

Dell Incorporated



Gregory E. Davis

*Vice President & General Manager
Global Commercial Channel*

Mr. Davis brings over 17 years of experience in the IT industry to this role. He is responsible for building and growing Dell's global channel business which represents \$12B in annual revenue.

The mission of the newly formed channel group is to develop a loyal network of commercial business partners by leveraging Dell's core competencies and delivering improved profit, enhanced services and a superior online experience. Greg has been recognized as one of top 5 Channel Executives in 2008 as well as XYZ.

Mr. Davis has been an executive at Dell for 10 years. He led the K-12 Education group from 19% unit share to over 36% topping apple as the leading IT provider to US K-12 Education. He was promoted to Vice President of Dell's Imaging and Printing Group and led Dell's entry into the printing business globally. Under his leadership, the Dell printers became the fastest growing product line in Dell history achieving the #2 unit share position in

less than two years. Prior to his current role, Greg took on an international assignment as President of Dell Canada, Inc., a \$2.1B subsidiary with over 2200 employees.

Prior to joining Dell, Greg spent eight years at IBM, serving as Director, North America Channel Sales and Operations. He joined IBM after a successful sales tenure at Procter & Gamble.

Educated at the University of Tennessee, Greg holds a Bachelor of Science and an MBA.