



MIKE GALANE

Senior Director of Channel Marketing and Strategy  
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HEWLETT-PACKARD COMPANY

Mike Galane is senior director of Enterprise Servers, Storage and Networking (ESSN) Channel Marketing and Strategy – Americas at HP. In this role, he is responsible for developing and executing programs and strategies to drive cross-product top- and bottom-line growth. This includes investment and compensation programs for distributors, resellers and system integrators across enterprise and commercial distribution.

Prior to this role, Galane was previously the Fulfillment Operations Manager for ESSN Americas, where he was responsible for forecasting and planning of Enterprise Storage & Servers. Prior to this, Galane managed Supply Chain Operations for Enterprise Storage & Servers – Americas.

Galane also has served as Worldwide Manager for Equipment Management and Remarketing and Worldwide Marketing Manager for Professional Services. Prior to joining HP more than 25 years ago, Galane began his career in Software Development and has held executive positions in Research and Development and Consulting.

Galane represents HP on the board of the Sacramento Metro Chamber of Commerce and several education and arts organizations. He has a BA in Computer Sciences from the State University of New York at Potsdam and completed his MS coursework in Computer Science at the Rochester Institute of Technology.