# EXECUTIVE SPEAKERS

### Rowan Trollope
**SVP/GM COLLABORATION TECHNOLOGY**

Rowan Trollope, is Senior Vice President and General Manager of Cisco's Collaboration Technology Group, which develops collaboration solutions. He leads a global team responsible for identifying key market transitions in collaboration and managing future growth, expansion, and continued innovation.

The group's portfolio includes collaboration software, devices, infrastructure, and services that enable video collaboration, unified communications, customer contact centers, conferencing, mobility, and desktop virtualization. This includes such solutions as Cisco TelePresence, Cisco Unified Communications Manager, and Cisco WebEx.

Prior to joining Cisco, Trollope was the group president of the SMB and the Symantec.cloud Business Unit where he lead Symantec's sales, marketing and product development teams in the small and midsized business (SMB) segment as well as Symantec.cloud, the company's Software-as-a-Service (SaaS) business. He was responsible for driving Symantec's SaaS strategy and expanding cloud-based delivery and customer support models across the Symantec technology portfolio with a focus on enabling the company to better serve the SMB customer segment.

In his time at Symantec he was responsible for the Norton line of consumer products, including Norton Internet Security, Norton AntiVirus and Norton 360; and for key enterprise security solutions, including Symantec Security Information Manager and Symantec Enterprise Security Manager. He holds a variety of patents in computer security and operating systems maintenance.

### Bret Hartman
**VICE PRESIDENT AND CHIEF TECHNOLOGY OFFICER**

As Vice President and Chief Technology Officer, Bret Hartman is responsible for defining the corporate security technology strategy for Cisco, as implemented by the Security Business Group.

Mr. Hartman has over thirty years of experience building information security solutions for major enterprises. His expertise includes cloud, virtualization, Service Oriented Architecture (SOA) and Web Services security, policy development and management, and security modeling and analysis. Mr. Hartman has spoken at dozens of security and privacy industry events and is a recognized authority on distributed systems security.

Prior to Cisco, Mr. Hartman was Chief Technology Officer of RSA and an EMC Fellow, where he defined the security technology strategy for EMC. This strategy drove the acquisitions of RSA Security, Network Intelligence, Tablus, Archer, and NetWitness; and the creation of RSA, the Security Division of EMC, now generating $1B of revenue.

Mr. Hartman's previous roles include Director of Technical Services for SOA Appliances at IBM Corporation; Vice President of Technology Solutions at DataPower Technology Inc. (acquired by IBM); Chief Technology Officer at Quadrasis Security (Hitachi Computer Products); Vice President, e-Security Services and Chief Security Architect at Concept Five Technology; President and Co-Founder of BlackWatch Technology Inc; and Director of Information Security at Odyssey Research Associates. Mr. Hartman began his distinguished career as a U.S. Air Force officer assigned to the U.S. National Security Agency.

At the U.S. National Security Agency Mr. Hartman helped to create the "DoD Trusted Computer System Evaluation Criteria" (Orange Book). Mr. Hartman was a co-author of Object Management Group's CORBA Security specification, and co-edited the Security Scenarios document produced by the WS-I Basic Security Profile Working Group. Mr. Hartman also co-authored "Mastering Web Services Security" (Wiley 2003), "Enterprise Security with EJB and CORBA" (Wiley 2001), and US patent 6,807,636: "Methods and Apparatus for Facilitating Security in a Network".

Mr. Hartman holds a B.S. in Computer Science & Engineering from Massachusetts Institute of Technology and an M.S. in Computer Science from the University of Maryland.

### Dominick Delfino
**VP SYSTEMS ENGINEERING**

As the Vice President, Systems Engineering for Global Data Center Sales, Dominick leads a worldwide team of Data Center Consulting System Engineers focusing on customer data center solutions, transformation and innovation through Cisco's strategic technology platforms.

A highly successful thirteen-year Cisco veteran, Dominick has held a number of positions in the Enterprise, Advanced Technology and Architecture organizations. Most recently, he was Senior Director of Systems Engineering leading the Data Center technology team in the Americas. He was instrumental in pioneering Cisco's data center business in the Americas, helping to bring to market many of Cisco's most strategic technologies, including MDS, Nexus, and Unified Computing. Dominick's strong leadership helped to drive tremendous growth, leading the technology team in building Cisco's data center business to a $5B run rate and accelerating Cisco UCS to #2 in x86 blade server market share.

Prior roles included Consulting Systems Engineer in the Global Financial Operation, a group that includes some of Cisco's largest enterprise customers, and generating as much as $500 million in annual revenue for Cisco. While in this position, Dominick consulted with customers on the design and architecture of secure networks, large scale disaster recovery and business continuity, and metro optical networks. Dominick also successfully architected one of the most mission critical disaster recovery networks on Wall Street for the Depository Trust and Clearing Corporation.

Dominick has presented at industry wide conferences, providing expertise regarding network security, data center consolidation, and campus network infrastructures. Dominick has also been cited in various technology publications, including Computer Reseller News.

Dominick plays an active role in youth swimming organizations, volunteering with the USA Swimming and Tarheel Swimming Associations.

Dominick studied engineering at the State University of New York, Farmingdale.

# TECHNICAL SEMINARS SPEAKERS

### Jay Bradford

Jay Bradford is a Cloud Networking Systems Engineer at Cisco. Jay has worked in the IT sector for 14 years including 4 years in network operations with a national Internet Service Provider in Canada. His background includes a broad spectrum of IT related disciplines including system management for Linux, Solaris and Windows platforms along with traditional Cisco hardware. Jay currently works with Cisco's Canadian customers to design cloud based switching, security, wireless and MDM solutions for business networks.

### Dave Zacks

Dave is a Distinguished Systems Engineer with Cisco Systems, based in Canada, and has been with Cisco for over 14 years. Dave works primarily with large, high-performance Enterprise network architectures, designs, and systems. Dave has over 20 years of experience with designing, implementing, and supporting highly available network systems and solutions that have included many diverse network technologies and capabilities, using multiple different topologies. Dave maintains a CCIE certification in Routing and Switching (twelve years and counting!)

### Alok Takkar

Alok Takkar is a Collaboration Consulting System Engineer with Cisco and is based out of Ottawa. Alok focuses on supporting the Federal Government account team in Ottawa along with the account team in the Maritimes. He has been working on Cisco's Collaboration portfolio for the last 7 years of his 9 year tenure at Cisco.

### Jim Scotland

Jim Scotland is a National Pre-Sales Collaboration Consulting Systems Engineer (CSE) in Cisco's Collaboration practice with more than 25 years of experience in Contact Centre, Unified Communications, Customer Interaction platforms and a solid background in designing and implementing end to end Collaboration Solutions from the ground up. Jim combines a consultative / partnering approach when designing tailored solutions in all business verticals for customers varying in size from SMB to Service Provider.

### Chris Atkinson

Chris is a Technical Marketing Engineer within Cisco's Data Center Group specializing in Unified Computing System (UCS). He is an industry veteran that is well versed in virtualization, automation and systems management. Prior to Cisco, Chris was responsible for multiple thousand node system deployments. Chris helped design, implement and manage a 4000+ node UCS deployment developing custom management and reporting software utilizing the UCS XMLAPI. Chris holds a BBA in Computer Information Systems from Georgia State University.

### Jason Shaw

Jason Shaw is a UCS (Unified Computing Systems) Technical Marketing Engineer with Cisco Systems. He currently focuses on systems management and is responsible for educating customers, partners, and field staff on the management benefits of using the Cisco UCS platform in the datacenter.

## Azeem Suleman

Azeem Suleman, Double CCIE #23427, is a Lead Solutions Architect with Cisco Systems in Data Center Virtualization and Cloud Practice team. He has written multiple documents, white papers and technical tips related to Data Center and Security on Cisco Connection Online (CCO). He has represented in Architecture Board and has been designing large scale networks for over a decade now.

Azeem has BS degree in Computer Engineering from SSUET, Pakistan and MS degree from UTA, TX. He has published IEEE Conference publication and has been with Cisco Advanced Services since 2009.

## Harold Ritter

Harold Ritter is a technical leader with Cisco Advanced Services. He is responsible for helping Cisco top tier Service Provider customers to design, implement and troubleshoot routing protocols, multicast and MPLS solutions for both IPv4 and IPv6. He is a regular contributor to CiscoLive, Cisco NetPro and to the CCIE and CCDE programs. He has more than 20 years of experience as a network engineer and has been working with IPv6 since 2003. Harold is a CCIE (#4168) for Routing & Switching and Service Provider.

## Faraz Shamim

Faraz Shamim (CCIE #4131) is a Technical Leader working for the Cisco Advanced Services Central Engineering team in Richardson, Texas.

In his current capacity, Faraz provides technical expertise in the areas of MPLS/VPN, IPv6 and IP Routing solutions, to contribute to AS engagement services on multiple projects for Large Enterprises, Service Providers, Financial and Government Sectors. This role includes supporting and advising clients on all aspects of their network, from design, planning, integration, deployment, and optimization.

Faraz has also been engaged in developing and teaching the Cisco Advanced Training Bootcamps on Advanced IP Routing & IPv6. He has taught the Cisco Bootcamp Courses to many Cisco Engineers globally, several Universities and several customers worldwide. Faraz actively participates in preparing written and lab exams for CCIE & CCDE. He has served as a Routing & Switching CCIE lab proctor in 1998.

Faraz has written several documents, white papers and technical tips for IGPs and BGP on Cisco Connection Online, CCO (www.cisco.com). Faraz is also a co-author of a Cisco press CCIE series book, "Troubleshooting IP Routing Protocols". Faraz holds a Masters degree in Telecommunications from the University of Colorado at Boulder.

Faraz actively speaks at the US and International Conferences like Cisco Live, NANOG and APRICOT on the subject of Link State Protocols, IPv6 & MPLS. Faraz has been with Cisco Systems since 1997 and speaking at Networkers/Cisco Live events worldwide since 2000.

# BREAKOUT SESSION SPEAKERS

### Sylvain Levesque

Sylvain is a Security Consulting Systems Engineer for Cisco Systems in Canada where he provides consulting advice on Cisco security products, architectures and solutions to customers to help them achieve their governance, risk management and compliance goals. He has been working in the IT and security industry for more than 17 years and now focuses on access control and BYOD.

### David Jirku

David Jirku is a 13-year Cisco Canada veteran, and an active 12-year CCIE. In his roles as an SE and TSA, Dave has worked to support both large Service Provider and Enterprise accounts across the country, specializing in in core routing & switching technologies, with a focus on next-generation MPLS, Metro Ethernet and Core Enterprise networks.

### Lila Rousseaux

Lila Rousseaux is a Consulting Systems Engineer in the Enterprise Networking group. She joined Cisco Argentina in 1999 and moved to Canada in 2002. In her roles as an SE and CSE, Lila works with a variety of customers: Service Providers, Enterprise, Partners and Commercial; specializing in core routing & switching technologies. Lila is a Field Advisor for the Cisco routing and switching technology groups. She got her CCIE certification in 2001 and diligently re-certifies every two years! Lila holds a degree in Computer Science from the University of Buenos Aires.
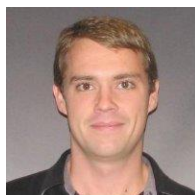
### Jim Florwick

Jim Florwick has over 20 years experience in the design, integration, and maintenance of wired and wireless communications networks. Jim joined Cisco as part of the Cognio acquisition in 2007 is a member of the Technical Marketing Engineering team for Cisco's Wireless Business Unit. At Cisco, Jim has been focused on Radio Resource management (RRM) and CleanAir product development and presently focuses on High Client Density network design and implementation. Prior to Cognio, Jim designed and deployed mission critical networks for many Fortune 500 enterprises and leading organizations through his senior consulting positions at NCR, AT&T and Ventus Networks.

### Johnny Jagroo

Johnny Jagroo has over 15 years of experience providing leadership and innovation in borderless and unified communications technologies for various firms in the corporate and U.

### Matt Robertson

Matt is a Technical Marketing Engineer at Lancope focused on behavior-based detection and analysis of security events. Previously, Matt was a Technical Marketing Engineer in the Security Technology Group at Cisco Systems, where he regularly worked with Cisco's largest customers all over the world developing solutions for advanced threat detection and defines.

### Robert Bouchard

Robert Bouchard is a Collaboration Consulting Systems Engineer (CSE) for Cisco Systems Canada, specializing in TelePresence and Business Video solutions; as a presales technical resource, he has a robust background in Public Sector, Commercial, Service Provider, and Enterprise markets from across the country. With over 10 years of industry experience and a solid background in designing and implementing end to end Collaboration Solutions from the ground up, Robert leverages a consultative approach to match line of business requirements to functional business solutions enabled through technology.

### Shawn Cardinal

Shawn Cardinal is a Collaboration Consulting System Engineer with Cisco Systems Canada and is responsible for providing technical guidance for Cisco Collaboration technologies across Canada. Shawn's 20 years of collaboration field experience has provided him with a wealth of knowledge including deployment and administration of Cisco Collaboration solutions.

### Nicky Kearns

Since March of 2012 Nicky has taken on one of his passions throughout his career, namely video. After fifteen years in various systems engineering roles for Cisco, he has taken on the role of Consulting Systems Engineer for Business Video in Western Canada.

As a Systems Engineer with Cisco since 1997, Nicky lived through many major transitions in the networking industry. He worked in Service Provider, Enterprise, SMB and Partner roles with specialties ranging across multiservice, UC, collaboration, SP voice, security, data centre and video. Before Cisco, he worked as a project manager on large Newbridge and Wellfleet/Bay Networks solutions in major Swiss customers. He also has experience in the terrestrial TV/Radio broadcast, microwave radio, satellite earth station and international transmission (TDM Mux, etc).

In addition he recently presented on WebEx-enabled TelePresence at CiscoLive in Orlando.

### Joseph Bassaly

Joseph Bassaly is a Solution Architect in Cisco's Unified Communications Practice. Joseph is responsible for providing architectural guidance to Cisco customers and partners as well as demonstrating the value proposition of the Unified Communications Architecture as a strategic business enabler. Joseph has spent the last 14 years in unified communications consultancy and architecture, providing many solutions for service providers, enterprises, commercial and federal customers.

### Tony Krueck, Vice President, TELUS Business Solutions Marketing

Tony's vision is to make TELUS the most recommended provider of Integrated Communications Technology in Canada. His passion for growth and innovation has contributed to the successful market delivery of the $2.2 Billion TELUS Business Solutions portfolio.

Tony began his communications career as a member of the United States Air Force and the Wisconsin Air National Guard. Tony is now a twenty year veteran in the communications industry whose proven track record includes key senior leadership roles with Sprint Nextel and TELUS. His exceptional and varied experience includes a number of roles across operations, planning and marketing.

Tony surrounds himself with a solid team of leaders that consistently delivers the strong results that will take TELUS to the next level. Tony's vision, together with his open and transparent leadership style, inspires his team's passion to successfully deliver innovative product solutions to the dynamic and rapidly evolving telecommunications industry.

Tony aspires to challenges and peak performance both professionally and personally. He has climbed Kilimanjaro, enjoys hiking, camping, skiing and participating in triathlons. Tony's passion for community involvement includes chairing the TELUS JDRF Walk for the Cure in Calgary, supporting Ronald MacDonald House, and riding for the cure for cancer. Tony is a proud family man who lives in Calgary with his wife and two young children.

### Simon Vaillancourt

Simon Vaillancourt is a Systems Engineer at Cisco Canada. He holds both Cisco Certified Network Professional and Cisco Certified Design Professional certifications and supports a subset of customers in the GTA area as part of the Cisco Canada Mid-Market Organization. Simon joined Cisco in 2008 through the Cisco Sales Associate Program and has worked in North Carolina, Ottawa and Toronto. He helped establish the Canadian chapter of Cisco's Early in Career Network, and enjoys running, cycling and triathlon in his free time.

### Nadir Lakhani

Nadir Lakhani is a Systems Engineer within the Central Commercial Region in Toronto. His areas of expertise are in Data Center, Virtualization, Routing & Switching, Service Provider and Collaboration technologies. Nadir works with various Mining, Pharmaceutical and Automotive customers, and has been engaged in multiple Data Center POCs. Nadir holds a Masters Degree in Computer Engineering from Wayne State University, Michigan and also has a Bachelors Degree in Electrical Engineering. Nadir is a triple CCIE (Data Center, SP & Collaboration), and the first Data Center CCIE in Canada. Along with CCIEs, he also has VMWare VCP 5, MCP, ACS and OCP certifications.

### Jim Robshaw of Cisco on Cisco

Jim Robshaw serves as IT Director responsible for the US and Canada Theatre. Robshaw is the Business Relationship Manager for IT and the executive responsible for gathering business requirements and structuring long term IT services. Robshaw also spends time with customers sharing best practices and lessons learned around Cloud Computing, Hosted Services, Data Center and Web 2.0 Social Software for the enterprise.

Robshaw has been with Cisco for more than ten years. Most recently he drove the web 2.0 social media software deployment for Cisco IT. Previously he was call center strategist at Linksys after its acquisition by Cisco, where his role involved restructuring the call center environment from a technology and business perspective. Earlier he built a team responsible for implementation and documentation of early deployments of voice and video technologies within Cisco so that Cisco's best practices and lessons learned could be shared with sales account teams and customers. Previously, he led a cross-functional team responsible for deploying the IP Telephony architecture environment within Cisco, converging the company's data and telephony environments while preparing for video applications.

Prior to Cisco, Robshaw spent 12 years at United Parcel Service, where he held various strategic networking management roles and was involved in building the shipping company's large, complex network. Projects he worked on included data center builds, RFID technology, cellular wireless, private Frame Relay networks, and call center applications.

Robshaw holds a bachelor's degree in management and marketing from Felician College and a master's degree in business administration from Centenary College. Robshaw is on the board of directors for Sica Wealth Management and Flat World Hope.

### Alan Bauld

Alan Bauld has been a computer professional for over 25 years. He has been a professional database trainer and course author. Alan has had 18 years of experience with storage systems as they relate directly to database performance.

### Mike Herbert

Mike Herbert is a Principal Engineer with Cisco Systems (Insieme Networks) focusing on Data Center virtualization, automation, compute, storage and switching architectures. Prior to Insieme Networks he worked for the Server and Access Virtualization Technology Group at Cisco Systems on evolving protocol standards, their impact on LAN and SAN design, and the integration of Nexus and UCS as components in Data Centre architectures. He is a Routing and Switching CCIE (CCIE 8479).

### Matt Gillies

Matt has been with Cisco for 13 years, and is a Customer Solutions Architect for Canada. He has over twenty years' experience in the SP industry, covering various NGN, Video, DC and Mobility related technologies. He is actively involved in several industry organizations such as the IETF and NANOG, where he has been focused on IP and MPLS solutions.

In his current capacity, Matt is leading new industry initiatives such as Software Defined Networks, Cloud Computing and the Evolution of the Mobile network as well as communicating Cisco's Vision and Strategy to Service Provider customers.

### Justin Caple

Justin Caple is a Technical Architect and business development specialist in the Cisco Canada Service provider group. Justin has worked across the globe for Cisco with our largest global service providers designing and architecting end-to-end Video solutions. Justin joined Cisco in 2000. During his time at Cisco, Justin has worked a variety of technical roles in Cisco's Service Provider organization with a focus on Video, transport and IP communications technologies. Justin has 15 years of networking and communications experience. He started his career in defense systems, designing propulsion technology and guidance systems. Justin recently moved to Canada and currently resides in Toronto.

### Dan Jerome

Dan Jerome is a Consulting Systems Engineer at Cisco with a specialty in Network Management. Dan joined Cisco in 1999 and is based in Toronto, Canada. He has worked with all of the major service providers in Canada. Prior to joining Cisco, Dan worked as an independent consultant on network management projects with Rogers Cable, Bell Canada and had a brief stint working in Chile. Dan holds a Bachelor of Applied Science degree from the University of Toronto and an MBA from the Schulich School of Business in Toronto.

### Skip Abts

Cisco Technical Marketing Engineer responsible for the technical direction of Cisco Mobile backhaul products. Worked in Service Provider Mobile Networks for over 17 years and directly involved in architecting and deploying the industry's first IP backhaul for mobile networks in 2000. He is an expert in Mobile Architectures and currently a part of the Small Cell Forum. He has been a speaker in various networking forums.

### Nicolas Breton

Nicolas Breton, Cisco Product Manager is responsible for Cisco Carrier Ethernet & Mobile backhaul Access and Pre-Aggregation products management. He is an expert in Service Provider platforms such as Advanced MPLS, Carrier Ethernet and Metro Ethernet ME3000 Series. He is a frequent speaker in various networking forums.

### June Zhen

June Zheng is a Senior Technical Marketing Engineer in Cisco's Service Platform Group.

She has 12 years of experience in the network industry. Her areas of expertise include Routing and Switching, Unified Communication, Virtualization, Network Management and SaaS.

June maintains a CCIE certification in Routing and Switching. She has been a frequent speaker at Cisco conferences since 2006.

### Sean McKeown

Sean McKeown is a Technology Solutions Architect in Cisco's Data Center and Virtualization Sales team where he has a global role designing UCS- and Nexus-based customer solutions for big data deployments running Hadoop, NOSQL databases, and similar massively parallel scale-out applications, as well as traditional enterprise application architectures. As a Cloudera-certified Administrator for Apache Hadoop (CCAH), Sean also works closely with Cisco's internal development teams and external partners to help Cisco tailor its data center solutions for big data environments. Sean joined Cisco from Oracle Corporation, where he was IT Director in their Global IT Service Operations group, managing technical teams supporting Oracle's data center infrastructure services to enable their internal business applications, as well as their external xAAS customer solution offerings.

Sean has 18 years of IT industry experience spanning data center technical sales, production data center management, Unix systems administration, storage management, backup and recovery, ITIL-based change management, and Hadoop, HBase and Oracle database administration. Sean has a M.S. in astrophysics from Northwestern University and a B.S. in physics from Georgetown University.

Sean lives in Manitou Springs, CO with his wife and two children, and enjoys mountain biking, rock climbing, snowboarding, scuba diving, and amateur astronomy.

### Derick Linegar

Derick Linegar joined Cisco Systems Canada Co. in 1993 and has more than 20 years of experience in the data communications industry. Mr. Linegar's specific expertise includes large-scale IP networks, broadband fixed and mobile wireless solutions, packet telephony networks, IP routing protocols and IP related security solutions. Mr. Linegar is currently focusing on 3G, LTE, Small Cell and WiFi related solutions for mobile operators in Canada.

Prior to joining Cisco, Mr. Linegar worked for Bell Northern Research in their Data Packet Division and IS/IT Division for 5 years.

In addition to being a Cisco Certified Internetwork Expert (CCIE), Mr. Linegar holds a Bachelor of Science with Honours in Computer Science from Memorial University of Newfoundland.

Originally from Curacao, Netherlands Antilles, Mr. Linegar currently lives in Toronto. Canada, with his wife and two sons.

### Chris Johnson

Chris Johnson is a Technology Solutions Architect on the Worldwide Sales Team for Hosted Collaboration Solutions for Cisco Systems. Chris works with a variety of service providers, partners and end customers to define, design and deploy hosted collaboration solutions. Chris joined Cisco in 2000. During his time at Cisco, Chris has worked a variety of technical roles in Cisco's Service Provider organisation with a focus on voice technologies and managed/hosted services. Chris has 20 years of networking and communications experience. He started his career in aerospace working for McDonnell Douglas and United Airlines as an engineer working on cockpit and cabin communication systems. Prior to joining Cisco, Chris worked for US WEST Advanced Technologies working on VoIP, Call Centre and Voicemail/Unified Messaging technologies. Chris has a BSEE from South Dakota State University and MS in Telecommunications from the University of Colorado.

## Peter Stavropoulos, President and Chief Executive Officer, FlexITy

Recently recognized as a finalist for the Ernst & Young's Entrepreneur of the Year 2013, Peter Stavropoulos has helped thousands of companies solve their most pressing challenges through the use of technology. Mr. Stavropoulos has more than eighteen years of sales, product and executive management experience in the mission critical and integrated technologies including Communications, Systems Storage, and Managed Services.

With the goal of establishing FlexITy as one of North America's leading technology providers, Mr. Stavropoulos has sharpened FlexITy's focus and concentrated its investments on three longterm growth opportunities: next-generation enterprise data centre architecture and services; technologies for always connected workers (Collaboration); and a broad transition from on-premises to managed Cloud services across commercial and enterprise markets via the innovative FlexTEL offering – Unified Communications as a Service (UCaaS) designed under Mr. Stavropoulos' guidance and direction. At the same time, Mr. Stavropoulos has improved FlexITy's operating efficiency and execution as well as its financial performance, its focus on strengthening customer relationships and in developing and extending the firm's strategic association with world-class alliances. This has resulted in increased growth and profitability, greater value for shareholders and customers, and a stronger competitive position in the regions in which it operates.

Prior to founding FlexITy, Mr. Stavropoulos spent 10 years as the Chief Executive Officer of a technology services organization. Under his leadership, the company reignited growth –expanding from a single location small business to a multi-region $100M+ firm. As a result of the organization's performance, it was courted and acquired by a major Canadian telecommunications company, returning significant value to its shareholders.

As FlexITy's President and Chief Executive Officer, Mr. Stavropoulos leads the firm's initiative in hiring, mentoring and managing the most skilled and dedicated people in the IT industry (both in a sales and engineering capacity). As a result, FlexITy has been recognized by its strategic partners and clients as an industry leader for its vision and execution.

## Jacob Van Ewyk

Jacob has spent many years in the server virtualization and management. His expertise includes server management, server virtualization, scale-up mission-critical servers, and infrastructure-as-a-service areas. Jacob covered these technologies in various product management, business development/evangelist, and strategic planning roles. In these roles, he was a regularly requested subject matter expert for customer briefings and presentations, sales force training, online and in person panel discussions, and much more.

Since joining Cisco in March 2013, Jacob has been a product manager for UCS Central and UCS Manager. He has been driven the product planning for a number of shipping and future releases. He has delivered dozens of customer briefings and presentations, sales force training, and blogged about UCS management.

## Michal Skiba

As a Product Manager in Cisco's Data Center Group, Michał is responsible for driving Cisco Nexus product & solution adoption amongst telecommunications, cable & media companies in North America. He is regularly engaged in critical designs, negotiations & escalations with customers, whose networking infrastructures support millions of users and generate billions in revenue. At Cisco's corporate headquarters in San Jose, California Michał works with a wide range of stakeholders to assist in optimizing the product line's resource allocations, marketing initiatives and future development.

Michał holds a BASc in Electrical Engineering from the University of Toronto and a MASc in Computer Engineering from the University of Waterloo. He has organized four expeditions in the Himalayas and climbed several 6000m peaks.