GARY NEWGAARD

VP, PUBLIC SECTOR

Gary Newgaard is Vice President of Public Sector for Pure Storage. Gary was previously the Vice President of Public Sector Hardware Sales for Oracle in North America.

Prior to joining Oracle, Gary was Senior Vice President of PIXIA, a leading provider of high-performance scalable data access solutions. He has also served in executive-level positions at EMC and Compaq, leading results-driven sales divisions with consistent revenue growth. Gary has more than 20 years of experience in developing and managing systems, strategies and storage portfolios. He has also been successful as an entrepreneur, building startup organizations like Paragon Systems and Intelligent Enterprise Solutions.

Second request Gary is a multiple recipient of FCW's Fed 100 Award, bestowed to top government and academic leaders; and the Industry Advisory Council's prestigious Communications Award. He is also a long-standing member of AFCEA's Board of Directors. Gary graduated from the University of Tennessee-Knoxville with a Bachelor of Science marketing degree; and completed the highly-distinguished Executive Education Program at Harvard Business School.