



Jim Ganthier

Director, BladeSystem Marketing, Technology Solutions Group

Hewlett-Packard Company

Jim Ganthier (pronounced *GAN-tea-ay*) is director of BladeSystem Marketing in the Enterprise Storage and Server business unit at HP, a position to which he brings more than 20 years of product management and solutions delivery experience. He also heads business development, business metrics activities and the "Virtual Connect" product line profit and loss for BladeSystem products worldwide.

Ganthier's previous positions include vice president of Worldwide Government Solutions (spanning homeland, public safety, defense, intelligence and civilian agencies), where he was responsible for developing strategies and offerings and for delivering HP's portfolio of government solutions to customers around the world. As director and general manager of the iPAQ Inter-Connected Products Group, Ganthier drove the successful introduction of the Internet-access devices, wireless and wired networking products and residential gateway products. His duties spanned strategic management, product marketing and product development of iPAQ devices and products worldwide.

Ganthier is a "day 1" veteran of Compaq's Presario products teams. As director of worldwide product design and development, his team implemented the processes and products that enabled the division to go from zero to approximately \$4 billion in annual revenue and to reach the No. 1 retail position in three and a half years.

Ganthier also spent five years at Northern Telecom (now Nortel); he started his career at GTE Sylvania.

Ganthier is the recipient of 12 U.S. patents with several others pending. He is also a special recognition recipient of the 2002 BEY award. He holds an engineering degree in industrial systems, with a minor in production and operations management from Florida International University and a Master of Business Administration from Florida Atlantic University, and he has taken executive leadership courses at Harvard University.

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