



Nick van der Zweep

Director, Virtualization and Software, Business Critical Systems

Hewlett-Packard Company

As director of Virtualization and Software for the Business Critical Systems unit at HP, Nick van der Zweep has shaped a number of groundbreaking solutions for enterprises seeking to build flexible IT infrastructures that can keep pace with rapid business change.

Van der Zweep spearheads all virtualization efforts on behalf of HP and led the development of the company's HP Utility Data Center and HP Virtual Server Environment offerings. He also is responsible for software marketing for Business Critical Systems at HP, including HP-UX 11i, OpenVMS, High Availability software and the HP Virtual Server Environment.

Van der Zweep has deep technical, sales and marketing knowledge. He built the business case for usage-based pricing models and, in September 1999, led the introduction of Instant Capacity, an industry first. He subsequently led several related initiatives, including HP's Pay per Use utility pricing program in July 2001 and HP's Temporary Instant Capacity in August 2002.

From 1998-2001, van der Zweep led HP's IT Consolidation program from its inception to a business generating more than half a billion dollars annually. Today, it remains the leading strategic and revenue-generating solution for HP's Technology Solutions Group.

During his 20 years of IT experience, van der Zweep has focused on data center optimization and on making IT a strategic differentiator for companies. Prior to HP, he 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.

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