



AMAN NEIL DOKANIA  
Vice President and General Manager  
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## HEWLETT-PACKARD ASIA PACIFIC AND JAPAN

Aman Dokania is vice president and general manager for the HP Infrastructure Software and Blades (ISB) business across Asia Pacific and Japan.

In this role, he is responsible for sales, product management, marketing and strategy for the ISB technology portfolio, which includes HP BladeSystem, virtualization software, UNIX operating system software, infrastructure services delivery and management software. He also is responsible for original equipment manufacturer (OEM) partnerships for Virtualization with VMware, Citrix, and Microsoft. Dokania is a key spokesperson on Virtualization and Enterprise Cloud in Asia.

Prior to this position, Dokania was responsible for growing the HP BladeSystem business in the region. Under his strategic leadership, he has helped develop and launch businesses for new disruptive technologies. He also spearheaded and executed growth plans for India's Enterprise Storage and Server businesses, establishing it as a best practice for emerging markets. Before moving to Asia, Dokania was responsible for driving the future specifications for industry leading HP BladeSystem c-Class in the United States.

Previously, Dokania worked at Compaq in the United States, where he drove product management leadership, conceiving and developing Compaq's first management software in the market. He also introduced the concept of Lights-Out management in the industry and holds the patent for related technology.

Dokania holds a Bachelor of Commerce degree from St. Xavier's College (India), a master's degree in business from Oregon State University (USA), and is a Kellogg Scholar of Marketing from Northwestern University (USA).