

Strictly confidential

Confidential Report:

Tarkan Maner

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EgonZehnder

Profile: Tarkan Maner

tarkan@tarkanmaner.com

+1 516 983 9756 (Mobile)



Location: San Francisco Bay Area, CA

Education

2002 Advanced Management Program (AMP), Business Administration and Management, General, Harvard Business School

1993 Master of Business Administration, Midwestern State University

1991 B.S., Engineering & Industrial Management, Istanbul Technical University, Turkey

Experience

2019 – present **NUTANIX**
Chief Commercial Officer

2013 – 2019 **NEXENTA SYSTEMS** (*acquired by Data Direct Networks*)
Chairman and CEO

2012 – 2013 **DELL**
VP & General Manager, Cloud Client Computing

2004 – 2013 **WYSE TECHNOLOGY** (*acquired by Dell*)
2004 – 2012 President & CEO
Senior Vice President of Global Marketing and Business Development

2000 – 2004 **COMPUTER ASSOCIATES**
Vice President, Global Marketing Software, Products and Business Development

1998 – 2002 **IBM**
Role in Program / Product Management, Internet and Network Security

1997 – 1998 **QUEST SOFTWARE**
Role in Program / Product Management

1995 – 1997 **STERLING COMMERCE**
Senior Product Marketing Roles

1993 – 1995 **STERLING SOFTWARE**
Senior Product Marketing Roles

WHY ARE WE PRESENTING THIS CANDIDATE

- Tarkan Maner is a well-known commercial leader in Silicon Valley, considered one of the most influential investors and executives across a variety of sectors including hyperconverged infrastructure, virtualization, cloud client computing and thin client systems. He helped pioneer the Virtual Desktop Infrastructure (VDI) industry, and now plays a key role in expanding the adoption of hybrid multi-cloud computing.
- Tarkan is currently the chief commercial officer of hybrid multicloud software platform innovator Nutanix, where he leads global business development and corporate development efforts, with a focus on strategic partnerships, alliances, system integrators, and service providers. Additionally, his responsibilities include leading critical hybrid cloud-focused strategy and product teams including Nutanix's core virtualization platform (AHV), software-defined networking, and some of the key hybrid cloud services.
- Before joining Nutanix, he served as Chairman and CEO at Nexenta Systems from 2013., leading the organization from its open-source focus through its acquisition by DataDirect Networks (DDN) in May 2019. He was also CEO at Wyse, joining the struggling thin client business in 2005. Under his tenure, Wyse became a pioneer in virtual desktop computing and was acquired by Dell in 2012. He also held executive roles at Dell, CA Technologies, IBM, and Sterling Software.

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FIT AND LEADERSHIP STYLE

- Tarkan is an outgoing and ambitious commercial leader. He is unafraid to set a bold vision and inspire his organization to stretch itself to achieve outsized outcomes
- His style is high-energy, always on, and fully committed to the task at hand. He expects a similar level of commitment from his teams, and can be demanding while remaining positive and inspirational at the same time. As a team leader, he tends to trust his teams and provide significant autonomy, although he is unafraid to be hands-on to drive higher levels of performance and output.

INTEREST LEVEL

- In keeping with his ambitious nature, Tarkan prefers “difficult situations” and rebuilding opportunities specifically because of the greater upside and significant value creation that can be achieved through a successful turnaround. Based on his current understanding, he sees such an opportunity at SGH and would be very interested in leading this company to new heights.
- Much of Tarkan’s interest stems from his knowledge of this sector. With his background in cloud computing, VDI and hyperconverged infrastructure, Tarkan believes he has a strong understanding of the market for specialty computing, HPC, and Edge Computing infrastructure. He is specifically familiar with Stratus and Penguin Computing and has been an investor in this sector. Because of this familiarity, he is even more comfortable and interested in this role.

AREAS TO PROBE

- Tarkan gives the impression of a hard-charging, take-the-hill type of commercial leader who will knock down walls to achieve his goals. This may be a desirable approach when a market demands speed with a well-defined product, but it is less clear that he can lead a company that requires thoughtful repositioning and real product innovation before lighting the commercial fire. How does he do in situations where a company needs to first go slow to go fast?

HELPFUL LINKS

- LinkedIn profile: <https://www.linkedin.com/in/tarkanmaner/>
- Corporate biography: <https://www.nutanix.com/company/leadership/executive-team/tarkan-maner>
- Interview with Dave Vellante & Lisa Martin at the CUBE at HPE Discover 2022 (video, 15:16): https://www.youtube.com/watch?v=Ajfqd_MwnU
- Interview with Dave Vellante at the CUBE for .NEXT Digital Experience 2021 (video, 21:11): <https://www.youtube.com/watch?v=iWxOlfW-ebA>