

BIO

for

William Ronald Bounds

Ron Bounds is a Marketing and Direct Sales specialist who focuses on the data storage market. After working for over a decade at one of the major data storage companies (EMC) and helping them enter and grow in the Federal market, Ron moved into the Flash storage market at Violin Memory after previously working in the tape/backup market by spending 10 years with Storage Technology Corp (StorageTek)

Ron has been focused on the Federal marketplace for over 20 years with his primary focus being on the Intelligence Agencies and Department of Defense area. He has sold or participated in the sale of over \$750 million worth of storage related products to this market. Ron is eligible to hold a security clearance at the TS-SCI level.

Mr. Bounds also knows the data storage market from a vendor perspective having work for or with the major manufacturers and resellers such as EMC, Violin Memory, Oracle, HP and IBM.

Ron holds a BA degree from Salisbury University and a Masters Degree from Georgetown University. He has also attended the University of Pennsylvania and Stanford University for Executive Education courses in Finance for the non-Financial Manager and Managing in a Matrix World. He has served on the Budget/Finance Committee of AFCEA International and is currently a member of the Maryland chapter.