



**RANDY SEIDL**

Vice President, Americas Sales  
Enterprise Servers, Storage and Networking  
HP Enterprise Business

HEWLETT-PACKARD COMPANY

Randy Seidl is vice president of sales for HP Enterprise Servers, Storage and Networking in the Americas region. He brings more than 24 years of global sales and executive management experience to HP, growing and scaling both emerging and Fortune 500 technology companies.

Seidl joins HP from Sun Microsystems where he most recently served as senior vice president of the North America region for Sales and Services. His prior role at Sun was vice president for the Financial Services Area, where his team was the No. 1 global selling unit in FY '08. Prior to Sun, Seidl held numerous leadership roles including chief executive officer and board member at Permabit, co-founder and executive vice president of Sales and Services for GiantLoop, and chairman and chief executive officer of Workgroup Solutions.

Beginning his career at EMC in 1985 as the 33rd employee, Seidl held various positions in sales and marketing during his 11 years with the company, including vice president of Open Systems Sales for North America. Seidl played a key role in EMC's international expansion, leading early growth in the UK and then starting the Australasia operation.

A graduate of the Carroll School of Management at Boston College, Seidl has attended executive education programs at Stanford, Harvard and MIT.