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## Executive Biography

### **Sue Barsamian**

Senior Vice President and General Manager  
HP Enterprise Security Products  
Hewlett-Packard Company

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Sue Barsamian is the senior vice president and general manager of Enterprise Security Products (ESP) at HP. In this role, she leads the solution and go-to-market strategy and delivery for the products and services which help our customers manage risk and protect what matters.

Sue previously led the Enterprise Group (EG) Worldwide Indirect Sales with a charter to drive increased sales and productivity through indirect channels, including resellers, distributors, alliance partners and OEMs. Sue and her team were accountable for worldwide indirect revenue, which represented about 70 percent of EG's total sales.

Prior to this, Sue led EG Global Sales and Operations with responsibility for all routes to market and EG Business Operations. Sue also held the role of general manager for Technology Services (TS) Support where she was responsible for maximizing commercial support services on all HP products and delivering a superior client experience.

Sue joined HP through the Mercury acquisition in 2006 and had global responsibility for HP Software business operations. She also served as vice president of global go-to market (GTM) at Mercury Interactive, where her team helped transform the company's GTM model from product-focused to enterprise solutions-focused.

Earlier roles include senior vice president of marketing at Critical Path and vice president of marketing and business development at Verity, where she was based in London and launched its European operations.

Sue holds a Bachelor of Science degree with honors in electrical engineering from Kansas State University. She completed her post-graduate studies at the Swiss Federal Institute of Technology in Zurich, Switzerland.

Sue has been an active board member of the National Action Council for Minorities in Engineering (NACME) and the KSU College of Engineering Advisory Board since 2011. In 2005, she received the Silicon Valley Tribute to Women and Industry (TWIN) Award and was inducted into the KSU College of Engineering Hall of Fame.