



**Kevin J. Gilroy**

*Senior Vice President*

*Ecosystem and Channels, SAP North America*

Kevin Gilroy is senior vice president for the Ecosystem and Channels (E&C) organization at SAP North America, responsible for overseeing all business operations related to the company's channel partner strategy as well as the small-medium enterprise (SME) market. Gilroy joined SAP in early 2010 and has more than 25 years of experience with SME companies and channel partners.

Before joining the company, Gilroy was president of Worldwide Enterprise Computing Solutions at Arrow Electronics. Throughout his career, Gilroy has held numerous senior management and sales positions including: senior vice president and general manager HP's Worldwide Small Business Segment; and president, CEO, and member of the board of directors of OnForce, where Gilroy's contributions are recognized across the industry.

eWeek Channel Insider named him one of the "Top 12 Channel Executives" in 2008, CRN honored him on their list of "25 Most Innovative Channel Executives," and he was named Everything Channel's "Channel Executive of the Year" in 2005. Gilroy completed graduate studies in finance at St. John's University and holds a bachelor's degree in finance and economics from Long Island University, both in the United States, and also received Advanced General Management Certification from INSEAD.

###