



Executive Biography

David Twohy

Vice President, Technology Services, Global Channels
Hewlett-Packard Company



David Twohy leads HP's Worldwide Technology Services Channels organization. In this role, he is focused on helping HP's channel partner community to grow their HP services sales and delivery capabilities, and to establish HP ServiceONE as the premier channel program in the industry. He is responsible for more than \$3 billion of annual orders.

Prior to this role, Twohy was vice president of Americas Channel Sales for HP Technology Services. He managed a staff of 100 sales professionals and drove a \$950 million indirect business for HP. His span of control included the United States, Canada, Central America and South America.

Twohy also has served as vice president leading sales organizations responsible for HP's 65 largest U.S. clients. He also led the services sales team for HP's 19,000 mid-market clients.

Since joining HP in 2001, Twohy has had a variety of other roles within the company, including director of Technology Management Services. In this capacity, Twohy led out-tasking services sales for the United States, and a variety of other sales management roles. He is a member of HP's Winner's Summit, which recognizes the top 4 percent of HP's global sales force.

Before joining HP, Twohy was an executive director with Cybersource, a leader in ecommerce payment solutions. With Cybersource, Twohy led the Sales and Technical Solutions organizations. His team developed and delivered custom payment solutions for medium and large corporations.

Twohy also spent 12 years with IBM in various sales and management positions. In his 10 years carrying a sales quota, he achieved 100 percent Club status all 10 years. He was also recognized with a Gold Circle membership, which is awarded to the top 2 percent of IBM's global sales force.

Twohy holds a bachelor's degree in English from the University of Notre Dame, as well as ITIL certification. He is a regular speaker at partner events, executive briefings, chief information officer roundtables, and HP Customer Advisory Councils.