



EDU LOB [Education Line of Business] Organizational Announcement

TO: All SMI VPs, SMI DIRECTORS, WW Edu
FROM: Kim Jones, VP Global Education and Research
DATE: September 19, 2003

It gives me great pleasure to announce the appointment of Art Pasquinelli to the position of Director of Education Sales and Solutions Development.

Art joined Sun in 1992 and has worked with the Education Community for the last eight years. Over the last few years, Art has been spearheading Sun's involvement in Sun's global Education market where he has helped set and implement our strategies in the areas of Campus/K12 Portals, Content Management, Campus/School Infrastructure Development, Administrative Computing, E-Learning, and Digital Libraries.

Additionally, Art and his team have been responsible for going to market strategy and programs with the key Education solution partners. These relationships and programs have been key to Sun's growth and leading market position in the Global Education over the past few years.

Art is currently on the Board of the Java Architectures Special Interest Group (JA-SIG) for Higher Education and he has helped foster Sun's activities with numerous Educational standards groups including The American Library Association, IFLA [International Federation of Library Associations and Institutions], ISTEAC [Ibero American Science and Technology Education Consortium], Internet 2, IMS [IMS Global Learning Consortium Inc., formerly Instructional Management Systems], and EUNIS [European University Information Systems].

Art has a MA in International Affairs from George Washington University and a BA from UC Davis.

Please join me in welcoming Art into his well-deserved new role at Sun. I'd also like to thank Dinesh Bahal who has successfully led this group for the past three years and has moved into a Sales Director position in APAC [Asia Pacific] for Education.