

BOSTON--([BUSINESS WIRE](#))--Actifio, the copy data virtualization company, today announced the addition of three proven industry veterans – Ratan Tipirneni, M.J. Golibart and Bjorn Engelhardt – to its global management team. The three represent a combined 75 years experience in enterprise technology, and all have longstanding relationships with existing Actifio team members.

Actifio has experienced rapid growth and expansion so far in 2014, fueled by mounting market focus on the copy data management challenge first addressed by the company's data virtualization platform, and a [\\$100M Series E financing round](#) in March. The company now counts over 500 enterprise users across customers in 36 countries, managing more than an Exabyte of essential enterprise production data. Dozens of Cloud Service Provider partners now have Actifio-powered copy data virtualization offerings in development or in market, delivering public and hybrid cloud copy data management services to enterprise customers around the world.

Bringing more than 25 years of software executive leadership, marketing, engineering and services experience to meet the challenges of rapid growth, Ratan Tipirneni joins Actifio as Vice President, Global Customer Success, reporting to Ash Ashutosh, the CEO. Tipirneni's focus will be on building and leading a global Customer Success Engineering team dedicated to the realization of business success for Actifio users. Prior to Actifio, Tipirneni served as the Senior Director of Smart Support Services Product Management and Business Development at Cisco, where he and his team transformed the service delivery model through software automation that captured network diagnostic data and transformed it into actionable insights. Tipirneni previously led Cisco's New Software Models initiative, where he was instrumental in developing the company's Software as a Service (SaaS) business model. His previous career experience includes the role of Vice President, General Manager at SupportSoft, the founding and leadership of two enterprise technology start-ups, and senior product management and engineering roles at Sun Microsystems.

"I am thrilled to be joining Ash and this incredible team at such an exciting point in the trajectory of this company," said Tipirneni. "Our sales process begins with a commitment to deliver transformational business value to our users, and I and my team are committed to continue to deliver on that commitment."

Rick Wojcik, who had previously served as the General Manager of Actifio's Asia

Pacific and Japan (APJ) business, will now lead Actifio's rapidly expanding Cloud Service Provider business-unit. Wojcik joined Actifio in 2012 from IBM where he led the storage business for growth markets, having previously served as the CEO of Atempo, a leading backup software provider.

Taking over Actifio's Asia-Pacific/Japan business is Bjorn Engelhardt, previously Vice President of Strategic Sales and Cloud Services at Symantec, now Vice President and General Manager for Actifio APJ. Engelhardt brings extensive local management experience and executive relationships to Actifio, having joined Symantec through Veritas' acquisition of Enterprise Vault (KVS) in 2004. Before that he served in senior roles at Citrix including Director of Sales for Australia & New Zealand and Director of Channel Business.

M.J. Golibart joins Actifio to lead a Mid-Atlantic "Super Region" including Actifio's growing Federal business, and established teams in the Southeast and Central Regions. Golibart brings more than 25 years experience to the role, having most recently driven the triple-digit sales growth of IBM's all-flash storage array as the North American Sales Leader for IBM Flash Systems. Before that he worked closely with Actifio President Jim Sullivan at IBM / XIV, where he served as South East Regional Sales Leader. Prior to that he was Vice President of Sales and Marketing at NovusCG, and held multiple sales and sales leadership positions at EMC where his teams were consistent top performers.

"The key to building a billion dollar business is building a billion dollar team," said Ash Ashutosh, Actifio Founder & CEO. "Having achieved that milestone together, we're now focused on the next one: building a multi-billion dollar business. The key to getting there is continuing to invest in the caliber of people we're announcing today, people who bring new ideas and unique experiences to the table, along with the values all Actifians share: Customer-First, Accountability, Respect for the Individual, and Excellence in all we do."

For more information, please visit www.actifio.com

About Actifio

Actifio delivers copy data virtualization to hundreds of global enterprise customers and

Written by Australian Business

service provider partners in more than 30 countries around the world. Our Virtual Data Pipeline™ technology decouples data from infrastructure, enabling dramatic improvements in business resiliency, agility, and access to the cloud. Actifio replaces siloed data management applications with a radically simple, application-centric, SLA-driven approach that lets customers capture data from production applications, manage it more economically, and use it when and where they need to. Actifio is headquartered just outside Boston, Massachusetts, and can be reached via the web (actifio.com), Twitter ([@actifio](https://twitter.com/actifio)), or email at info@actifio.com

.

[Read more](#)