



## Terence Ngai

Director of Cloud Solutions, Enterprise Marketing  
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Terence Ngai is director of Cloud Solutions in Enterprise Marketing at HP. He is responsible for managing the development and execution of the Hybrid Delivery Cloud solution plan and go-to-market activities.

Ngai has more than 20 years of experience in the enterprise software and hardware industry. Prior to his current role, Ngai led Product Marketing in the HP Inkjet Web Solutions business, where he was responsible for delivering the industry-first HP ePrint solution for enterprise and consumer customers.

He also led the Strategy and Portfolio Planning function for HP Software, driving mergers and acquisitions, business planning, portfolio management and new business creation activities. He revolutionized the product investment approach by implementing a venture-capital investment model that led to a 15 percent increase in profit margin. He was instrumental in the acquisitions of Peregrine, Mercury Interactive and Opsware.

Earlier, Ngai was business unit general manager of the HP OpenView Desktop and Software Management Operation. He also held a variety of leadership roles in product management and research and development. Prior to HP, Ngai was senior group product manager of the Norton Utilities and desktop management products at Symantec.

Ngai earned an MBA from UCLA Anderson School of Management and master's and bachelor's degrees in electrical engineering from California State University Northridge.

