



Randy Chalfant

Chief Technologist

Randall L. Chalfant, is responsible for North American Sales Strategy and the Chief Technologist at StorageTek, Louisville, Colorado the world's leader in providing market-driven solutions for high performance, cost-effective, enterprise-wide storage through Information Lifecycle Management.

Chalfant's expertise is represented by over 32 years of experience in storage, mainframes, Operating Systems, applications, and networking solutions.

Chalfant is responsible for a variety technical, communication, and strategy goals at StorageTek. His responsibilities include driving the strategic sales process, and the analysis and development of advanced storage technologies and business strategies that drive new and emerging opportunities that support StorageTek's core businesses through Information Lifecycle management. Chalfant also acts as an executive speechwriter, corporate evangelist, and visionary, providing lectures and private executive briefing globally.

A published author, Chalfant's work has appeared in many trade magazines including, the *IBM Internet Journal*, *Enterprise Internetworking Journal*, *Enterprise Systems Journal*, *Z/Journal*, *German Publication 'Computer Partner'* and *Wired Magazine*.

Chalfant has lectured widely at such institutions as SHARE, CMG, Disaster Recovery, DPMA, NASPA, EuroStorage, CeBit, as well as various user groups and customers globally.

He has provided storage planning, consulting and education services for many corporations throughout Europe, North America, and Asia Pacific, including IBM, Amdahl, EMC, Bank of America, American Express, EDS, Kaiser Permanente, Southern California Edison, United Airlines, American Airlines, Electricity Du France, etc.

Before StorageTek, Chalfant held various marketing and engineering development, and executive management positions at corporations such as Network Systems, Data Switch, Amdahl, and Trilogy Systems.

Chalfant currently resides on a ranch in the northern suburbs of Denver with his wife of 29 years.