



Greig Coleman Fields

Director, U.S. Federal Strategic Sales, Technology Solutions Group

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Greig Coleman Fields is director of the U.S. Federal Government Sector Strategic Sales Organization at HP. He leads a team of capture and business development managers as well as solutions architects who are focused on winning large, complex strategic opportunities with a yearly funnel targeted at more than \$1 billion of federal business.

Fields has applied his expertise in positioning, tracking and supporting bid/no-bid decisions in virtually every major targeted opportunity undertaken by HP in the government space. In 2007, Fields was named one of the federal industries top 100 executives by Federal Computer Week Magazine; he has more than 20 years of experience in the government market.

Previously, Fields spent eight years as director of Advanced Technology and Systems Engineering for HP's Federal Government LLC. Prior to joining HP, he was a self-employed consultant, engaged in delivering technical UNIX and communications consulting to federal government research laboratories and integrators. In 1992, he was nominated by Digital Equipment Corporation for U.S. Black Engineer Magazine's "Black Engineer of the Year" award.

Based in Washington, D.C., Fields holds a bachelor's degree in computer science from the University of Maryland and a master's degree from the University of Maryland University College in information technology. He has completed graduate business programs at the MIT Sloan School of Management and the University of Virginia, Darden School of Business, and he is chief information officer-certified by the U.S. General Services Administration.

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