

## *B. V. Jagadeesh, Chief Guest and Keynote Speaker* **ICC Annual Banquet March 31, 2007**

B.V. Jagadeesh is an Entrepreneur, a Philanthropist and a Venture Capitalist. He is a Venture Advisor with Gabriel Venture partners assisting with deal sourcing, due diligence and value-add. He was Group Vice President and General Manager of Citrix Systems' Application Networking Group and currently serving in an advisory role transitioning before embarking his next project.. He joined Netscaler as CEO in 2000 while serving as a Venture Partner for Gabriel, in order to take a more active role in managing the investment.



Netscaler grew to become the market leader in Application Delivery Systems and was acquired by Citrix for \$325M in 2005. Jagadeesh and his team worked very hard to make the acquisition a huge success by achieving revenues of > \$100M in 2006. Prior to Netscaler, Jagadeesh co-founded Exodus Communications in 1994, which achieved an IPO and became the leader in the Internet Web co-location business for mission-critical Internet applications. Exodus was sold to Cable and Wireless in 2002 and eventually acquired by Savvis communications. He helped attract venture funding for NexPrise, which offers next-generation Extranet solutions for businesses, and co-founded VPNET Technologies in 1995, a pioneer in virtual private networking technologies acquired by Avaya. Jagadeesh led strategic product design for 3Com and Novell, and was the chairman of Networkd + Interop's 1994 and 1995 Engineer's Conference held in Las Vegas. He served as a director of Arula Systems (merged with Raritan, expected to IPO), FireEye, Edurite and NetMagic Solutions ( both in India ). He received his Master's degree in Computer Science Engineering from the University of Bombay, India and his Bachelor's degree in Electrical Engineering from the Bangalore University, India.

Jagadeesh shot into limelight in December 1999 and became a household name after his surprise donation announcement of \$ 1 million to improve educational standards in BCC schools. Which is a neglected sector and till his gesture, there had been no such massive infusion of money. A brief glimpse into Jagadeesh's background will indicate the reason for this gesture. From a small village near Bagalur which is about 30 km from Bangalore, his education was mostly in middle class institutions: Schooling from Seshadripuram High School, pre-university in National College, engineering degree from UVCE and Masters from VJTI, Mumbai.

***"When we started Exodus, people laughed at us that we were taking on the job of the telephone networks. But we had strong belief in our idea and thanks to our venture capitalist, we managed to take off". While at NetScaler, Jagadeesh managed to build a successful company which today sits in front of some of the most well known and complex sites in the world such as Google, Amazon, E-Bay, Cricinfo, Yahoo, Apple and over thousand other customers.***

Despite all the cynics, where did all the success come from? Jagadeesh's explanation is very simple. "In a big company, getting the relevant decision makers together can take weeks. Many clients do not have the time and look for smaller companies with smaller organizational set up, which can deliver. In Silicon Valley, reputation or size does not matter. Delivery does. And that's where we have been successful."

Jagadeesh believes that it is most important to give back to those sectors which helped him to rise, and hence his donation to Bangalore schools. He is also involved in many there initiatives such as India Literacy Project, One School At A Time ( OSAAT ) Sankara Eye Foundation, most all of them related to education and enhancement of quality of life. "I am also initiating entrepreneurial awards in several universities across India to promote creative thinking and entrepreneurial activity right from college days."

But that's not all. He also believes in helping budding entrepreneurs set up their establishments like he was helped once before when he was all fired up with just an idea. "Currently, I am involved with angel investing and mentoring in several companies both in US and in India. I have also invested in several venture capital firms in India to primarily initiate venture capital activities similar to what happens here in US/Silicon Valley."

Jagadeesh will be talking about the Challenges and Opportunities of Globalization in India to ICC audience on March 31<sup>st</sup>. He would like to address social and economic impact on the lives of people and how India will be able to handle the challenges and turn that into opportunities.