



JIM GANTHIER
Vice President of Marketing
Industry Standard Servers WW

HEWLETT-PACKARD COMPANY

Jim Ganthier is vice president of Worldwide Marketing for the Industry Standard Servers organization within HP. In this role, Ganthier is responsible for both tactical and strategic marketing of the highly successful family of HP ProLiant servers, and the market's broadest range of industry standard products, services and solutions.

Ganthier brings more than 20 years of product management and end-to-end solutions delivery experience to HP. Prior to his current position, he was vice president of Marketing for HP BladeSystem, where he led global marketing and the launch and profit and loss for the Virtual Connect business. In this role, he also led business development and metrics activities for HP BladeSystem products worldwide.

Ganthier's HP experience also includes vice president of Worldwide Government Solutions, where he was responsible for developing the strategies and solutions offerings for government customers around the world. As a result of his team's efforts, HP received the Private Sector Council 2004 Leadership Award for its efforts with the U.S. Department of Homeland Security. As director and general manager of the iPAQ Inter-Connected Products group, he drove the successful introduction of its 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.

A 20-year HP veteran, Ganthier formerly served as a founding member and director of Worldwide Product Design and Development for Compaq's Presario products. Previously, he held positions at Northern Telecom, now Nortel, and GTE Sylvania in the Caribbean. He is the recipient of 12 U.S. patents with several others pending.

Ganthier holds an engineering degree in industrial systems with a minor in production and operations management from Florida International University, an MBA from Florida Atlantic University, and has taken executive leadership courses at Harvard University.