HP Solution Partners Organization Announces New SMB Advisory Council Members and President

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PALO ALTO, Calif., June 2, 2010 – HP today announced six new members have joined the SMB Advisory Council of the HP Solution Partners Organization – Americas (SPO). This includes the council's new president, Romi Randhawa, chief executive officer of HPM Networks.

For nearly a decade, the SMB Advisory Council has provided a forum for HP channel partner members to work collaboratively with HP to develop strategic initiatives that help partners address a larger portion of the $57 billion small and medium business (SMB) market opportunity in the United States.[1]

"The council reflects HP's deep commitment to the SMB market, offering a collaborative forum by which strategic ideas and programs are developed and executed," said Todd Bradley, executive vice president of the Personal Systems Group at HP and a regular participant in SMB Advisory Council meetings. "The ultimate goal is to better position HP and our channel partners to seize this tremendous SMB market opportunity, while focusing on providing our mutual customers with the SMB expertise and support they need to help them maximize their technology investments."

The 15-member council, currently led by Meaghan Kelly, vice president of Channel Strategy and SMB for SPO at HP, meets quarterly to provide HP channel executives with feedback and guidance on HP's SMB channel strategy and SMB PartnerONE programs and initiatives, including extending deal registration benefits to all HP partners and expanding SMB Elite benefits and rewards to more HP partners. Additional council-driven enhancements and programs have included the HP SMB Expressway, HP Financial Services offers and the "We've Got You Covered" campaign.

"The SMB Advisory Council has helped develop and bring to fruition several recent SMB-centric programs and initiatives to help all of our partners better serve SMB customers," said Kelly. "Our partners are our feet on the street, and they bring a significant level of insight and value that helps shape our SMB strategy."

New members joining HP's SMB Advisory Council include:

— Tom Frederick, co-founder, Zeno Office Solutions

— John Gunn, president and chief executive officer, ISG Technology Inc.

— Timothy J. McGrath, president and chief operating officer, PC Connection Inc.

— Scott Mueller, president and chief executive officer, National Business Equipment and Supply

— Mary Stazi, president, The Computing Center

— Paul Whalley, vice president, Whalley Computer Associates, Inc.

Existing SMB Advisory Council members include:

— Peter Anderson, president, Bayshore Technologies

— Rick Chernick, chief executive officer, Camera Corner / Connecting Point

— Mike Daher, president and chief executive officer, Denali Advanced Integration

— Sam Haffar, president and chief executive officer, Computex

— Bill Jacques, vice president, Sales, Networking Technologies & Integration

— Mont Phelps, chief executive officer, NWN Corporation

— Romi Randhawa, president and chief executive officer, HPM Networks (newly appointed SMB Advisory Council president)

— Kris Rogers, executive vice president, Sales, PCMall

— Arlin Sorensen, president and chief executive officer, Heartland Technology Solutions

"I'm honored to be presiding over a group of incredible partners to help further drive the momentum that's been created as a result of this council," said Randhawa, who has been a member of the HP SMB Advisory Council since 2003. "Together with HP, the council has developed and enhanced supporting tools and programs that have really moved the needle for SMB-focused partners, like me. In my new role as president, I look forward to further collaboration with HP and the other partners to take it to the next level with new strategies and initiatives aimed at aggressively addressing the SMB market opportunity."

Additional information about the SMB Partner Advisory Council and its members is available at www.hp.com/go/hpchannelnews.com.

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(1) IDC market research and internal HP data.