



Executive Biography

Werner Schaefer

Vice President, Network Functions Virtualization Business
Vice President, Market and Business Development, Servers
Hewlett-Packard Company



Werner Schaefer is vice president of the worldwide Market and Business Development team for HP Servers, including growth and emerging markets as well as routes to market and customer segments like original equipment manufacturers (OEMs), small and medium-size businesses (SMBs), telecommunications (telco) and channel activities. He and his team are responsible for market- and segment-specific strategies, product development, marketing, services and sales to drive HP Servers global growth and reach.

In addition to his server responsibilities, Schaefer also drives HP's worldwide Network Functions Virtualization (NFV) efforts as the head of the pan-HP NFV Program Office.

Previously, Schaefer served as the general manager of HP's worldwide standard server-based OEM and telco segment, providing customers with unsurpassed capabilities to reduce their development and supply-chain costs with features such as long-life products, global services and best-in-class technology. The team's ability to provide customers with world-class end-to-end solutions as well as a full portfolio of carrier grade and NEBS-certified platforms is based in HP's rich, 50-year OEM history, coupled with the industry's largest supply-chain volume.

Schaefer joined HP in late 2010 from Dell, where he was part of the management team expanding the OEM business globally with exceptional growth. Prior to relocating to the United States in 2005, he held different management roles with Dell in Europe. His 20+ years of sales and executive management experience in the IT industry spans Fortune 500 companies as well as start-ups, and includes working for vendors, integrators and end users.

He holds a BA equivalent in Industrial Economics from the Technical University Berlin, Germany.