

# **IO Bolsters Senior Sales Team to Address Data Center 2.0 Customer Demand - IO**



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IO, the leading provider of next-generation **modular data center** technology and services, today announced three significant additions to its sales team, adding former Vice President of Major Accounts for F5, Peter McNamara as Senior Vice President of Global Enterprise Sales, Microsoft Global Business Manager veteran Greg Widderski as Senior Director of Enterprise Sales and Bruce Huggins, previously from Dell's Software Solutions team, as Senior Manager of Enterprise Sales.

These executive appointments follow a strong quarter for IO which included the **Goldman Sachs adoption of IO Data Center 2.0 technology**, the award of the Underwriter's Laboratories first ever safety certification for IO's IO.Anywhere products and a **\$90 million funding round**. IO's solutions enable organizations to shift from real estate-based data center infrastructure to efficient, sustainable, and software-optimized **IO.Anywhere** product installations. These highly experienced enterprise sales team additions will better position IO to address the accelerating adoption of Data Center 2.0 by global enterprises and service providers.

"IO continues to attract and hire highly competent executives who bring a strong set of experiences and skills from companies famous for implementing innovative product strategies," says Jim Kleeman, Executive Vice President of Global Sales for IO. "Our mission is to continue to exceed our customers' expectations in every aspect of our business. The expansion of the enterprise sales team matches IO's continuing path of accelerated growth and our commitment to the data center market."

### New IO Sales Executives

Mr. McNamara has over 16 years of experience building enterprise hardware, software, and service sales, and will be responsible for the enterprise sales operation for IO. Formerly Vice President of Major Accounts at F5 Networks, Mr. McNamara managed the company's largest accounts, building and driving enterprise software. He brings more than a decade of senior-level sales and management experience to IO including leading successful direct field sales organizations at Incipient Software, Symantec, VERITAS Software, and EMC.

With over 15 years of enterprise sales experience, Mr. Widderski is based in Chicago and will focus on global account management and Data Center 2.0 adoption within Global 2000 accounts. Prior to joining IO, Mr. Widderski served as the Global Business Manager for Microsoft's cloud infrastructure business, where he managed one of the company's largest customers and partners. Prior to Microsoft, Mr. Widderski served as the CTO/VP of Technology for Taylor Nelson Sofres where he drove an IT automation and data center consolidation initiative.

Based in Atlanta, Mr. Huggins comes to IO with over 30 years of enterprise sales experience in the IT industry, specializing in software sales for a significant portion of his career. At IO, Mr. Huggins will focus on enterprise sales for global 2000 customers in the financial, healthcare and commercial markets. Prior to joining IO, Mr. Huggins served as Dell's Virtual Integrated System Enterprise Cloud Software Solutions Specialist. He brings strong expertise in selling integrated solutions that help customers solve challenges associated with managing their data infrastructure needs.

## About IO

IO is a global leader in software-defined data centers and has pioneered the next generation of data center infrastructure technology. IO's integrated hardware and software data center technology platform offers enterprises, governments, and service providers an innovative way to deploy, provision, and optimize data center capacity anywhere in the world. IO technology lowers the total cost of data center ownership compared to traditional data centers, enabling dynamic deployment and intelligent control based on the needs of IT equipment and applications in the data center.

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