



Derek Smith

Vice President and General Manager, Personal Systems Group

Hewlett-Packard (Canada) Co.

Derek Smith is vice president and general manager of the Personal Systems Group in HP Canada, where he has responsibility for all aspects of the business, including sales, marketing, operations and customer satisfaction. The group's range of access devices includes commercial and consumer PCs, technical workstations, personal digital assistants and handheld products, wireless personal storage systems and embedded software.

Additionally, Smith oversees several strategic company-wide functions, including the Solution Partners Organization, Canbuild II – HP Canada's Business PC Production Facility, and PSG Web and Direct Operations.

Smith has more than 16 years of experience in the Canadian computer industry. In his 12 years with HP, he has held progressively senior positions in channel development, sales and general management. He was appointed vice president of the Commercial Channels Organization in 2000. Prior to that, he was responsible for managing Compaq Computer Corp.'s Central Region Sales, where he was a member of the Canadian Management Team.

Smith holds a bachelor of economics degree from Concordia University in Montreal, Quebec.

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