Aman Neil Dokania

Vice President and General Manager
Blades, Virtualization and Cloud Solutions, Asia
Pacific and Japan
Hewlett-Packard Company

Aman Neil Dokania is vice president and general manager for the Blades, Virtualization and Cloud Solutions business in Asia Pacific and Japan (APJ) at HP. He manages the data center solution sales and solution architects teams in the company's APJ Enterprise Servers, Storage and Networking division.

Dokania also oversees HP's original equipment manufacturer relationships with VMware, Citrix and Microsoft in the areas of virtualization and cloud. He plays a key role in shaping HP's strategy on blades and cloud and is the architect of the HP BladeSystem and CloudSystem branding.

Prior to this, Dokania spearheaded product development, branding and marketing initiatives for the HP BladeSystem business in APJ. He also developed and executed growth strategies for HP India's Enterprise Storage and Server business, which were established as best practices for emerging markets.

Before moving to Asia, Dokania was responsible for driving future specifications for the HP BladeSystem c-Class in the United States. He also led the conception and development of HP's first management software and introduced the concept of lights-out management, for which he holds a patent for related technology.

Dokania holds a bachelor's degree in commerce from St. Xavier's College (India) and a master's degree in business from Oregon State University, and he is a Kellogg Scholar of Marketing from Northwestern University.