



BROCADE



Tony Celeste, Director, Federal Sales Brocade

As a Director of Federal Sales, Tony Celeste is responsible for leading the Brocade sales effort to the Civilian Agencies.

Tony has more than 25 years of industry experience. As a General Manager and Sales Executive, he has led large nationwide teams responsible for revenues in excess of \$250M, and teams of more than 100 employees. In his previous role as the General Manager, Intelligence and Defense Agencies, at Iron Bow Technologies, LLC formerly Apptis, Inc. he was responsible for building the Intelligence and Defense Agencies business, managed Iron Bow's Joint Venture and Small Business Mentor Protégé' Program and established and administered the company's corporate security office. Tony and his team were awarded various major programs, including DHS FirstSource, FBI Technology Refresh Program (TRP), and Department of State Video Teleconferencing BPA representing significant program contributions at Iron Bow.

Prior to that, Tony served as Vice President and General Manager, Government Sector, Xitech Corporation. He was also National Director, responsible for Defense and Intelligence Agencies in addition to Civilian Agencies at Silicon Graphics, Inc. (SGI). Tony also spent 10 years in sales and sales leadership positions at Digital Equipment Corporation (DEC) selling to the Civilian Agencies.

Tony holds a Bachelor of Science, Business & Management from University of Maryland and is a member of the American Council for Technology (ACT) - Industry Advisory Council (IAC), Armed Forces, Communications and Electronics Association (AFCEA), the Intelligence and National Security Alliance (INSA) and the Information Technology Association of America.

He resides in Bethesda, Maryland with his wife Sharon and their 3 children.