

**John Borghard** is responsible for all of CA Technologies' Federal and State and Local and Canadian business. This includes new product sales for all of the above markets for SaaS, Cloud, Virtualization and on premise solutions.

John Borghard re-joined CA in July of 2007 as Vice President for State and Local Government Sales. He was responsible for building out a world class State and Local sales organization and strengthening CA's Public Sector position.

Before joining CA, John was Senior Vice President of sales for the Americas at Managed Objects, a Business Service Management (BSM) solution provider. During his tenure, John helped the company grow to a significant player in the BSM Marketplace, posting 38% annual sales increases in the Americas.

Prior to Managed Objects, John served as Chief Operating Officer and President of Marketswitch Corporation, a provider of decisioning software. He was responsible for the operations of sales, marketing, business development, IT, pre-sales and services, realizing an eightfold increase in end-user sales during his tenure.

Preceding Marketswitch, John spent 13 years at CA, where he established an exceptional track record of sales achievement. He joined the company as a sales executive and finished as the General Manager and SVP of the Federal Systems Group. In that role, he headed a staff of over 1,000 employees and held responsibility for \$550 million in revenue.

John lives in Great Falls, VA with his wife Philomena, he has a daughter who recently graduated from University of Virginia and teaches in Alexandria and a son who lives and works in Washington, DC.

John holds an MBA from Fordham University, where he graduated Phi Beta Kappa and Beta Gamma Sigma.