Stanford



Nand Mulchandani

Visiting Fellow, HOOVER RESEARCH

Bio

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Nand Mulchandani is a serial entrepreneur, having co-founded multiple companies with successful exits in the enterprise infrastructure and security space.

Most recently, Nand was the Vice President of Market Development and Strategy for Citrix. In this role, Nand has led numerous projects in opening up new markets for the company, helping to develop and launch new products, strategy, and building partnerships and business alliances to execute on these initiatives.

Nand joined Citrix through its acquisition of ScaleXtreme in May 2014, where Nand was the CEO and Co-Founder. ScaleXtreme built one of the first SaaS datacenter and cloud automation systems. Accel and Ignition Partners were the investors in ScaleXtreme.

Prior to co-founding ScaleXtreme, Nand was an Entrepreneur-In-Residence at Accel Partners, where he started work on the company that became ScaleXtreme, in addition to working on projects in cloud computing, consumer internet, as well as advising a number of companies on product and growth strategies.

Nand was CEO of OpenDNS, where he lead the company through a growth phase in DNS traffic, consumer router integrations, and a complete repositioning of the company to the enterprise security space. Nand also led the first venture round that the company raised from Sequoia Capital and Greylock Partners. OpenDNS was later acquired by Cisco in 2014.

Previously, Nand was Senior Director of Product Management and Marketing at VMware, responsible for security strategy, product management, and security marketing. Before VMWare, Nand was Vice President of Marketing and Business Development at Determina Inc., which was acquired by VMware in August 2007. Nand was the founding CEO of Determina where he led the company from inception to early revenue stage. Determina was backed by Bessemer Venture Partners, the Mayfield Fund, and US Venture Partners.

Prior to Determina, Nand was co-founder and VP Product Management at Oblix, where he helped create the Identity & Access Management market and position Oblix as a leader in this space. Oblix was backed by Kleiner, Perkins, Caufield & Byers and other leading venture firms, and was acquired by Oracle in 2005.

Nand started his career at Sun Microsystems, working on compilers and optimization, including work on the first Java compilers and the UltraSPARC chips.