



## Jack Novia

Managing Director and Senior Vice President, Technology Solutions Group – Americas

### Hewlett-Packard Company

As managing director and senior vice president for the Technology Solutions Group –Americas at HP, Jack Novia is responsible for managing revenue growth and customer satisfaction for the U.S., Canada, Latin America and the Caribbean, and shaping HP's overall enterprise computing strategy and business development in these regions.

In his role as managing director for the Americas, Novia provides directional leadership across all business units and interfaces with key stakeholder communities, including partners, customers and government agencies. Under his leadership, HP Americas has grown to become the equivalent of a Fortune 200 company.

Novia is also responsible for driving HP's server, storage, software and services businesses across the Americas.

Previously, Novia was the managing director and senior vice president for HP's Customer Solutions Group, where he was recognized as a leader who can drive balanced business performance – growing HP's 2005 business faster than market, while improving profitability two times across all businesses.

Prior to that role, Novia was senior vice president and general manager of HP Services – Americas, where he was responsible for driving the strategy and growth for HP's complete portfolio of services and support.

Novia has also served as vice president of global sales and systems integration for Compaq Global Services, at Compaq Computer Corporation, where he managed the worldwide systems integration business and was also vice president of Compaq's Northeast Region Enterprise Sales organization.

Prior to joining Compaq, Novia held various executive positions with Digital Equipment Corporation (DEC), including vice president of channel sales and marketing for North America, and vice president of sales and marketing for DEC's Systems Business Unit.

Novia joined DEC in 1994 from HP where he held management positions in worldwide sales and marketing in the workstation and high-performance computing business units. He has also held engineering, field and manufacturing positions with Apollo Computer and Data General.

Novia has also served on the boards of directors for several professional IT user associations.

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9/2006

