



TO REQUEST CONTACT INFORMATION FOR THIS INDIVIDUAL, PLEASE  
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## JENNIFER W. PILEGGI

### CAREER SUMMARY

Accomplished and seasoned C-Suite leader with more than 30 years of experience as a trusted and strategic advisor to Boards of Directors and executive management of publicly-traded and privately held companies. Career has spanned multiple multinational companies and a diverse set of industries that include enterprise software (SaaS and subscription services), hardware, logistics and supply chain management, and transportation services. Extensive operational experience leading legal, real estate, government relations, and human resources. Accomplished at building and developing high-performing global teams. Recognized for devising and implementing practical resolutions to complex and challenging business issues, with a proven track record of addressing strategic business challenges that include scale and international expansion, aggressive growth, M&A, and leading a company through an IPO.

### AREAS OF EXPERTISE

Corporate Governance • Executive Compensation • IPO • M&A • ESG/Sustainability • Data Privacy/Security • Crisis Management • Government Affairs • Organizational/Regulatory Compliance • Enterprise Risk Management • Human Capital Management/Employee Relations • Procurement/Supply Chain/Logistics • Real Estate Management/Leasing/Purchases/Sales

### PROFESSIONAL EXPERIENCE

#### **BARKER GILMORE**

April 2022-present

*Executive search firm*

##### **Senior Advisor**

Provide executive leadership coaching, talent assessment, law department and succession consulting, and onboarding support to corporate general counsel and chief compliance officers.

#### **ZUORA, INC., Redwood City, CA**

June 2015-Feb. 2022

*SaaS subscription management company (NYSE: ZUO)*

##### **Senior Vice President, General Counsel, Chief Compliance Officer, and Corporate Secretary**

Served as chief legal officer and member of executive management team for enterprise SaaS company with revenues of \$350 million and operations in more than 20 countries, reporting directly to Chief Executive Officer. Responsible for worldwide legal, regulatory and compliance affairs in areas including corporate finance and securities, human capital management/executive compensation, ESG/sustainability, corporate governance, enterprise risk management, privacy/security, corporate development/M&A, intellectual property, and litigation. Also managed worldwide real estate, facilities, and workplace resources. Led global team of 21 attorney/non-attorney staff and 7 real estate/facilities staff, and managed annual budget of \$46.5 million (\$8.5 million legal/\$38 million facilities).

##### *Key Contributions:*

- Led company's coronavirus pandemic response team and operations since its inception in March 2020.
- Led company's successful IPO.
- Significantly reduced friction in sales cycle and deal closures times by streamlining processes and training internal client groups, resulting in reduction of deal closure times of up to 50%.
- Developed and implemented robust compliance program as part of Zuora's IPO, covering areas such as ethics, prevention of insider trading, and anti-corruption laws.
- Served as company's first general counsel, building out the entire legal function.

#### **SILICON GRAPHICS INTERNATIONAL CORP., Milpitas, CA**

Sept. 2011-June 2015

*High performance computer server and data management solutions company (NASDAQ: SGI)*

##### **Senior Vice President, General Counsel, Chief Compliance Officer, and Corporate Secretary**

Served as chief legal officer and member of executive management team for SGI, a leading high performance computing company with revenues of \$750 million and operations in more than 20 countries, reporting directly to the President and Chief Executive Officer. Oversaw worldwide legal affairs and was responsible for regulatory matters, corporate

governance, ethics and compliance, intellectual property, executive compensation, employment law, M&A, financial transactions and general corporate matters. Managed annual budget of \$7 million and global team of 12 attorney/non-attorney staff distributed across three continents.

*Key Contributions:*

- Developed and implemented comprehensive intellectual property program, focusing on new innovation capture and existing asset monetization.
- Continually reduced outside counsel spend and overall departmental budget by more than 10% each year through negotiating outside counsel rate reductions, alternative fee arrangements, and restructuring and streamlining of in-house staff.

**CON-WAY INC.**, San Mateo, CA

Sept. 1996-May 2011

*Freight transportation and global supply chain management company (NYSE: CNW)*

**Executive Vice President, General Counsel, Chief Privacy Officer, and Corporate Secretary** 2004-2011

Served as chief legal officer and member of executive management team for \$5 billion, Fortune 500 company with operations in 18 countries, reporting directly to the President and Chief Executive Officer. Directly led government affairs and human resources for several years. Managed annual budget of \$15 million and team of 19 attorney/non-attorney staff distributed across four states. Served as executive member of risk management committee.

*Key Contributions:*

- Led multiple mergers, acquisitions, and divestitures, including direct negotiation of \$750 million domestic trucking company acquisition and several logistics companies in Asia, and led executive integration team.
- Successfully resolved outstanding high-profile litigation against company, including complete dismissal and low-dollar value settlements, eliminating claims potentially worth hundreds of millions of dollars.
- Successfully resolved Foreign Corrupt Practices Act investigations by the Securities and Exchange Commission and Department of Justice.
- Reduced departmental budget year-over-year by leveraging legal spend, implementing e-billing system and negotiating outside counsel rate reductions and alternative fee arrangements.
- Restructured and consolidated entire in-house legal function, establishing more responsive and streamlined organization, with improved capabilities to support corporate and business unit legal needs.

**Vice President and Corporate Counsel, Menlo Worldwide Logistics** 1996-2004

Acted as sole attorney initially, and eventually built and managed staff of 10 for \$2.9 billion global supply chain management subsidiary of Con-way. Seized role as company's first dedicated, in-house attorney within organization previously reliant exclusively on parent company legal function. Headed human resources functions, including direct management of HR department.

**ADDITIONAL EXPERIENCE**

**MARRON, REID & SHEEHY**, San Francisco, CA, **Business Associate** 1992-1996

**HELLER, EHRMAN, WHITE & MCAULIFFE**, San Francisco, CA, **Business Associate** 1990-1992

**BOARD MEMBERSHIPS; OTHER AFFILIATIONS**

- Participant, DirectWomen Board Institute, 2022
- Member, DirectWomen Marketing Advisors and Ambassadors Committee, 2017-2019
- Member, Advisory Board, Ironclad, Inc., 2016-present
- Founding Member, TechGC, 2016-present
- Member, General Counsel Executive Advisory Council, Association of Corporate Counsel (Bay Area Chapter), 2010-2015
- Member, Board of Directors, California Chamber of Commerce, 2007-2011

## SELECTED SPEAKING ENGAGEMENTS

- *First 30/60/90 On the Job as General Counsel*, Women's General Counsel Network (March 2021)
- *Achieving Success as a New Public Company*, Nasdaq IPO Bootcamp (March 2019)
- *Expectations for Public, Pre-IPO and Private Companies*, Broadridge/Equilar Corporate Governance Roundtable (February 2019)
- *Executing an IPO in Today's Environment*, TechGC Summit (October 2018)
- *Maximizing Impact In-House (Experience and Insights from C-Level Lawyers for Technology Companies at All Stages of Development)*, TechGC/Baker Botts program (July 2018)
- *Maximizing Relationships (Partnering Effectively With and Delivering Value to Other C-Suite Executives; Navigating Dynamics with VCs)*, Women's General Counsel Network (October 2016)

## AWARDS

- Winner, 2018 Most Influential Women in Bay Area Business, San Francisco Business Times
- Winner, 2017 Women of Achievement Award, Legal Momentum

## EDUCATION

**NEW YORK UNIVERSITY SCHOOL OF LAW**, New York, NY, J.D., 1990

- Member, Journal of International Law and Politics

**YALE UNIVERSITY**, New Haven, CT, B.A., Art History, *cum laude*, with honors in major field, 1986