



# Hewlett Packard Enterprise

## Executive Biography

### Brian E. Falvey

#### Director & General Manager U.S. Public Sector & Canada



#### Current Role

Brian oversees the HPE Pointnext services organization in Canada and the U.S. Public Sector. The Canadian market includes both commercial and public sector customers, and the U.S. Public Sector market includes Federal, State and local government. Brian's team ensures customers' mission and business goals are achieved by providing them access to HPE Pointnext support and consulting expertise. Support services include proactive support services that optimize the availability and stability of IT environments, as well as flexible capacity solutions so customers may acquire and utilize IT on a consumption basis. Consulting services help customers optimize their mix of on-premise IT, private cloud and public cloud, while providing specialized advice on facilities, big data and mobility. Brian's team's mission is to deliver value at customer and partner locations across North America.

#### Brian E. Falvey

Senior Director & GM  
U.S. Public Sector & Canada  
HPE Pointnext

#### Contact Information

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#### Prior Experience

Most recently, Brian led the U.S. Public Sector Channels & Strategic Programs team, ensuring channel partners' experience with HPE is efficient and profitable. His programs team pursued and managed strategic government programs and contracts, including developing and executing win strategy, and leading solutioning, pricing and teaming for large, complex and strategic opportunities in Public Sector.

#### Mailing Address

70 Andrews Road  
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Prior to joining HPE, Brian was Regional Sales Director of Dell's Army Sales Team, and was a Capture Manager, covering myriad Federal Programs. Prior to that, Brian, who is an attorney, worked in the real estate industry in hotel asset management and residential real estate development. He was also Vice President of Business Development at Commerce.TV Corporation, developing technology for the cable television industry.

#### Personal

Brian lives in Wakefield, Massachusetts with his wife, Sandi, and their three children—Allison, Jillian & Quinlan. Brian is heavily involved in his community. He is in his second elected term on his town's governing body, the Board of Selectmen. For 10 years prior to that, he was a member of his town's Zoning Board of Appeals, and has coached several youth sports including basketball, baseball, soccer and lacrosse.

Brian is a graduate of the Boston College Carroll School of Management and Boston College Law School. He has served as President of the Boston College Law School Alumni Association and is a member of the Clover Club of Boston. Brian is also a licensed attorney in the Commonwealth of Massachusetts and is admitted to practice before the United States District Court.