

Biography



Steve Steinhilber
Vice President,
Strategic Alliances and Corporate Consulting Engineering,
Cisco Systems

Steve Steinhilber is Vice President of Strategic Alliances and Corporate Consulting Engineering at Cisco Systems, responsible for driving the development of new strategic alliances and ongoing management of Cisco's top global alliances. These alliances include Accenture, BearingPoint, Capgemini, EDS, EMC, Ericsson, Fujitsu, HP, IBM, Intel, Italtel, Microsoft, Motorola and Siemens. He also oversees development of technology requirements for emerging markets and advanced technology consulting and systems design.

Under Steinhilber's leadership, Cisco's strategic alliances delivered \$4.1 billion in revenue, or over 14% of total Cisco revenues, in the fiscal year ending in July 2006.

Corporate Consulting Engineering works across the company on complex systems architecture and projects in the Enterprise and Service Provider markets and actively participates in a broad range of leading technical forums, including IETF and ITU. The team also leads Cisco's involvement in many industry organizations such as the Alliance for Telecommunications Industry Solutions (ATIS), the Network Reliability and Interoperability Council (NRIC) and the UN Information and Communications and Technology Task Force.



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During Steinhilber's tenure, Cisco has been recognized by both business and academia for alliance leadership and excellence. The Association of Strategic Alliance Professionals (ASAP) has awarded Cisco its Alliance Excellence Award for three consecutive years. And in 2004, Harvard Business School highlighted Cisco in one of its first case studies on alliance management. Cisco was also featured as an alliances leader on the cover of *Business Finance* magazine's March 2004 edition.

Additionally, Gartner Dataquest named Cisco as one of two companies most frequently named a best-in-class partner in its 2003-2004 Alliances Best Practices Survey, and as the only company designated a best-in-class partner by all its partners. And research firm IDC has highlighted Cisco for its best practices in alliance metrics and valuation.

Prior to his current position, which he has held since April 2000, Steinhilber was Director of Wireless Alliances at Cisco, where he was involved in establishing mobile and fixed wireless partnerships, helping pave the way for Cisco's entry into this new market.

Before joining Cisco, Steinhilber was Vice President of Product Management and Technical Support at interWAVE Communications International, a wireless startup company that went public. At interWAVE, he was instrumental in establishing key partnerships with major telecom suppliers, running the product management organization, and establishing and managing the global training and technical support organization.

Previous positions include Vice President of the Adaptive division of NET, which was involved in ATM switching products, as well as domestic and international sales and general management roles at Concurrent Computer and at AT&T.

Steinhilber is a member of analyst firm IDC's Alliance Executive Panel and is on the Board of Directors of ASAP. He also serves on Cisco's Enterprise Business Council, Service Provider Business Council, Global Channels Council, North American Marketing Council, and the Networker's Executive Council.



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Steinhilber has been a featured speaker at the Conference Board, the Management Roundtable, ASAP and served as keynote presenter and co-chair at the CoDev 2005 conference.

Steinhilber holds a BA from Duke University and an MBA from Harvard Business School.

