



## NetIQ names Ron Milton as vice president of customer value realisation

NetIQ, an Attachmate business, today announced that Ron Milton has joined NetIQ as vice president of customer value realisation. Milton will lead the global delivery of NetIQs professional services, technical support, product line sales engineering, education and training programs and NetIQs online communities, helping to align these elements of solution delivery that make NetIQ customers successful. Jay Gardner, senior vice president and general manager, NetIQ. Said, Ron is a tremendous asset to the NetIQ organisation, having worked with a vast array of senior executives and industry thought leaders throughout his career. With his extensive expertise in determining customer needs and how they evolve, Ron will be instrumental in how NetIQ shapes solutions, service offerings and educational opportunities for our NetIQ community. Prior to a fifteen-year tenure with IDG, Milton served as vice president and partner at GLA Computer Systems, a software developer and channel integrator. He also spent time in various channel management, marketing and field sales positions at Bull HN Information Systems. Along with his extensive industry background, Milton has been recognised with a 10-year special achievement award from the Storage Networking Industry Association (SNIA) global board of directors. Milton also served as a founding board member for Storage Networking World, created the Premier 100 awards and education program, and is a current member of both SNIA and the Cloud Computing/Cloud Storage Initiative. Milton noted that, One of NetIQs primary objectives is to enable customers to gain the maximum value possible from their solutions. NetIQs customers initially choose our products to solve a specific problem, not knowing they can address other challenges that may arise over time. I plan to help our customers get that additional value and further build upon the success they have had with their NetIQ investments.