

**Participant List**  
**Channel Management Strategies: Digital Partnering**  
Thought Leadership Summit on Digital Strategies  
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Susane Berger	Vice President, Customer & Partner Sales Operations, Global Sales Organization, Sun Microsystems, Inc.
Scott Borg	Independent Consultant and Writer
Brad Boston	Senior Vice President and CIO, Cisco Systems, Inc.
Surinder Brar	Senior Director of Worldwide Channels, Cisco Systems, Inc.
Hans Brechbühl	Executive Director, Center for Digital Strategies, Tuck School of Business, Dartmouth College
Donald H. Bullock	Vice President, Information Technologies and CIO, Eaton Corporation
R. David Butler	Corporate Vice President & CIO, Whirlpool Corporation
Gary L. Frazier	Richard & Jarda Hurd Professor of Distribution Management, Marshall School of Business, Univ. of Southern California
Mark Hillman	Director of Process & Integration Supply Chain, General Motors Corporation
M. Eric Johnson	Director, Center for Digital Strategies, and Associate Professor, Tuck School of Business, Dartmouth College
John Marshall (Moderator)	Executive Vice President & Global Leader, Strategy & Analysis, Digitas LLC
Heidi McRae	Manager, Thought Leadership Network, Cisco Systems, Inc.
Paul Mountford	Vice President, Worldwide Channels, Cisco Systems, Inc.
Narakesari Narayandas	Chair of the Business Marketing Strategy Program, and Associate Professor, Harvard Business School
Alan Shaw	Vice President, Customer Relationship Management, North American Region, Whirlpool Corporation
Eric Sowder	Senior Vice President, Logistics, Lowe's Companies, Inc.
Thomas E. Whiddon	Executive Vice President, Logistics and Technology, Lowe's Companies, Inc.