

## Lane Bess



Lane has more than 35 years of experience and a proven track record as an Executive for rapidly growing, publicly traded and privately held companies serving the enterprise and consumer markets.

Lane currently operates his own \$100 million Venture investment firm (Bess Ventures and Advisory, LLC) where he leverages funds generated from his operational success to help other firms create their path to positive outcomes.

Throughout his career, Lane has taken his learning experiences from larger corporate environments and tapped into his Entrepreneurial spirit to start and build some of the most well-known Internet Security companies.

Known for hitting the “trifecta” Lane has built three billion-dollar companies in Internet security. Lane helped attain early funding and acted as CEO of Palo Alto Networks leading to its IPO. He also was instrumental in building Zscaler, an innovator and leader in cloud-based Internet security services which will enter the public markets soon. He brought Trend Micro Internet Security to market and helped establish it as global competitor in the 2002-2007 timeframe.

Earlier in his career, Lane had held senior Sales and Marketing positions at NCR Corporation, where he oversaw multinational global sales. At AT&T Lane was responsible for the product launches of AT&T's Business and Consumer Internet services in the mid-1990s.

Some of the firm’s notable investments include Arista Networks, Nutanix Inc., ThoughtSpot, Rubrik, and Zscaler. He currently serves on a number of early- and mid-stage Boards and advises and invests in over a dozen companies covering the Internet Security, Storage and Business Intelligence sectors.

## **Carnegie Mellon University**

Lane has a B.S. Degree in Managerial Economics from Carnegie Mellon University and holds a master's degree from the University of Dayton. Lane also serves as a Trustee on the Board of Carnegie Mellon University.