



Executive Biography

Harry R. Gould

Vice President, Worldwide Alliances and Channels, HP Software Field Organization
Hewlett-Packard Company



Harry Gould is vice president of Worldwide Alliances and Channels, HP Software Field Organization. In this role, he is responsible for the comprehensive development and management of global alliance and channel strategies and programs, and the design and delivery of effective field and partner sales enablement.

Prior to joining HP, Gould was vice president of Worldwide Alliances at Informatica Corporation in Redwood City, Calif., from 2007 to 2012, where he created, built and managed the INFORM Worldwide Alliances program to more than 400 partners, and oversaw global and regional system integrators, OEM, channel global outsourcing and technical alliances. Gould tripled Informatica's OEM partner base, while doubling the revenue, and was an ongoing member of the management committee. Additionally, partner contribution grew by 150 percent.

Prior to this role, Gould was at Mercury Interactive starting in 2003, where annual revenue began at \$350 million, and grew to \$1 billion by 2007 when it was acquired by HP. He led the Worldwide Alliances organization, implementing a new partnering model that grew partner revenue from \$80 million to more than \$300 million, annually.

Prior to Mercury, Gould was vice president of Global Alliances at See Beyond from 1999 to 2003, and was part of the senior management team that took the company public in 2000. See Beyond is now a part of Oracle Corporation.

During 1997, Gould managed the Sales, Pre-Sales, Professional Services and Alliances organizations at Chordiant Software. He closed four \$1.5 million deals across North America and Europe and achieved \$10 million in revenue during this first year of operation, laying the groundwork for a successful IPO.

Gould also spent ten years at Oracle Corporation, seeing an increase in revenue from \$100 million to \$4 billion.

Gould has a Bachelor of Arts degree, from University of California, Los Angeles. He is an active board member of BizWorld.