

# Stephen Myers

Enablement and Presales Professional

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## Summary

Steve Myers served as the Sr. Manager - Global Partner Enablement for HP. During his 10 year career with HP he served as a Lead Solutions Architect, Channels SE Manager and Worldwide Partner Presales Readiness Manager. As a lead solutions architect, Myers held a US TSI clearance for work within DOD and the Intel communities.

Prior to joining HP, Myers served as a software developer, business development engineer, and systems engineering manager for InterComputer Communications Corporation (ICC, which was acquired by DCA and then by Attachmate). Myers also has experience in corporate financial, banking, utility, and retail systems in an IT services role.

Certifications: ITIL Foundations, HP Software Operation Solutions (ASC), HP Software Application Solutions (ASC), HP Software Strategic Solutions (ASC), HP Business Availability Center (AIS), and HP SiteScope (AIS).

## Specialties

Technical and sales enablement management, presales delivery and team management, sales activities, mergers and acquisitions, event management, curriculum design, scalable training delivery programs, content development/management, field marketing, product management, program management, business development.

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## Experience

### **Senior Manager - Global Partner Enablement at Hewlett-Packard Company**

July 1998 - January 2009 (10 years 7 months)

Transform and direct the partner training and certification program for HP Software's Channel & Alliance Partners. Training activities include: classroom, virtual & web-based instruction as well as event-based sessions. Responsible for strategic program design and tactical delivery models in multiple global operating regions.

*9 recommendations available upon request*

### **Partner Enablement Manager at Mercury Interactive**

March 2004 - December 2005 (1 year 10 months)

Mercury was acquired by HP in November of 2006.

*5 recommendations available upon request*

### **Partner Presales Readiness Manager at Hewlett-Packard Company**

January 2001 - March 2004 (3 years 3 months)

Developing and directing partner presales training and accreditation activities. Content manager for partner and presales team portal.

*1 recommendation available upon request*

### **Lead Solutions Architect/Sales Engineering Manager at Bluestone Software**

July 1998 - January 2001 (2 years 7 months)

Member of initial sales engineering team for new software company. Managed presales organization and created sales enablement program. Bluestone was acquired by HP in January 2001.

*4 recommendations available upon request*

### **Systems Engineering Manager at Attachmate**

February 1990 - September 1997 (7 years 8 months)

Created and managed Unisys and Internet focused presales teams. Created the Education Services programs, including content and curriculum design. As a software engineer, created HIFTManager and refined the FileXpress product lines.

*2 recommendations available upon request*

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## Education

### **Embry-Riddle Aeronautical University**

Computer Science, Aeronautical Engineering, 1979 - 1984

**Activities and Societies:** Air Force Reserve Officer Training Corps, Arnold Air Society, AAS Deputy Commander, Flight Commander, Reserve Officers Association, Drill Team, WERU (Campus Radio), Bowling, Volleyball, Softball

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## Honors and Awards

ICC - SE of Year 1992

DCA - SE of Year 1994

DCA - Outstanding Global Contribution 1994

Attachmate - President's Club 1996

Bluestone - Team of the Year 2001

HP - Lead The Way Award 2002

## Interests

Photography, Restoring my 1966 Mustang Convertible, Computers

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## 21 people have recommended Stephen

"Stephen is an excellent leader and technician. He is an excellent teacher and 100% committed to the success of his Clients and Partners."

— **Steven H. Loving**, *Director, Forsythe Solutions*, was with another company when working with Stephen at Mercury Interactive

"During the three years that Steve worked in my team at Mercury and HP, he always approached his role with passion and enthusiasm. Steve always strives to meet commitments to his customers, both internal and external and is constantly using his initiative to come up with new approaches to old problems."

— **Daniel West**, *Senior Director, Global Enablement, Mercury / HP*, managed Stephen at Hewlett-Packard Company

"I had the opportunity to work with Steve for more than two years at HP. Steve led WW technical enablement for all partner types including GSI's, ISV's, Distributors and Resellers. Collectively this group was responsible for contributing >\$500M in HP Software license revenue per year. The services economy associated with this software was >\$1B. Steve planned, developed and led the delivery for all technical enablement for these partners. He was responsible for content creation, delivery channels, and the financial plan associated with this global initiative. He also led the closed loop partner satisfaction process to ensure all training delivered measurable value to the partners as measured through formal surveys. Steve has very strong communications skills, is a self-starter, has a tireless work ethic, takes responsibility for his plan and achievement and understands that it all starts/ends with the customer. Throughout the two years I worked with Steve, he always exceeded his objectives and delivered more than what was expected. He is one of the strongest training and enablement professionals I've worked with over the past twenty years."

— **Chuck Neal**, *Vice President - WW Alliances, Channels and Software Direct, Hewlett-Packard*, managed Stephen indirectly at Hewlett-Packard Company

"Stephen and I worked together in the same group at Mercury. He was did a great job as a Technologist and Business person. Stephen cares about the success of his partners, clients and makes sure that he over delivers on all his commitment. Within successful organization you will always need entrepreneurs and Stephen is that person. He will make sure the job gets done and

solve the many problems that come his way. Besides individual contributions Stephen also has tremendous abilities to lead people and cares about their success."

— **Michael Rymkiewicz**, *National Technical Sales Manager, Mercury Interactive*, worked directly with Stephen at Mercury Interactive

"Stephen was a great help and resource for me in my role as Business Development Manager for Mercury Interactive Education Services and also at HP Software Education Services following the acquisition. There were many times that I would not have been able to move forward on a deal without his help."

— **Lou Dignazio**, *Business Development Manager, Education Services, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Stephen is a very experienced, intelligent, and driven technology professional. He managed & grew our partner, sales channels, & GSI enablement practice, not only in the Americas but in EMEA & APJ. Stephen is results driven, easy to work with, has good ideas, and is well connected into the IT community. His large scale partner training events in New Orleans, were first class. He comes highly recommended"

— **Al Palmieri** ([al\\_palmieri@yahoo.com](mailto:al_palmieri@yahoo.com)), *WW Sr. Technical Training Manager - Global Enablement, Hewlett Packard Software Division*, worked directly with Stephen at Hewlett-Packard Company

"Stephen is a very productive professional who provided great enthusiasm to his role. He understood the difficulties in working in a global role, listened to issues and responded quickly to the needs of his various constituents. Steve was always easy to work with and provided creative thought and ideas to problems and managed to achieve any goals or targets that were set. He is seen as being a strong contributor to the regional success"

— **David Ramsay**, *Senior Director Channels & Alliance Director APJ, HP Software*, managed Stephen indirectly at Hewlett-Packard Company

"Steve and I worked together within Mercury and HP GTE for several years. Steve is super high energy and a team player! Steve always has the client/partners best interest at heart when doing his job. Steve knows a lot about our product offerings, the business environment and how IT customers/partners can be successful. I hope our paths cross again and we can work together in some capacity."

— **Rich Covel**, *Business Development Manager, Education Services, Hewlett Packard Software*, worked with Stephen at Mercury Interactive

"Steve is a strong manager who drives innovative ways to provide targeted training and enablement activities to a large partner ecosystem that is diverse in type, skill level, geography, business modal, and size. Steve developed the 'Galaxy' enablement program to support partners systematically

across the globe which allowed the business to manage both it's enablement activities and associated cost."

— **Paul Ryan**, *M&A Strategy & Planning, HP Software*, worked with Stephen at Hewlett-Packard Company

"As a Technical Consultant at HP, I have had the opportunity to work with Steve and find him to be very conscientious and dedicated to his role in Global Technical Enablement. He works well under pressure, thinks critically and reasons well. Steve would be great asset to any organization."

— **Claire Rogers**, *Technical Services Consultant, HP*, worked with Stephen at Hewlett-Packard Company

"As a Mercury Interactive and HP business partner for the last five years, I have worked with Steve on several occasions. He deals openly and honestly with people, and is willing to help any time you need him. I attended Partner Galaxy in March 2008, and I felt that it was very well coordinated and offered a lot in the way of training. It was a successful event and Steve had a lot to do with that. As busy as he was with logistics, he still had time to stop and say hello. At HP Software Universe, we discussed some of the upcoming plans for future partner events. Steve shared a vision for how to make the next one better, and how to help partners adapt to all the changes within HP going on at the time. Steve is definitely a person I would want to work with again around partner relationships, and organizing events for training, education, marketing, etc. I would highly recommend him."

— **Scott Moore**, *President, Loadtester Incorporated*, was with another company when working with Stephen at Mercury Interactive

"Steve has provided solid support to the HP Software Certification program and to me. He has contributed/wrote portions of some of our tests. He understands the global plan down to the architecture of the exams. He lends subject matter expertise, and insights and advice as a senior colleague and friend."

— **Josephine Elizaga**, *Certification Program Lead, HP Software, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Steve and I worked under the Same Senior Director at Mercury Interactive and HP. Steve was in the Global Partner Enablement Team and I ran the Customer, Partner and Internal Training team. This caused Steve and I to interact frequently - my experience with Steve is that he knows the partner business very well and has a strong technical background. He is a strong team player and I would hire Steve given the opportunity I would be glad to provide a more personal reference if you would like to contact me - my cell phone # is 818-836-0916"

— **Dick Laforge**, *Software Education, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Stephen is very customer-focused and crafts technical solutions to meet business objectives. He is quite adept at translating complex technical issues into business terms. Stephen was always a person that I looked forward to working with. I highly recommend Stephen to any prospective employer."

— **Steve Bilgram**, *Director, Solutions Management, Bluestone Software*, worked directly with Stephen at Bluestone Software

"Steve is a very passionate leader with great abilities to sell and build long term relationships with partners and customers. Very adept in coming up with market-winning, new ideas for products and services. Very strong technically and has built very successful global practices."

— **Anoop Sahgal**, *Director of Product Marketing, Waggener Edstrom*, reported to Stephen at Bluestone Software

"Steve has the rare ability to view any business or project strategically and tactically. He works in and understands the technical details yet can simplify and drive the ROI case to the business decision makers. I knew Steve from a previous company, Bluestone Software, where he proved himself invaluable to the executive team, in part, because of that ability."

— **Heidi Freeman**, *Mgr, Planning & Business Operations, Hewlett-Packard Certified Professional Program*, worked directly with Stephen at Hewlett-Packard Company

"Steve was a valuable asset to our sales team. His knowledge and professionalism helped close many deals. Steve understood that it was not enough to just detail the products, but that he also had to add value to the products that was meaningful to the client."

— **Jim White**, *Regional Sales Manager, ICC/DCA/Attachmate*, worked with Stephen at Attachmate

"Steve was always a champion for Attachmate's people and technology, working tirelessly between customers and the business to improve the experience for both."

— **David Lovekin**, *Senior Manager, Tahoe Partners*, reported to Stephen at Attachmate

"When I was hired at Bluestone as a Sales Engineer I was paired with Stephen as my mentor, to introduce me to the company, its products, and customers. During the time that I worked directly with Stephen I was impressed with his technical knowledge but mostly with his people skills and the way he was able to relay information to people of any technical level."

— **Joseph Rozenberg**, *Senior Sales Engineer, Bluestone Software*, worked indirectly for Stephen at Bluestone Software

"Stephen and I worked on several projects as a team at Mercury. Stephen is strategic in his thinking and always comes up with new ideas. He has an amicable personality and is a great team player."

— **Madhav Ranganathan**, *Global Channels Manager, Cassatt*, worked directly with Stephen at

## Mercury

"Steve is a very smart and knowledgeable person. He is a great "go to" guy and always makes himself available to everyone. I would highly recommend him to anyone!"

— **Robin Harvey**, *Inside Sales, Hewlett Packard*, worked with Stephen at Bluestone Software

[Contact Stephen on LinkedIn](#)