



## Executive Biography

### **Doug Oathout**

Vice President, Global Marketing  
Channel Partner, Alliances and Original Equipment Manufacturers,  
Enterprise Marketing  
Hewlett-Packard Company

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Doug Oathout is vice president of global marketing for channel partners, alliances and original equipment manufacturers (OEMs) in HP Enterprise Marketing. In this role, he is responsible for managing the HP Enterprise PartnerOne program and marketing activities with channel partners. He also manages the business development team that works with HP's key independent software vendor as well as the AllianceOne program for all of HP.

Previously, Oathout was vice president of Marketing for HP Converged Infrastructure in the HP Enterprise Group worldwide organization, responsible for marketing the HP Converged Infrastructure strategy and portfolio. He also served as vice president of Green IT and Business Development for the HP Enterprise business, where he led strategy, solution development and marketing for HP's green IT solutions. Green IT is one of the cornerstones of HP Converged Infrastructure.

With more than 20 years of experience in the high-tech industry, Oathout brings extensive experience in solution development, marketing and strategic alliances to his current role. He has broad experience running business units and marketing.

Prior to his career at HP, Oathout worked for IBM, where he led many marketing and solutions teams in the server, printing and services businesses. As product marketing manager at Intel Corp., Oathout was responsible for the OEM business product line. Oathout began his career as a research and development engineer at NCR Corp.

Oathout earned a Master of Business Administration from the University of North Carolina's Kenan Flagler Business School and a Bachelor of Science in electrical engineering from Clarkson University (Potsdam, N.Y.).