

For Immediate Release

**Sandeep Johri joins Mayfield Fund as Executive-in-Residence**

Former senior HP executive and Mayfield EIR  
to focus on enterprise opportunities

November 17, 2011, Menlo Park, Calif. – Mayfield Fund (“Mayfield”) today announced that Sandeep Johri has joined the firm as Executive-in-Residence (“EIR”), focusing on opportunities in the enterprise sector. Sandeep is a member of the Mayfield extended network, having served as EIR from 2001 to 2003, and a veteran Silicon Valley entrepreneur and executive, who most recently drove Hewlett-Packard’s enterprise and cloud strategies.

As Vice President of Cloud Strategy at Hewlett Packard, Sandeep spearheaded the development and launch of Cloud Solutions for Hybrid Delivery, helping to establish the company as a leader in cloud solutions for enterprise businesses. Sandeep played a leadership role in several of the company’s strategic moves into software, security, mobility, and cloud computing. As Vice President of Enterprise Strategy and Industry Solutions, he was responsible for the overall strategy for Hewlett-Packard’s \$57 billion enterprise business and also for driving industry solutions. He also led the acquisition and successful integration of 12 software companies valued at more than \$7 billion, including Mercury Interactive (\$4.5 billion) and Opsware (\$1.4 billion). During his five-year tenure at HP software, the business grew from \$600 million to \$3.5 billion in annual revenue.

Prior to HP, Sandeep was the CEO and Founder of Oblix (acquired by Oracle), a leading provider of enterprise identity management solutions. Earlier in his career, Sandeep held management roles at Silicon Graphics and Gemini Consulting.

Sandeep is currently involved either as a board member of or an investor in several other startups, including Netezza (acquired by IBM); Persistent Systems (BSE & NSE: PERSISTENT); eBoodle (Shopzilla.com), one of the first e-commerce comparison shopping services; and Dhingana, a leading Bollywood music service.

“Sandeep is a proven entrepreneur and executive with deep domain expertise and unparalleled market access through his two-decade long experience in Silicon Valley and vantage point at HP through its most transformative years,” said Robin Vasan, Mayfield Managing Director, who worked closely with Sandeep during his earlier stint. “We look forward to working together to evaluate disruptive opportunities and discover bold entrepreneurs in the enterprise space.”

“I have a 15-year affiliation with Mayfield, a firm with a great track record in creating notable companies in the enterprise space,” said Sandeep. “I believe

that we are in an exciting era of technology change, where the consumerization of IT will drive enterprises to become more agile and discover new sources of revenue and customer engagement. I look forward to partnering with Mayfield to uncover big opportunities, such as identifying how big data analytics can be targeted at specific industry segments like telecom and financial services. “

### **About Mayfield Fund**

Mayfield Fund invests in relationships with entrepreneurs, institutions, and the community to transform bold ideas into industry-leading companies. With \$2.7 billion under management, Mayfield invests primarily in early-stage companies in the Enterprise, Consumer, Energytech, Mobile/Telecom, and Semiconductor sectors. The firm fosters global entrepreneurship by investing in India-based companies through its Mayfield India fund and directly in China-based companies. Over its 42-year history, the firm has invested in more than 500 companies, resulting in over 100 IPOs and more than 100 mergers or acquisitions.

For more information, please visit [www.mayfield.com](http://www.mayfield.com)

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