

Charles H. Giancarlo

Chairman & Chief Executive Officer



Charles Giancarlo is a highly regarded technology veteran with four decades of experience in the technology industry. As CEO of Pure Storage and senior executive at Cisco Systems for 15 years, Giancarlo has been named *CEO Monthly Magazine's* "CEO of the Year" and ranked among *Network World's* "Top 50 Most Powerful People in Networking" for four consecutive years.

In addition, under Charles' leadership, for five years in a row, Pure Storage has been named as a *Fortune Magazine's* Best Workplace in multiple categories, named a Most Loved Workplace by *Newsweek*, and recognized as one of the top 100 Bay Area Corporate Philanthropists by the *San Francisco Business Times*.

Giancarlo is currently CEO of Pure Storage, Inc. Pure Storage is the inventor and leader in enterprise flash storage systems. One of the fastest-growing enterprise IT companies in history, Pure Storage enables customers to quickly adopt next-generation technologies, including artificial intelligence and machine learning, to help maximize the value of their data for competitive advantage. Pure Storage today can satisfy all of an enterprise's storage needs, from the most cost-sensitive to the highest performance, with a single, consolidated flash operating environment and a cloud operating model that requires one-tenth the space, power, cooling, and labor of traditional magnetic disk-based systems.

Prior to Pure Storage, from 2008 to 2013, Giancarlo was a Managing Director of Silver Lake Partners, the world's largest technology investor where he was also head of value creation, managing a group of executives that work to improve the operations of the firm's portfolio companies and management teams. At Silver Lake, Giancarlo co-led Silver Lake's acquisition of Skype from eBay and operated as Executive Chairman of Skype during its revival and eventual sale to Microsoft. He also operated as interim CEO of Avaya.

Prior to Silver Lake, Giancarlo was second in command at Cisco Systems. Giancarlo came to Cisco in 1994 when it acquired Kalpana Networks, where Giancarlo was Chief Product Officer. Kalpana invented and marketed the world's first Ethernet switch. Giancarlo held a succession of positions at Cisco Systems from 1994 to 2007. His last position was Executive Vice President, CTO, and Chief Development Officer of Cisco. In this role, he led all of Cisco's product development and product management activities, including all product and market strategy. He led over 30,000 employees, including over 24,000 development engineers, representing more than half of all Cisco employees and almost \$40 billion of product sales.

During his career at Cisco, Giancarlo played a leadership role in all of the company's major customer segments, including the commercial, service provider, enterprise, and consumer businesses, and in the development and execution of Cisco's business strategies for these important customer segments. Giancarlo was also responsible for the creation of many of Cisco's product lines and businesses, including Ethernet switching, security, unified communications, wireless networking, digital video and



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TelePresence, consumer networking, and Cisco's initial channel strategy. Additionally, Giancarlo established a process for the consistent development of new businesses within Cisco.

Giancarlo is best known for his groundbreaking work in developing new technologies and markets. He was the driving force behind the creation and success of many common technologies in use today, including Asynchronous Transfer Mode (ATM) switching, Ethernet switching, network security, load balancing, Wi-Fi, voice over IP and IP telephony, network access control, and TelePresence. With TelePresence as a typical example, Giancarlo conceptualized the product, formed the engineering and marketing teams, and led the development of the product and go-to-market strategy behind its successful growth.

Giancarlo holds a bachelor's degree in electrical engineering from Brown University where he served as a trustee, an MSEE from the University of California at Berkeley where he serves on the board of advisors, and a master's in business administration from Harvard Business School. He has served on the boards of Accenture, Netflix, ServiceNow, and Avaya, and currently serves on the boards of Arista, Zscaler, and several startup companies.

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