



LYLE SPEIRS

Director

Global Certification and Learning

HEWLETT-PACKARD COMPANY

Lyle Speirs is director of Sales and Marketing for the Certification and Learning organization at HP. In this role, Speirs has global responsibility for demand generation and marketing of certification and learning solutions across the breadth of the company's product, services and solutions portfolio.

Speirs and his team focus on creating and driving channel sales and marketing strategies, programs and engagement models to accelerate HP's customers, partners and IT professionals to develop the skills to architect, implement and manage data centers both today and in the future.

Speirs brings more than 25 years of successful sales, channel management and business leadership in the computer, networking and technology markets. Before joining HP, Speirs served as director of Sales, Worldwide Channels at Cisco Systems and previously held the position of director of Sales and Marketing for Cisco's Worldwide Certification and Learning Partner program.

Before joining Cisco, Speirs held several key sales and marketing positions with Wang Laboratories, Apple Computer and KPMG.