



## TIM STOCKALL SHARES HIS SUCCESS STORY EMPLOYEE TRANSITION SPOTLIGHT

### Transitioned from: Ericsson

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Tim Stockall has never been a believer in mapping out an end-to-end career plan because, he says, "The day after you write it, it's stale." So it's no surprise that his résumé is as full of adventure as it is accomplishments.

The HP director of US Segments, Managed Services was employed by Ericsson when that company signed an outsourcing agreement with HP. "I had an opportunity to remain at Ericsson or transition over," he says. "Ultimately, the decision point came to staying with an internal IT department that wasn't fully supported by the business units or joining a company whose business is IT. I decided I'd like to be on the other side and impact the bottom line."


Tim says the transition process was nearly seamless. "I remember being told in one of the welcome activities that if you're technology focused, you would be hard-pressed to find a better firm than HP to work for. And you know what? They were right," says Tim.

"A lot of us who transitioned from Ericsson have moved on to do bigger and better things," he concedes. "The fundamental difference is that we're part of the business here. What we do directly contributes to our bottom line, as well as our clients', and that's what motivates me. That's really how I map my career."

Tim points out that another unmistakable benefit is the opportunity to try a variety of career paths. "At HP, you don't have to start over if you want to change direction. Your skills are applicable across the board. And cross-pollination is encouraged. You get to experience different parts of the business."

So that's been Tim's drumbeat. He's moved through positions as delivery lead, account executive (AE), regional AE, industry AE, regional delivery executive and other roles in his seven-year HP career. The common thread is solutions that make a difference. "My ability to move around is built on keeping my eyes open, looking for areas inside the business that are problematic, and then trying to structure solutions that make sense so we can attack the problems," he adds.

Tim is known for fixing processes, pulling below-target teams back to the plus side, designing tools to track progress, untangling organizational complications and constructing a new group to focus on troubled and start-up accounts. Along the way, his experience as a former internal IT manager has been a differentiator.



“A lot of clients can respect the fact that I’ve been in their situation, and it leads to a different level of discussion,” he says. “I can articulate the value that outsourcing brings because I’ve experienced it. I understand their challenges and know how we can fix those to make their business more successful.”

Although variety defines Tim’s career progression, his personal charter stays the same. “Keep your eyes open. Participate and make recommendations,” he advises. “It’s a land of opportunity, but it’s opportunity that you have to go after.”

And there’s plenty of adventure in that.