



Adrian Jones

Vice President and General Manager, Americas Solution Partners
Organization

Hewlett-Packard Company

Adrian Jones is vice president and general manager of the Americas Solution Partners Organization at HP, responsible for overseeing all channel partnerships and driving continued growth for HP partners throughout Canada, the United States and Latin America. Since joining HP in March 2007, he has made significant progress strengthening HP's sales discipline and improving simplicity, predictability and consistency in the way the company works with its partner community.

Jones joined HP from McDATA Corporation, where, as senior vice president of worldwide sales and services, he managed 90 percent of the company's overall business through the channel. Prior to McDATA, Jones served as vice president of worldwide sales for Quantum Corporation, where he grew the company's worldwide channel business by more than 40 percent by focusing on new segments and expanding its enterprise business, reseller and distribution networks.

In addition, Jones developed Quantum's original equipment manufacturing sales network with industry leaders including HP, Sun Microsystems, IBM and Dell. He also has held leadership positions at Pillar Data Systems and BakBone Software in the United States, as well as at Citizen Europe Limited and Panasonic UK, where he oversaw the company's OEM and channel business and gained significant global experience in Europe and Japan.

Jones grew up in Oxford, England and graduated from Oxford Cherwell College with a degree in electronic engineering. He serves on the board of directors for a U.K.-based software company as well as a non-profit youth soccer organization in Los Angeles.

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304
www.hp.com