

HardWhere Asia/Pacific

January – March 2009



With manufacturers having a tough time, hardware appears to have taken a hammering as the channels significantly reduce inventory levels. A more optimistic viewpoint is that if spend does not fall further, continued technology refresh programmes may require hardware upgrades. Therefore, when conditions return to normal there will be a significant up tick as channels need to replenish.

HardWhere (highlights January – March 2009)

Acer

- Acer announced the appointment of Oliver Ahrens as the Corporate Vice President and President of Acer China, effective 1 April, 2009.

Alcatel-Lucent

- Alcatel-Lucent has appointed Andrew Butterworth as the Managing Director of its Australian operations. Previously, Mr Butterworth was Vice President of Alcatel-Lucent's Service Business Group in Australasia.

Avaya

- Avaya has named Chee Heng Loon to Managing Director of Channels and Alliances for Asia Pacific. Based in Singapore, he will lead Avaya's high-touch channel-centric programming and channel efforts in the region.

FileMaker

- Yutaka Awakura, the former President of Avocent Japan, has joined FileMaker as Japan President.

Founder Technology

- Ma Zheng has been appointed Vice President responsible for the Notebook Customer Group at Founder Technology. Previously, Mr Ma was General Manager for Lenovo's digital peripherals.

Hewlett-Packard

- Stephen Bovis relocated to Singapore from Australia as the Vice President and General Manager of Industry Standard Servers in Asia Pacific and Japan for Hewlett Packard. Mr Bovis was formerly Director, Enterprise Storage and Servers of Hewlett Packard Australia.

Hitachi

- Hitachi has named Nobuyuki Ohno as Executive Director and Chairman of Hitachi China. Effective 4 April, 2009, Mr Ohno will be positioned in his office in China and will collaborate with Kawano Kaoru, President of Hitachi China Ltd.
- Takashi Kawamura, currently serving as Chairman of Hitachi Plant Technology and Hitachi Maxell, has been appointed the new Japan President.



IBM

- Takayuki Hashimoto, formerly Executive Managing Director of IBM Japan, has been appointed to Japan President.
- Takuma Otoshi, former President of IBM Japan, has been appointed to Chairman.

Intel

- Intel has promoted Ian Yang to President of China. In his new role, he is responsible for overseeing all of Intel's operations and strategy in the country. Mr Yang, 43, was previously Vice President of Intel's sales and marketing group and General Manager of Intel China.

Lenovo

- Bill Amelio resigned from Lenovo and was replaced by its chairman Yang Yuanqing.
- Liu Chuazhi, a current Lenovo board member, has been appointed as Non-Executive Chairman.
- Callum Eade has been appointed Director, Small Business and Consumer, Australia and New Zealand at Lenovo. Previously, Mr Eade was in a leadership role at Toshiba.

LG Electronics

- LG Electronics has appointed Bo H. (Bo-Hwan) Choi as Vice President and Head of Mobile Communications Marketing for Asia. He will head the pan-Asian mobile sales and marketing portfolio of the company's mobile business. Concurrently, he will serve as LG Mobile Communications Company's Asia Regional Business Leader with direct P&L, strategic and operational responsibilities across Asia. Mr Choi was formerly the Head of LG Mobile Communications Company's Asia and MEA (Middle East and Africa) operations.
- Arthur Huang has been appointed Corporate Marketing Director at LG Electronics. Mr Huang was previously Vice President of Worldwide Marketing of Standard Products Group.

Nortel

- Mark Stevens, Managing Director ANZ, left Nortel after nearly 20 years with the company. His responsibilities will be shared by Anthony McLachlan, who runs Nortel's carrier business in Asia-Pacific and Greater China, and Mark Fioretto, who leads the Asean and Australia-New Zealand enterprise division.
- François Lancon has been appointed President of Enterprise Sales in EMEA and Asia for Nortel. Previously, Mr Lancon was Senior Vice President, Product Management and Marketing at Convergys Corporation, where he was responsible for all of Convergys' software products. This appointment follows the announcement made in late 2008 indicating that Nortel would move to a new, vertically-integrated business structure.
- Bernard Chiang has been named General Manager, AEAN South for Nortel's enterprise business. Mr Chiang was previously the General Manager for Nortel's channels and enterprise business in Malaysia.
- Nortel has announced that Jackson Wu has retired from his position as President for Greater China. He was replaced by Huang Chenhong and Huang Yanwen, who will be in charge of Nortel Greater China's Operator Department and Corporate Network Department, respectively.

Oki Electric

- Hideichi Kawasaki, currently serving as Managing Director and SVP of Oki Electric, has been appointed as the new Japan President.

On Semiconductor

- M.K. Mak has been promoted to Regional Vice President of Sales for Korea and South Asia. Previously, Mr Mak was Vice President of Worldwide Marketing of the Standard Products Group.

Sony

- Howard Stringer, currently serving as Chairman, will also serve as President. Ryoji Chubachi, Sony's former President, will serve as Vice Chairman.

Sun Microsystems

- Following Duncan Bennet's departure, Andrew Goodlace has been appointed Acting Managing Director of Sun Microsystems' ANZ operation. He was previously Sun's Australia/New Zealand Sales Director. Mr Bennet was appointed Managing Director early last year replacing Jim Hassell, who had spent seven years at the helm of the Australian operation.

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