



Len Rand

Managing Director

Granite Ventures

Storage: An Enterprise Problem That Now Reaches the Home

Emerging technologies include those innovative products and services that were developed for the enterprise but have new, and sometimes better, uses in the home. The commercialization of technology once reserved for the business ecosystem into home environments is changing the way in which people consume and respond to technology. Storage and security are issues that now have true meaning when you consider that Molly may store all of her daughter's photos on her hard drive – a system crash or network failure can be devastating. This discussion moves beyond into the home network. It focuses on the technology that supports the home network inside and beyond.

Len Rand joined Granite Ventures in May 2002, after spending nearly three decades working inside both public and private companies. As CEO of four private companies, he successfully turned them into public entities through acquisition. Prior to joining Granite, Len was General Manager of Strategic Marketing and Global Alliances for the Intel Communications Group (ICG) at Intel Corporation. Len joined Intel after serving as CEO and Founder of NetBoost Corporation, which was acquired by Intel Corporation in 1999. NetBoost was a developer of network processor silicon, subsystems and software development systems. Granite Ventures was a lead investor in the company. Prior to NetBoost, Len was Co-founder of Internet Middleware, Inc., an Internet proxy caching company acquired by Network Appliance, Inc. in 1997, as well as CEO of The Whitewater Group (acquired by Symantec). Len was also CEO at the Rand Group (acquired by Intergraph Corporation), and was Vice President & General Manager at both Intergraph Corporation and Autodesk, Inc. Len has extensive technical and operational background in the semiconductor and communications industries, and focuses his investments in communications and components companies. He serves on the Boards of Directors for Cooligy, NetCell and PowerGenix. Len holds several degrees including a B.S. degree in Building Sciences, a B.S. degree in Engineering, a BArch degree in Architecture, and an M.S. degree in Structural Engineering from the Rensselaer Polytechnic Institute.