

Resume of Michael Klayko

Michael Klayko, Saratoga, CA

Brocade Communications

January 2003- January 2013

Brocade is a developer and manufacturer of Networking products and solutions. Founded in 1995 and headquartered in San Jose CA., the company has approximately 5000 employees worldwide and serves a large range of customers and industries in more than 160 countries, including 96% of the Global 2000. Revenues for 2012 were \$2.3B

CEO

January 2005- January 2013

SVP Sales, Marketing and Support

March 2003- January 2005

Joined Brocade when Rhapsody Networks was acquired by Brocade in January 2003. After integrating Rhapsody products and personnel into the Brocade infrastructure (4 months) my role was to restructure the current sales, marketing and support organization. During the restructuring assignment the company was required to replace the current CEO and the Board asked me to become the CEO.

During my time as CEO

Revenue has grown from \$525M to \$2.3B (approximately 4X)
Profit from \$3M to \$570M (approximately 190X)
Employee base from 1,200 to 5,000
Retention from 31% annual attrition to 9% annually
Employee satisfaction to over 91% and listed as Fortune's 100 Best Places to Work

Rhapsody Networks

March 2001- January 2003

CEO

Rhapsody was a start-up focusing on developing a Router for Storage Area Networks. We raised two rounds of funding during the company's brief history and 5 months after the Series B, we sold Rhapsody for \$275M to Brocade. The routing technology developed by Rhapsody and marketed by Brocade is currently the Industry Standard that all Storage Routers use when deploying networks in heterogeneous Data Centers.

McDATA Corporation

November 1997- January 2001

EVP Sales and Marketing

McDATA developed and manufactured Storage Area Networking products and solutions for the Global 1000 market place. We were a start-up focused on developing solutions for managing the server and storage proliferation that large enterprises were finding difficult to manage. Our solutions met the demanding requirements of the Global 1000 enterprises and we decided to make a public offering. We went public in August 1999, with profitable revenues at the time of approximately

\$160M and growing at over 100% annually. Our market debut was very successful and our market capitalization reached a high of \$14.7B within 6 months of our IPO.

EMC Corporation

August 1993- November 1997

SVP Sales

Joined EMC to develop the Sales organization during EMC's transition from memory product sales to marketing and selling Storage Systems. During my time as the SVP of Sales we grew revenues by an average of 65% annually. I believe the EMC Sales organization was one of the finest and most focused sales organizations in all of the technology industry. During this time the stock price of the company also increased from less than \$2 share to an adjusted price of \$150 share.

Hewlett Packard

August 1989- August 1993

Group Marketing Manager, Computer Systems Organization

Responsible for developing and marketing solutions and products that operate on the Unix operating system. and developing the partnerships and sales channels to deliver those solutions. Managed a group of approximately 1400 worldwide employees.

International Business Machines (IBM)

April 1979- August 1989

Various sales, marketing, product, management and executive assignments in 5 locations during a 10-year career.

Docutel Corporation

December 1975- April 1979

Docutel was the original designer and manufacturer of the Automated Teller (ATM) I was an engineer assigned to develop the card reader, and also field install the initial equipment at the bank locations.

Education

Ohio Institute of Technology

Bachelors Electronic Engineering

Graduated December 1975

Babson College

-Entrepreneurial Executive Education Program
-Sponsored by IBM

August 1982

UCLA

-Anderson School of Business
Public Board education and certification

September 2008

Stanford

-Stanford Law School

Public Board education for Corporate Governance

August 2010

Personal

Married for 37 years, four children, seven grandchildren.

Enjoy: fly-fishing, skiing, back-country snowmobiling, golf, hunting, ocean kayaking, long distance running, reading, helping others through charitable works.