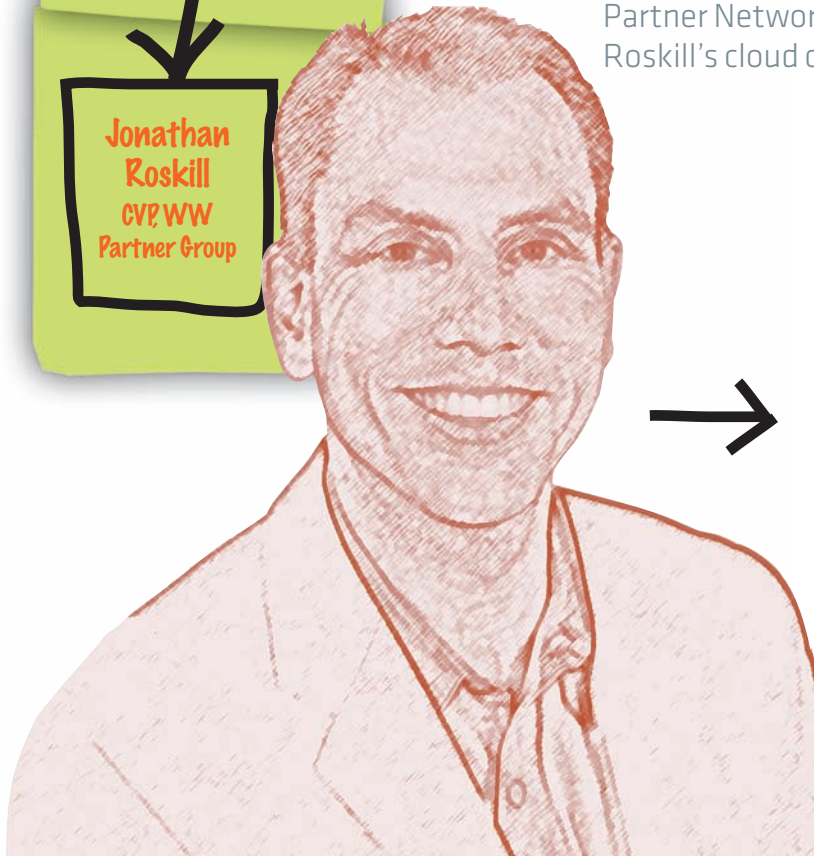


WPG



Jonathan Roskill

The Worldwide Partner Group handles worldwide channel strategy for Microsoft's commercial products and cloud offerings. In the role, Roskill leads or influences a global sales and marketing team of 5,000 employees and oversees the policies and programs that guide Microsoft subsidiaries' interactions with the company's estimated 640,000 partners. The highest profile members of his team since Roskill took over the role have been Julie Bennani, in charge of overseeing the Microsoft Partner Network, and Gretchen O'Hara, who's Roskill's cloud channel chief.

Allen Boone

GM, Partner Channel Development

Julie Bennani

GM, MPN

Karl Noakes

GM, Partner Strategy & Programs

Ross Brown

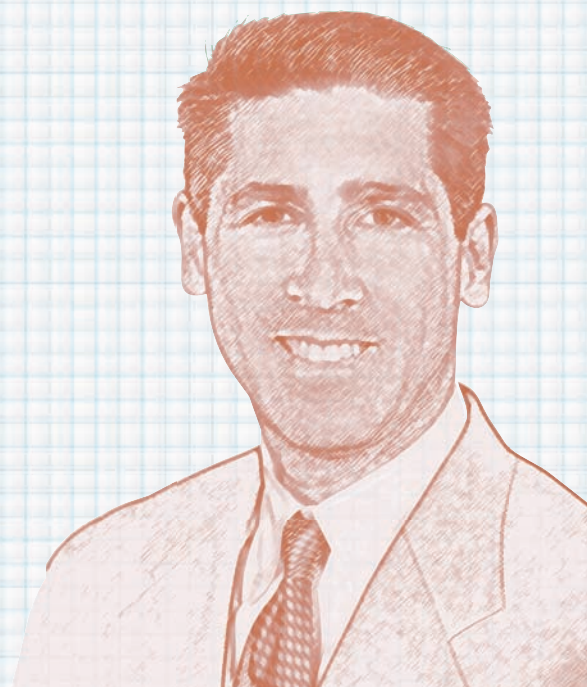
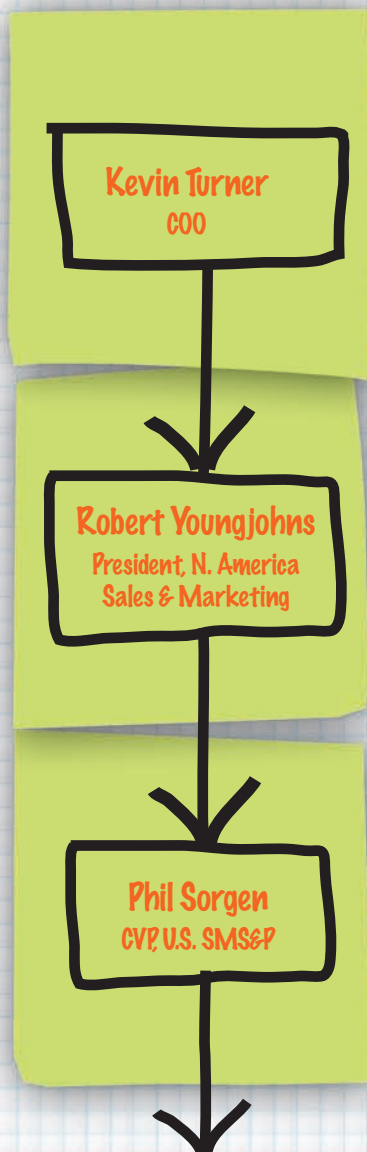
VP, WW Partner Sales

Todd Weatherby

GM, Product Management

Gretchen O'Hara

Sr. Dir., WW S+S Channel Strategy



Phil Sorgen

As corporate vice president for the Small and Mid-market Solutions & Partners (SMS&P) business in the United States, Sorgen's portfolio includes sales, marketing and partner management for SMBs, in addition to the U.S. Dynamics business and telesales and telemarketing operations. Sorgen this year split the U.S. Partner Group into U.S. Small and Medium Business & Distribution run by Cindy Bates and the U.S. Partner Sales and Programs Group run by Jenni Flinders.

Cindy Bates
VP, U.S. SMB&D

Jordan Chrysafidis
GM, SMS&P Operations

David Willis
VP, U.S. Dynamics

Margo Day
Reg. VP, SMS&P,
Western Region

Jack Braman
Reg. VP, SMS&P,
East Region

Jennifer Heard
Reg. VP, SMS&P, Central Region

Jenni Flinders
VP, U.S. PS&P

Peter Fox
GM, Corporate Accounts +
N. America Tele Platform

U.S. SMS&P

U.S. SMB&D

Robert Youngjohns
President, N. America
Sales & Marketing

Phil Sorgen
CVP, U.S. SMS&P

Cindy Bates
VP, U.S. SMB&D

Marc Monday
Distribution Sales

Benny Madrid
SMB-Regional GM, West

Diana Tibbs
SMB-Regional GM, Central

Kim Tubbs-Herron
SMB-Regional GM, East

Eric Martorano
SMB Channel Strategy,
Marketing & Online Services

Alex Fong
SMB Strategic Alliances

Josh Waldo
SMB Customer & Solution
Partner Marketing

Rex Bloesser
SMB Retail

Cindy Bates

As head of the U.S. Small and Medium Business & Distribution business, Bates has responsibility for end-to-end SMB sales and marketing efforts, encompassing both partners' efforts and Microsoft teams. In forming the new organization, Sorgen pointed to Microsoft's competition in the SMB segment, especially in the cloud, as a driving factor. One of Bates' first major programs has been a Cloud Champions Club to reward VARs for winning Business Productivity Online Suite deals.



Robert Youngjohns
President, N. America
Sales & Marketing

Phil Sorgen
CVP, U.S. SMS&P

Jenni Flinders
VP, U.S. PS&P



Jenni Flinders

With a charter that includes cross-subsidary partner efforts within the U.S. SMS&P, Flinders' focus as leader of the U.S. Partner Sales and Programs Group is on driving strategy and execution across cross-subsidary partner efforts. The role includes responsibility for managing National Systems Integrators, LARs, direct-market resellers and managed independent software vendors.

Kristi Schwartz
Partner Programs & Incentives

Sherry Willman
LAR/CPLS

Deb Patterson
Dell

Lynne Frankel
CDW

Pat Schlight
Managed ISV

Jennifer Jobin
NSI

Cherryl Pressley
Insight

U.S. PS&P