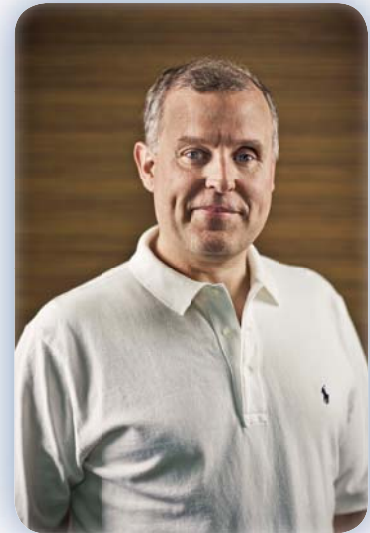


## **Tim Kraskey** **Vice President of Marketing and** **Business Development** **Calabrio, Inc.**



Tim Kraskey is the Vice President of Marketing and Business Development of Calabrio, Inc. Tim oversees product management, marketing communications and business development. Tim started his career as a top account manager for ADC. Following ADC, Tim joined Canadian based Newbridge Networks as one of the company's first sales personnel. He was an Account Manager for the New York City Metro Region and later Director of International Sales - selling to both service providers and enterprise networks.

Tim grew sales as Director of ATM Marketing at General DataComm from \$0 to a \$45M run rate in 18 months before leaving and starting his own company. Tim co-founded Sahara Networks, which developed an open architecture for building and managing ATM (asynchronous transfer mode) networks. Sahara was acquired by Cascade, then Ascend and later Lucent. Most recently, Tim was a Managing Partner at YankeeTek Ventures along with Howard Anderson, founder of The Yankee Group. YankeeTek is a Venture Capital fund for early-stage technology.

Tim and Howard Anderson co-authored the first sales and sales management class at MIT Sloan. Tim has brought his class to the Carlson School of Management at the University of Minnesota. He is also an active participant and on the advisory board of the Carlson School for Entrepreneurship founded by Gary S. Holmes.

Tim has a B.A. degree in Economics from the University of Minnesota.