



Xavier Poisson Gouyou Beauchamps

Vice President, Hybrid IT, Enterprise Group EMEA
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Xavier Poisson Gouyou Beauchamps is Vice President for Hybrid IT, Enterprise Group EMEA. In this role, he is focused on combining cloud and datacenter solutions to help customers transition to the New Style of Business.

For five years prior to this position, he built and led HP's pan-enterprise cloud strategy, sales, and marketing initiatives across the EMEA region.

Xavier also started and continues to drive the [Cloud28+](#) ecosystem, a federated community of Service Providers, resellers, ISVs and public entities dedicated to accelerating enterprise cloud service availability and adoption across Europe. Cloud28+, a "cloud of clouds, made in Europe and secured locally," proposes an online aggregated catalogue of trusted cloud services to match a variety of workload requirements. Based on open source technologies, Cloud28+ serves as a "one stop shop" for commercial and public sector organizations to find and implement the cloud services that fit their business needs.

Earlier in his career, Xavier held a variety of sales management roles in the IT industry. During his 17 years at HP, he also led the Communications, Media and Entertainment vertical and the Storage and Alliances groups in France, as well as the HP CloudSystem business, the HP/Microsoft Infrastructure to Application business, and the HP High Performance Computing business – all at the EMEA level.

He is a graduate of the ESCP Europe Management School.