



## Douglas Small

Worldwide Marketing Director, Open Source and Linux Organization

### Hewlett-Packard Company

Douglas Small is the worldwide marketing director for the Open Source and Linux Organization (OSLO) at HP. In this role, he has responsibility for the OSLO marketing organization and its support of HP's geographical regions, including inbound and outbound open source and Linux marketing, initiatives such as Linux market share and blades, alliance management, analyst and public relations, as well as all internal and external open source and Linux communications, including collateral and web.

During his career at HP, Small has held a variety of management roles in marketing, sales development and strategy at both worldwide and regional levels. In addition, he has product experience across a wide range of technologies spanning networking through network management, server appliances, blade servers and high-end systems.

Before joining OSLO, Small was the worldwide marketing manager for Linux Carrier Grade Systems in HP's Business Critical Systems unit. He also was responsible for this unit's strategy in the network and service provider vertical market, where HP's sales growth was three times the market average the last two years of his term.

Earlier, Small was the worldwide sales development manager of the Linux-based Server Appliance Business and the marketing manager of the HP ProCurve Networking Business in North America, where revenues grew 75 percent and 30 percent in successive years under his leadership.

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