



Executive Biography

Mark Potter

Senior Vice President and General Manager,
Industry Standard Servers and Software, Enterprise Group
Hewlett-Packard Company



Mark Potter is the senior vice president and general manager for the Industry Standard Servers and Software (ISS) organization within the Enterprise Group at HP. In this role, he is responsible for serving customers of all sizes around the globe. HP ISS is a \$13+ billion business that includes the world's No. 1 server brand, HP ProLiant, the world's No.1 bladed infrastructure, HP BladeSystem and the award winning HP CloudSystem.

Previously, Potter served as senior vice president and general manager of HP's Infrastructure Software and Blades business. Under his leadership, the HP blade server business expanded from an estimated \$400 million in 2004 to more than \$3 billion in 2010, and grew share from 19 percent to 54 percent, according to IDC. During this time, Potter was responsible for the introduction of the Insight Control management suite and rapid growth of HP Virtual Connect – a virtual networking innovation that continues to differentiate HP BladeSystem.

Potter is the recipient of eight engineering patents. He has held numerous senior business as well as research and development management positions since joining Compaq Computer, now a part of HP, in January 1989.

Before HP, Potter served in leadership and management roles in the aerospace industry. He earned a Bachelor's of Science from Texas A&M University.