

Executive biography



Nick van der Zweep

Director, Virtualization and Integrity Server Software

Hewlett-Packard Company

Nick van der Zweep is director of Virtualization and Integrity Server Software for HP. In this role, he has shaped a number of groundbreaking solutions for enterprises that seek to build flexible IT infrastructures that can keep pace with rapid business change. These include the HP Utility Data Center and HP Virtual Server Environment offerings.

He also is responsible for software marketing for Business Critical Servers, including HP-UX 11i, OpenVMS, high-availability software and the HP Virtual Server Environment.

Over a 20-year career, Van der Zweep has developed extensive technical, sales and marketing expertise. He built the business case for usage-based pricing models and, in 1999, led the introduction of Instant Capacity. He subsequently led the introduction of several related initiatives, including HP's Pay per Use utility pricing program in 2001 and HP's Temporary Instant Capacity in 2002.

Van der Zweep led HP's IT Consolidation program from its inception in 1998 to a business generating more than half a billion dollars annually in 2001.

Prior to HP, Nick spent 10 years working as an IT architect and data center manager for the Great-West Life Assurance Company in Winnipeg, Manitoba, Canada.

Van der Zweep has bachelor's and master's degrees in computer science from the University of Manitoba in Canada.

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304
www.hp.com