused on Wireless Mesh and M2M / IOT; and spent seven years at Cisco Systems in a variety of leadership positions, including vice president of engineering for the Wireless Networking BU.