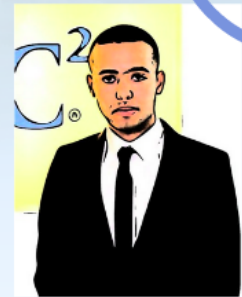
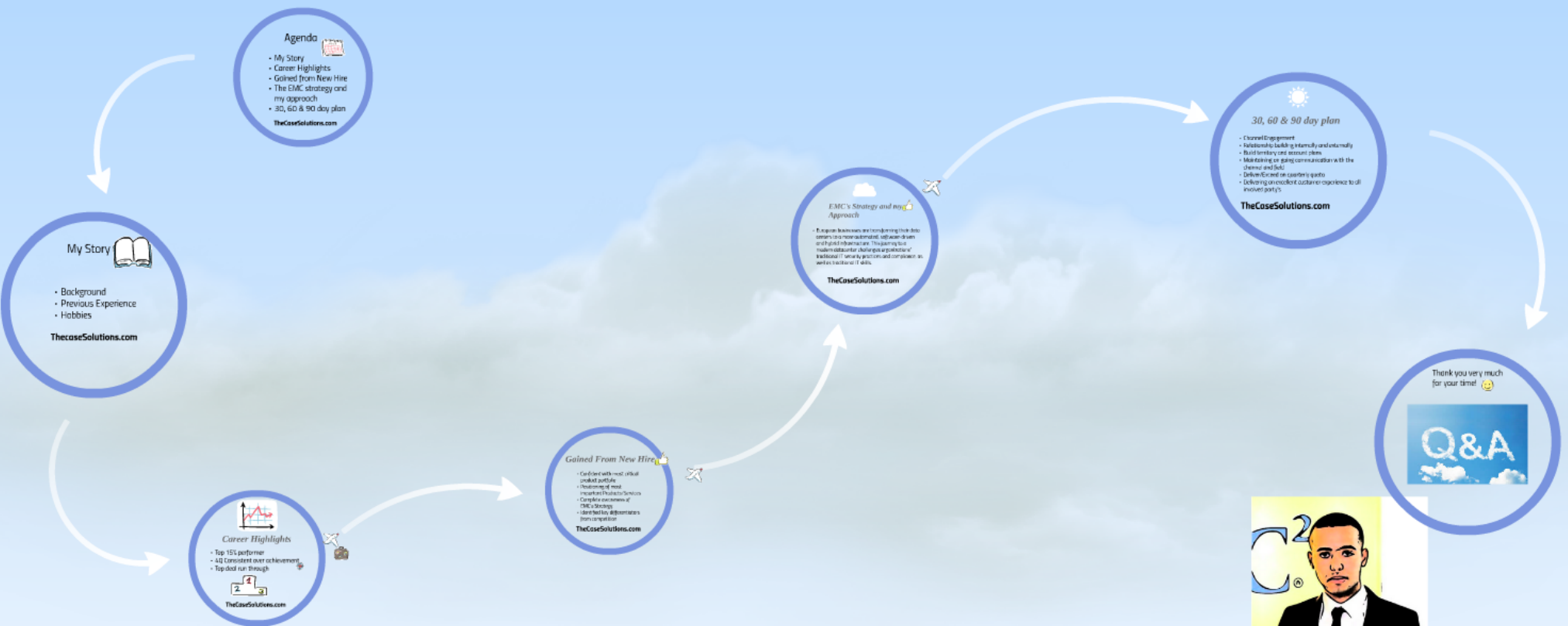


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Agenda



- My Story
- Career Highlights
- Gained from New Hire
- The EMC strategy and my approach
- 30, 60 & 90 day plan

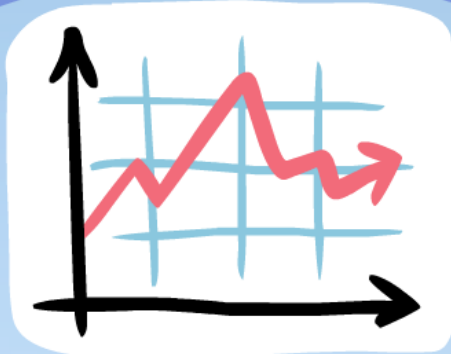
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My Story



- Background
- Previous Experience
- Hobbies

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Career Highlights

- Top 15% performer
- 4Q Consistent over achievement
- Top deal run through



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Gained From New Hire



- Confident with most critical product portfolio
- Positioning of most important Products/Services
- Complete awareness of EMC's Strategy.
- Identified key differentiators from competition

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EMC's Strategy and my *Approach*

- European businesses are transforming their data centers to a more automated, software-driven and hybrid infrastructure. This journey to a modern datacenter challenges organizations' traditional IT security practices and compliance, as well as traditional IT skills.

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30, 60 & 90 day plan

- Channel Engagement
- Relationship building internally and externally
- Build territory and account plans
- Maintaining on going communication with the channel and field
- Deliver/Exceed on quarterly quota
- Delivering an excellent customer experience to all involved party's

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