

Gary W. Thomas
1784 Kirkmont Drive
San Jose, California 95124-1235
gary@thomasland.org
408 264-1422

Colleague References

Marketing Manager, Routers and VoIP Gateways Cisco Systems

"I worked with Gary while I was managing the development and roll-out of a new web application used to improve the freshness of marketing collateral. Gary provided invaluable help in recommending added functionality for the tool to provide even more value, as well as contributed to the project's success by performing system testing. Gary is extremely pro-active, detail oriented, and dedicated to the success of any project he works on. I would most definitely work with Gary again." June 6, 2007

*Debi Amdahl, Operations Manager, Product & Technology Marketing, Cisco Systems
Worked directly with Gary at Cisco Systems*

"I worked with Gary on the successful launch of the AS5000XM as a replacement platform for the older generations of the product. Gary provided very helpful insight and material to assist in the launch of the new product. I would be happy to work with Gary again." July 5, 2006

*Darryl Sladden, Product Manager, Cisco Systems
Worked with Gary at Cisco Systems*

"I had the pleasure of working closely with Gary on several projects and would not hesitate to recommend him for any similar position." July 4, 2006

*Robert Ayala, Product Marketing Manager – Enterprise Routers, Cisco Systems
Worked directly with Gary at Cisco Systems*

Director, SaaS Business Development Nortel Networks

"I had the opportunity to work with Gary while I was involved in a large managed software solution for carriers at Nortel. His foresight helped push our project into new directions, creating a sales funnel in excess of \$700M for our SaaS infrastructure solution. I enjoyed working with Gary and would not hesitate to repeat the experience with him."

*Laurie Harvey, Sr. Director Product Management, Nortel Networks
Worked with Gary at Nortel Networks*

Director, Product Marketing Nortel Networks

"Gary is a hands-on manager who brings a thorough understanding of the needs of product management to the marketing team. I found Gary to be pragmatic and results-oriented, and open to new ideas." January 10, 2007

*Dwight Cox, Marketing, Bay Networks
Reported to Gary at Nortel Networks*

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Director, Product Marketing Nortel Networks

"Gary was a very motivated individual, and was very good at revenue generation for high volume technology products (networking), through direct marketing and channel marketing initiatives." September 6, 2006

*Tom Slykhouse, CEO, Azgaard Systems Inc.
Worked with Gary at Nortel Networks*

"Working with Gary made us feel like there was nothing we couldn't accomplish. Although budgets ultimately determined what we ended up doing - Gary made the process exciting and allowed us to really be as creative as possible. He is a good leader." July 12, 2006

*Tracey Miner, Executive Producer, Owner, Miner Productions
Was Gary's client at Nortel Networks*

Director, Product Marketing Nortel Networks

"Gary was excellent at managing complex, politically difficult projects, including the company's largest ever product launch. He was very skilled at staying focused on the business goals, holding people accountable and moving the ball forward. He was never scared to ask the tough questions that are so critical for staying on track. A very bright guy and a very solid contributor." March 22, 2006

*Betty Kaufman
Worked with Gary at Nortel Networks*

"Gary and I (and our respective team) worked closely together on several projects. Gary was a pleasure to work with and promoted cross company collaboration and teamwork. I look forward to the chance of working with him again." March 17, 2006

*Tim Chandler, Director of Web Business, Nortel Networks
Worked with Gary at Nortel Networks*

"I worked with Gary whilst at Nortel and he showed great market, channel and product knowledge in the SMB/enterprise IT markets. He also always showed great spirit and was fantastic to work with. Highly recommended marketer!" March 15, 2006

*Olivier Choron, Global Market Development Director, Nortel Networks
Worked with Gary at Nortel Networks*

"Gary is driven on seeing projects to completion. He also brings a lot of experience and knowledge in the high-tech industry. He is a great team player and I really enjoyed the time we worked together. He would be a valuable asset to any organization." March 15, 2006

*Manish Desai, Product Marketing Manager, Nortel
Reported to Gary at Nortel Networks*

"I worked with Gary several years at SynOptics/Bay Networks. He combines strong technical understanding with experience in a broad set of marketing functions - and is also an extremely good writer." March 15, 2006

*Franklyn Jones, Senior Marketing Executive, Consulting / VP Marketing
Worked with Gary at Nortel Networks*

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Colleague References

Director, Small/Medium Business Marketing Bay Networks

"Gary developed a range of incentives and programs that produced strong results with VARs in the SMB market. His experience in channel programs was invaluable." October 7, 2006

*Nick Pegley, VP Marketing, Small Business Solutions, Nortel Networks
Managed Gary indirectly at Bay Networks*

Director, Small/Medium Business Marketing Bay Networks

"I worked with Gary while he was Director of SMB Marketing at Bay Networks. We collaborated on a project to bring storefronts online to the mass reseller market. Many channel marketers were concerned about the impact of eCommerce/Internet but Gary embraced what became a very successful program. I'd gladly work with him again" June 8, 2006

*John Zoglin, Director, eCommerce, Bay Networks
Worked with Gary at Bay Networks*

Director, BayStack Workgroup Product Marketing Bay Networks

"Gary is strategic and knows how to go-to-market and develop new business opportunities. At the same time, he drives process automation, quality and operational improvements. While many marketing departments burned through their huge budgets in the dot.com boom, Gary made sure we were accountable and ensured ROI for our marketing programs. A very good lesson!" October 27, 2006

*Natascha Thomson, Principal Data Analyst, Bay Networks (now Nortel)
Worked indirectly for Gary at Bay Networks*

"I worked with Gary on 2 major product launches back in the 90s - both were extremely well received by the field, the press, and the analyst community. Gary pulled together the positioning, the material, and managed the launch teams with utmost insight, knowledge, and professionalism. He also demonstrated his established credibility with the press and analysts. A real pleasure to work with." May 11, 2006

*Paul Woodruff, General Manager, Nortel
Worked with Gary at Bay Networks*

Manager, Solutions Marketing SynOptics Communications

"At SynOptics I was always amazed at Gary's ability to develop product positioning, pull together content and write key messages. Every time Gary was working on something, you could be sure that the quality and results were going to be a step above the norm. Best of all, Gary is a delight to work with. He delivers!" May 25, 2006

*Kevin Woods, Sr. Product Manager, SynOptics
Worked directly with Gary at SynOptics Communications*

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Colleague References

Group Manager, Network Hardware Marketing AT&T Bell Laboratories

"Gary is a very good partner. He understands technology and can help translate this to solve business problems."
November 28, 2006

*Rose Klimovich, Vice President, AT&T
Managed Gary indirectly at AT&T Bell Laboratories*

"I would strongly recommend Gary Thomas for technical marketing positions in high tech communications. I was both a colleague of Gary's and his manager at AT&T, where he demonstrated his exceptional knowledge of technology, excellent marketing insight, and a skill at working with demanding enterprise clients. Gary could always be relied on to deliver... whether it be working on presentations, proposals for customers, answering customer questions or resolving their problems. He was truly an extraordinary resource!" November 27, 2006

*Tanya Kobishcha, Senior Director, AT&T
Hired Gary as a Technical marketing in 1986, and hired Gary more than once*

"Gary is pleasant to work with, articulate and inventive. I was a technical presenter using his material to address industry seminars, customers and the trade press. The presentations and support information he created was excellent - easy to follow, compelling, and clear." July 14, 2006

*Dave Lindemulder, Support Engineer, Lucent/Technical Support
Worked with Gary at AT&T Bell Laboratories*

Field Systems Engineer Level III AT&T Computer Systems

"Gary contributed real value to our sales teams at AT&T-CS. He always maintained current product knowledge and excelled at translating features into benefits for our clients. Gary was one of the top System Engineers in our region and was involved in most all of our major deals. He is very customer focused and solution driven. I believe that Gary would be a strong asset to any sales or marketing group." October 16, 2006

*Michael Conway, Vice President - Strategic Accounts, SAVVIS Communications
Worked with Gary at AT&T Computer Systems*

"Gary's ability to clearly articulate complex technologies and suggest appropriate client solutions provided not only solid advice, but also a real advantage in developing relationships based on trust. I would welcome any opportunity to work with Gary." October 1, 2006

*Bob Lansinger, Alliance Manager, various, AT&T
Worked with Gary at AT&T Computer Systems*

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Colleague References

**Field Systems Engineer Level I, II
AT&T / Bell of Pennsylvania / Verizon**

“Gary was an absolute star in the organization. He successfully implemented the most difficult designs, often involving new or beta products and services. His commitment to the customer was unparalleled. He gets my highest recommendation.” December 18, 2006

*Joe Ruskiewicz, Director, AT&T
Worked directly with Gary at Bell of Pennsylvania*

“During our time together I found Gary to be an excellent technologist. His analytical and technical skills were instrumental in delivering positive sales results for the market segment. In addition, his interpersonal and communications skills were equally strong.” December 18, 2006

*Michael Brophy, Field Systems Engineer, AT&T
Worked with Gary at Bell of Pennsylvania*