

Steve Vetter serves as a strategic solution executive focused on Cisco's Civilian and Federal Sectors. He is responsible for helping develop integrated solutions that address critical client mission and business challenges leveraging the breadth of Cisco and partner technologies and solutions.

Previously, Vetter served as HP Enterprise Services' senior strategic solution executive responsible for the overarching approach to bringing new capabilities and services into the NASA and Commerce environments. Prior to assuming his NASA and Commerce strategic leadership roles, Vetter led critical business development and sales efforts for HP and EDS across a variety of civilian and military departments and agencies, including their key Army IT contract; eTravel services across the Federal Government and Navy enterprise IT solutions, with sales totaling almost \$5B. Before transitioning to sales, Vetter served as Director of Strategic Planning for the Navy Marine Corps Intranet (NMCI) Program for three years, focusing on optimizing the value of NMCI to the Navy through enterprise application integration; application rationalization strategies; authoritative data source initiatives; and web-enabling legacy applications.

Vetter joined EDS in 2001 after retiring from active duty with the Navy. During his naval career, Vetter served in a variety of positions in the Pentagon, including influential roles in the Department of the Navy Chief Information Officer, Deputy Assistant Secretary of the Navy (C4I) and the Assistant Secretary of Defense (C3I) organizations. Vetter also served in leadership roles supporting Desert Storm combat operations aboard the USS THEODORE ROOSEVELT (CVN- 71), as Senior Intelligence Briefer to the Secretary of the Navy and Chief of Naval Operations, and directing numerous intelligence fusion analysis efforts, including leading the Navy's support of U.S. counter-drug interdiction operations.

Vetter holds both Bachelor of Science and Master of Arts degrees in communication studies from Northwestern University and has received numerous awards from the military, intelligence community and volunteer organizations.