



北美台灣工程師協會
North America Taiwanese Engineers' Association

NATEA Network Security Group Seminar

Topic: **Business Opportunities in Security**

Date: Thursday, July 28th, 2005

Time: 6:15 PM to 9:30 PM

Where: [Milpitas Library Community Room](#),
40 N. Milpitas Blvd, Milpitas, CA 95035
Phone: (408) 262-1171

Speakers: **Rod Stuhlmuller, Director of Product Marketing,**
Arcot Systems, Inc. <http://www.arcot.com>
Shail Khiyara, VP of Business Development,
StorCard, Inc. <http://www.storcard.com>

Panelists: **Doug Tsui, Managing Director**
Horizon Venture, <http://www.horizonvc.com/>
John Matthesen, President and CEO
ByteBlaze, <http://www.byteblaze.com/>
Plus Rod Stuhlmuller and Shail Khiyara



- *Why security has to be the cost of doing business?*
- *Why security cannot be the revenue generator?*

Please come to this free seminar to see how to use security to:

- Create new market
- Increase productivities
- Gain competitive advantages
- Advance technology
- Reduce cost



Agenda:

- 6:15 - 6:50 People Networking with free refreshment and drinks
6:50 - 7:20 Identity Management, Digital Signature and e-Payment System
7:20 - 7:50 Opportunities in Smart Card, eHealthcare and Content
Distribution

8:00 - 9:00 Panel Discussion on hot security opportunities and trend

Abstract:

Most businesses and enterprises think security is the cost of doing business like insurance. You have to spent money in security, but more money spent in security does not necessarily make your business more secure.

But security can be a revenue generator for the business, instead.

In fact security can be the CIGAR for your business. It could **C**reate new market; **I**ncrease productivities; **G**ain competitive advantages;

Advance technology; and **R**educe cost for your business.

Please come to this evening event on July 28 to see how identity management, digital signature, e-payment system, smart card technology and other security related technologies can be the CIGAR for your business.

We will also have a panel discussion to address new ideas and trends in the business of security.

Speakers

Rod Stuhlmuller, Director of Product Marketing, Arcot Systems, Inc.

<http://www.arcot.com>

A networking industry veteran, Rod has over 17 years of networking, network management, network security, product management and corporate marketing experience.



Previously, as Vice President of Corporate Marketing, for ActivCard, a leading provider of network security, multi-factor authentication, secure network access control and identity management systems, Rod was integral in positioning the company as it gained early adopter customers and for its successful NASDAQ offering in March of 2000.

Prior to ActivCard, Rod held product line management, product marketing, and

business development roles at SynOptics and Bay Networks (now Nortel Networks) -- most significantly handling product line management for Bay's market-leading network management software, Optivity. Prior to SynOptics, Rod held key field systems engineering and business development roles in the network management and multi-protocol router business units for Novell.

Shail Khiyara, VP Business Development StorCard, Inc.

<http://www.storcard.com>



Mr. Khiyara brings over 15 years of experience in security and service technologies with high growth global companies. Most recently at Verisign in the capacity of a Managing Director, Mr. Khiyara established, managed and grew Verisign's international business with a solid operational execution track record.

Prior to Verisign, Mr. Khiyara directed Bechtel Corporation's E-business initiatives and managed Enterprise Project Finance efforts on various continents. Mr. Khiyara has also held senior positions at Autodesk and Westinghouse, wherein he established and led international Business Development efforts.

An entrepreneur at heart, Mr. Khiyara established and ran a successful management consulting business while at Yale - guiding technology transfer initiatives and commercializing NASA acquired technologies. He holds an MBA from Yale University and an MS in Engineering.

Panelists

Doug Tsui, Managing Director of **Horizon Venture**, <http://www.horizonvc.com/>

Doug is a networking industry veteran with over 15 years of marketing and business development experience. He has broad knowledge and investment experience in the data networking, multimedia, and Internet Infrastructure area.




Doug's prior operational roles included serving as VP of Marketing for Precept Software, a network video software company which was acquired by Cisco Systems in 1998. He was also VP of marketing and business development for First Virtual Communications. Prior to FVC, Doug was a senior executive for four years at Cisco Systems in product marketing,

business development, and major accounts. Prior to Cisco, Doug held marketing and technical management positions at 3Com/Bridge Communications and Hewlett-Packard.

Doug has funded and worked with numerous high-tech startup companies as an angel investor. He has served on the Board of Directors of AudioTalk, a leading Internet voice company which was acquired by HearMe; Vertex Networks, an Ethernet switching chip company which was acquired by Mitel Corp. and was also an early investor and advisor for other networking companies such as Rapidstream, Amplify.net and Centrum Communications which was acquired by 3Com.

Doug holds a B.S.E.E. degree from the University of California, Berkeley and a MBA degree from Santa Clara University. He is the past president and board member of the Asian Americans Manufacturer's Association (AAMA) and a current board member of the Hong Kong-SV.com organization.

John Matthesen, President and CEO of ByteBlaze, <http://www.byteblaze.com/>

John has over 25 years of global operations and sales experience in Europe and Asia, and is now CEO of  ByteBlaze, a company that produces anti-piracy software. In addition, he is a Venture Partner at WI Harper in San Francisco.

Prior to joining ByteBlaze, John was part of the startup teams at Sybase and Commerce One. He held numerous positions at Commerce One, including Vice President / CIO, Vice President of Sales, Asia Pacific region and other executive management roles in professional services, marketing, and engineering. John held similar technical positions at Sybase during their initial global expansion, when annual revenue grew from \$100K to over \$1Billion in just four years.

John holds a B.S. in biopsychology and linguistics from the University of Colorado, Boulder and has a certification in telecommunications engineering from the University of California, Berkeley. He has also served as an adjunct professor of e-commerce at Carnegie-Mellon University West Coast campus.

For more details, please visit Web pages: <http://natea.org/sv/index.php> or http://natea.org/sv/events/2005/072805_SIG_Security_BizOpps.pdf

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Location Maps:

