

Shin-Wen Kuo

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Shin-Wen is an international technology executive with 26 years of demonstrated success building and transforming software, hardware, and services companies ranging in size and complexity from start-ups of \$100M in revenue to large enterprises of \$120B in revenue. She excels at translating strategy into execution to build and scale new businesses, drive revenue and profit growth, and deliver operational excellence. Shin-Wen serves as Hewlett Packard Enterprise (HPE) Senior Vice President of AI Strategy, M&A Integration responsible for digitalization and AI strategy for the Juniper acquisition integration.

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 & COO for HPE's \$4B HPC & AI business group, she led the services and operations organization of seven hundred employees responsible for solution design and implementation, onsite and remote service delivery, engineering resolution, manufacturing and supply chain operations, lab operations, and business operations. She drove a transformation of the business following a troubled Cray acquisition integration, talent attrition, and pandemic-related supply chain dislocations, rebuilding the services and operations organization, strengthening the operating model, and positioning the business to take advantage of the ensuing market momentum from AI, leveraging its leadership in supercomputing.
- As General Manager for HPE's Volume Compute Solutions business, responsible for the \$8B dollar core rack and tower portfolio P&L, 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 the 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.
- Prior to HPE, Shin-Wen founded the London office and led the Northern European P&L, 50% of the European business, for a sourcing services and software start-up which was acquired post-IPO by Ariba (now SAP). During this time, she grew the customer base by over 400%, revenue by 67%.
- 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, and improved organizational health by realigning global labor pools to business needs.

Shin-Wen has a passion for developing strong leaders, connecting diverse talent to opportunities, and building sustainable cultures. She has developed and delivered formal trainings as executive faculty for HP's Stanford Innovation and Entrepreneurship Program, been a guest lecturer at London Business School, and coached and mentored hundreds of team members through roundtables, presentations, and 1:1 sessions. She has served on the board of the Women's Business Council Southwest. Shin-Wen is executive sponsor for the HPE Global Asian Network, a member of the CEO's Executive DEI Council, and an active champion for women and diverse talent across multiple platforms.

Shin-Wen received a B.S., *magna cum laude*, in Chemical Engineering from Rice University and started her career at The Boston Consulting Group. She is a global citizen who has lived and worked in the Americas, Europe, and Asia, is a dual citizen of the United States and the United Kingdom, and is fluent in English and Mandarin.