Executive Biography

Mark Potter

Senior Vice President and Chief Technology Officer, Enterprise Group
Hewlett-Packard Company

Mark Potter is senior vice president and chief technology officer for HP's Enterprise Group (EG), a $28 billion annual revenue business that includes server, storage, networking, technology services and cloud solutions. In this role, he works closely with the business and HP Labs to incubate new businesses, accelerate HP EG's innovation agenda to a broader set of customers and align field technical sales capabilities to ensure HP is viewed as a strategic partner by those that matter most—its customers.

Prior to this role, Potter served as senior vice president and general manager of the company's $14+ billion server business, including HP Moonshot; HP ProLiant servers, the world's No. 1 server brand; HP BladeSystem, the world's No. 1 bladed infrastructure; and mission-critical computing with the HP Integrity platform. Under his guidance, HP's server business redefined the server market with the introduction of HP Moonshot System, the first software-defined server and HP ProLiant Gen8, the world's most intelligent server. Extending the company's leadership in energy efficiency, he introduced the HP POD 240A called "EcoPOD," setting a new standard in data center IT innovation.

Potter was responsible for the HP CloudSystem offering, an industry-leading public and private cloud solution installed at more than 1,000 enterprises and service providers. HP CloudSystem is the flagship solution of HP's Converged Cloud strategy moving to one architecture leveraging OpenStack technology, serving customers of all sizes and delivering compute solutions for social, mobile, big data and cloud around the globe.

Prior to his server leadership roles, Potter was the general manager of HP's BladeSystem and Software business, where he launched new product and sales programs that expanded HP's BladeSystem business from $400 million to more than $3 billion and overtook the market leader to establish HP as the clear No. 1 market share leader in this fast-growing market segment. Potter was responsible for the introductions of HP c-Class BladeSystem, HP Insight Control management software and HP Virtual Connect—a virtual networking innovation that has shipped more than 8 million ports to date and continues to differentiate HP BladeSystem today.

The recipient of eight engineering patents, Potter has held numerous senior business and R&D management positions since joining Compaq Computer, now a part of HP, in January 1989. Before HP, Potter served in leadership and engineering roles in the aerospace industry. He earned a Bachelor of Science degree from Texas A&M University and serves on the University's Dwight Look College of Engineering Board of Advisors.