Roberto Moctezuma

Vice President and General Manager, Desktop Solutions Organization, Personal Systems Group

Hewlett-Packard Company

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

Roberto Moctezuma is vice president and general manager of the Desktop Solutions global business unit. In this role he is responsible for emerging client virtualization and thin computing solutions. This product family includes a flexible array of client-computing solutions, from thin clients to streaming and management software.

Prior to this role, Moctezuma led Americas Volume Direct Operations, which supports $9 billion in revenue that flows through the HP Direct customer-to-cash cycle. He also led operations in Latin America, where he improved speed and predictability of product delivery, reduced accounts receivables to free up over $80 million, and transformed the organization to reduce cost more than 30 percent.

Previously, Moctezuma directed the eCommerce organization for Compaq in Latin America and helped the company's Mexico subsidiary's revenues grow over 300 percent. He also managed sales and marketing teams for Digital Equipment Corporation in Mexico and served as head of the software development division for Grupo Infodinamica.

Moctezuma's academic background includes computer engineering studies at the Universidad Nacional Autonoma de Mexico in Mexico City.