

Shin-Wen Kuo

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Shin-Wen is a **transformation strategist** guiding companies on challenges and opportunities arising from disruptive technology. As a **global strategy and operations executive**, she has over 25 years of demonstrated success building and transforming technology companies ranging in size and complexity from start-ups of \$100M in revenue to large enterprises of \$120B in revenue. Shin-Wen excels at translating strategy into execution to build and scale new businesses, drive revenue and profitable growth, and deliver operational excellence. She has worked in the Americas, Europe, and Asia. Shin-Wen currently serves as Hewlett Packard Enterprise (HPE) Senior Vice President of AI Strategy, M&A Integration responsible for developing and driving the **AI and digitalization strategy** for the Juniper integration, a \$14B acquisition by HPE to build the world's best networking company.

EXPERTISE

- AI & Digitalization Strategy
- Global P&L Management
- Corporate Strategy
- M&A/Integration
- Business Transformation
- Scaling New Businesses
- Customer Experience Design
- Supply Chain & Procurement
- Business Resilience
- Governance and Oversight

EXECUTIVE ROLES

Hewlett Packard Enterprise

- SVP, AI Strategy
- SVP & COO HPC & AI
- VP Corporate Strategy
- VP & General Manager

FreeMarkets/Ariba

- Founder, London office
- General Manager, Northern Europe

DISTINCTIONS

- 50 Women to Watch 2024, by 50/50 Women on Boards
- Ascend A-List Awards 2024

BOARD SERVICE

- Women's Business Council Southwest

EDUCATION

- B.S. Chemical Engineering, Rice

PERSONAL

- Dual citizen, US and UK
- Native English, fluent Mandarin

Shin-Wen is regularly called upon to help organizations drive results across a diverse spectrum of business challenges. She is known for her pragmatic approach to problem solving and is highly respected by her teams.

- As SVP of Customer Success & **Chief Operating Officer** for HPE's \$4B High-Performance Computing & AI business group, Shin-Wen led the technology services and operations organization of seven hundred employees responsible for solution design and implementation, onsite and remote service delivery, manufacturing, and supply chain. She drove a transformation of the business, rebuilding services and operations, strengthening the operating model, and positioning the business to take advantage of the ensuing market momentum from AI.
- As **General Manager** for HPE's \$8B Volume Compute Solutions business, she refocused HPE's core compute solutions portfolio on workload optimized solutions to deliver revenue growth, improve profitability, and expand market share.
- As General Manager for HPE's Hybrid IT China business, Shin-Wen executed a **successful turnaround** of HPE's \$2.3B China business across the complete server and storage portfolio, delivering 20% year-over-year revenue growth through HPE's joint venture H3C.
- As a HPE Vice President of **Corporate Strategy**, she led a **company-wide transformation** effort to accelerate strategy by realigning cost structure and shifting investment to critical growth areas. The effort delivered greater than \$1.1B in savings for reinvestment.
- Shin-Wen has led workstreams in **global M&A transactions**, including the historic separation of Hewlett-Packard Company into two new companies, HP, Inc. and Hewlett Packard Enterprise and the formation of the H3C joint venture. She has built capabilities to enhance strategic, financial, and governance oversight.

Prior to HPE, Shin-Wen founded the London office and led the Northern European P&L for a sourcing **services and software start-up** which had a successful IPO and was later acquired by Ariba (now SAP). She started her career at The Boston Consulting Group after receiving a B.S., *magna cum laude*, in Chemical Engineering from Rice University.

Shin-Wen has a passion for developing strong leaders, connecting talent to opportunities, and building sustainable cultures. She has been an executive faculty member for HP's Stanford Innovation and Entrepreneurship Program and has been a guest lecturer at London Business School. Shin-Wen is an executive mentor for student entrepreneurs at The Hart Institute for Technology, Innovation and Entrepreneurship at Southern Methodist University. She has served on the board of the Women's Business Council Southwest and is executive sponsor of the HPE Global Asian Network. Shin-Wen was recently honored by 50/50 Women on Boards as one of "50 Women to Watch" in 2024.