# **People Who Inspire**

HP UK&I team in CRN Women & Diversity Awards



### Editor's Introduction

Portrait of HP: People Who Inspire.

I gazed at my own reflection in the mirror, brushed off a speck of dust from my obsidian black tuxedo, and gave the ultimate adjustment to my crimson bowtie. I am finally ready to take my camera and set off for the CRN Women & Diversity Awards on a rainy November evening in London.

At the ceremony, my job is to observe and capture my HP colleagues nominated for the awards that night. Each of them was a source of inspiration: individuals who exude optimism and energy, colleagues with whom you feel comfortable working, but also enjoying their company beyond professional activities.

At the heart of this inspiration lies the commitment they approach each task with, the commitment not only to individual goals but also to their team objectives. Not only are they present for each other, but also working for the benefit of the community. They inspire others, while navigating complexities of daily life at the current pace, persistently moving forward, making an impact in business, personal and social areas.

Upon the end of the ceremony the night was rainy but not cold enough to prevent me from returning to the hotel by bus. This was when I checked my WhatsApp family group to find a message from my mother informing me of the passing of Luis Vázquez (Mr. Bombón).

A tear welled up in my eyes. I felt incredibly grateful that on my last visit to Mexico, I had spent time with him. Not only was he significant to me as a family friend, or for his guitar-playing and singing with my parents, but also he was the first person who called me a 'photographer' when I was about 6 years old. Since then, he always considered me a photographer. At the end of the bus trip, I wore a timid smile of gratitude for having shared with him quite a few moments in life.

I wrote the following story a while ago.

"It was my elder brother's primary school graduation. My excitement soared when I was entrusted with my dad's camera to capture the event. At a random moment, I was lost in my thoughts, while looking through the viewfinder, visualising different angles and potential photographs never actually taken. Unbeknownst to me, I was pointing the camera at Mr Bombón and Mrs. Tere. They had been posing for an extended moment, and were under the impression I hesitated to click. Suddenly, I heard:

-Mr. Photographer, you've taken too long to take this picture.

I looked at them, speechless. It didn't occur to me that they could call me 'Mister,' and even less, 'photographer.' Moreover, what had taken too long? I didn't even want to take a picture. Seconds later, I pulled myself together and swiftly took a picture. Since then, Mr. Bombón has always called me 'Mr. Photographer,' and despite me denying it out loud, I secretly relished that".

In this thirteenth volume of Portrait of HP, my colleagues from HP UK&I team and I explore the impact that words together with small actions have on others. Our thoughtful use of words and actions can motivate, inspire and empower our colleagues.

I hope you enjoy these portraits that document that rainy November night and the following texts by my colleagues dedicated to PEOPLE WHO INSPIRE.



Dedicated to Luis Vázquez (Mr. Bombón). 1940-2023

Rodrigo Moctezuma Portrait of HP Project Lead





**Demi James**Partner Business Manager

#### To: Demi

Demi has had an amazing year in FY23 and has been a true pleasure to with. Demi's actions, and dedication to her work have not only made her an inspiring team player, but they have also had a great impact on those around her and also with her partners.

One of the traits that sets Demi apart is her drive and passion for her work. Whether it's strategically building new business initiatives or building strong relationships with her partners, Demi approaches each task with enthusiasm and determination. Her relentless, drive and commitment in what has been a very challenging year is truly impressive.

As a Partner Business Manager, Demi understands the value in building a strong network, not only internally at HP but within the industry. Demi actively encourages collaboration and is not afraid to voice her ideas, challenge the norm, and take ownership of not only her work but that of her colleagues too, to help and support. By doing so, I have watched her grow in confidence and creativity but also build a strong shared vision of success with HP. Demi approaches setbacks as opportunities for growth, displaying an ability to adapt, learn, and find solutions that not only benefit HP but also her partners.

Beyond Demi's work in a professional sense, I have watched her grow over the past couple of years into someone that HP should be truly proud of. Demi goes above and beyond in everything she does, whilst maintaining a professional stance and delivering on HP's values and goals. Her willingness to support everyone around her is admirable, not only on a professional level but for me, someone I am also lucky enough to call a friend.

Heather Kerr UKI Channel Managed Services



Helen Wells
UKI HP Programmes & Enablement Manager

### To: Helen Wells

Helen, Super Mum, Unsung Hero, CRN Winner of "Marketing Manager of the year 2022" ... these are just a few ways to describe Helen.

I think Helen is inspiring because she always goes above and beyond, as a manager but also to support people.

Helen is a very dedicated HP Programs Lead and always works hard to support the Channel, with a high level of work ethic and energy. Helen always has a smile on her face and a strong 'can do' attitude to work, which is why she is so highly regarded in our Partner community.

Helen is an integral cog of the HP wheel and is happy to share her wealth of knowledge to anyone who needs it. Helen is seen as a trusted advisor and is always happy to support, even on the more challenging of tasks. Her creative flair allows for market leading programs and out of the box incentives, which helps HP maintain our position alongside the competition.

Helen is very selfless, never promoting her own success and always pushing her team forward for recognition and promotion. I saw this first hand when I was in her team as a new graduate. Helen always made me feel valued and heard, but also was nurturing and kind, pushing me and the team forward for projects that promised skill development and recognition. Having Helen as a manager in my early career, has helped shape me professionally and I am very grateful to have had her mentorship. Helen is also not very comfortable shouting about her achievements, but she really is HP's Channel unsung hero, and deserves recognition for all her efforts.

Outside of work, Helen is a dedicated mother, wife, and daughter. Often supporting her children's school PTFA events or volunteering for an open day. She carries the same high energy and work ethic in all areas of her life, I do often wonder how she finds the time! There is no doubt that Helen makes a positive impact wherever she is.

Helen you are Awesome.

Sophie Hendry UKI Channel Print Partner Business Manager



Jody Stockford HP UK&I Print & Supplies Channel Sales Manager



### To: Jody

Watching Jody step in and take on the role of Reading site lead, alongside Mark Keenan, you already know that it will bring a positive change. She is so engaging with wellness programmes and inspirational in her approach. Jody's personal diaries throughout lock down sharing her experiences across her face book social platform was motivating. It is never easy to take on a challenge in this way and expose yourself, but I know it would have brought a lot of comfort to others hearing her stories and seeing her photos at a time when we were all living in a strange isolation.

On a personal note Jody really inspired me when I decided to run the London Marathon in 2018. The training was brutal and it was great to share advice and stories along the way. This encouraged me to push past the barriers during my tougher training runs and was a comfort when I actually ran the marathon knowing that I was not alone on the day.

As a working mother I respect Jody for all the hard work she puts into her work and family life. She is always optimistic and supportive, a good listener and a great role model for women in the channel.

Helen Wells
UKI HP Programmes & Enablement Manager





Jack Hinchliffe
SMB & Education Lead

#### Gratitude and Admiration

I would like to take a moment to express my sincere gratitude for your remarkable contributions to our team and share why you continue to be a great source of inspiration to me.

First and foremost, your professionalism is truly commendable. Your dedication to excellence, attention to detail, and the way you handle tasks with precision have not gone unnoticed. Your commitment to maintaining high standards in your work sets a shining example for all of us, making our collective efforts more impactful.

Moreover, I deeply appreciate your unwavering commitment to fostering a better society through your leadership in DE&I conversations. Your initiatives to drive inclusivity and diversity within our organization have had a profound impact, creating an environment where everyone feels heard and valued. Your efforts are not just shaping our workplace but contributing positively to the broader community.

Another aspect that truly inspires me is your willingness to confront vulnerabilities and share your personal story. It takes immense courage to embrace one's fears and challenges openly. Your authenticity creates a culture where others feel empowered to be themselves, fostering a sense of unity and support within the team.

Lastly, I want to acknowledge your remarkable presence as a pillar of support. Even though our interactions may be limited, it's evident that you are always there for your colleagues. Your willingness to lend a helping hand, offer guidance, and be a reliable presence for those in need hasn't gone unnoticed. It speaks volumes about your character and the genuine care you have for the well-being of our team.

In closing, thank you for being a beacon of professionalism, a catalyst for positive societal change, and a compassionate presence in our workplace. Your impact is immeasurable, and I feel fortunate to work alongside someone as inspiring as you.

Wishing you continued success and fulfillment in all your endeavors.

Rodrigo Moctezuma with Al assistance UK&I INK Category Manager



Namrata Kiri NWE Channel Business Planning Manager

#### **About Namrata**

Namrata, in the language of Sanskrit, meaning humble, polite, and a source of immense happiness.

According to Wikipedia, individuals with the name Namrata are born planners. For the first time ever we can actually believe Wikipedia because Namrata is 110% a born Channel Planner at HP and now, we know where the inner planner trait comes from.

In an acrostic style, below states a few points why Namrata is an inspiring individual...

Never puts herself first and <u>always</u> prioritises others/ the teams' needs and requirements before anything else.

Always gives a 'rough and tough' view, not just helping our team but always supporting other teams within HP too.

Married with two children and wakes up at 4am, cooks the children's lunch and dinners, makes time for her spirituality and fitness wellbeing, and then starts the working day - like wow!

Really drives for positive change within the day-to-day workload, always brings a fun element to the team meetings and will always remind us to take a step back, breathe and reflect when days are challenging.

A born wizard when it comes to numbers which is an inspiration for me wanting to learn and develop more, something which Namrata is always supportive of.

Takes time out to give back to the community by volunteering at the local Temple, organising spirituality events and recently organising the wonderful celebration of Diwali at the office.

An awesome Manager! Thank you so much for everything you do and especially as a team we appreciate it so much. Namrata you truly are an inspiration.

Nandini Dhorajia UKI HP Channel Business Analyst





Nikita Blythe
UK&I Enterprise Account Manager

# To: Nikita Blythe

I've known Nikita for about 10 years now and while we've met in work capacity to begin with and bonded over our work ethics and enthusiasm to share ideas and collaborate, we have quickly become very good friends in private life as well. After 7 years of living in Barcelona, I am now lucky to count Nikita and her family not only as dear friends of ours but also our extended family away from home.

I think anyone that has ever worked with Nikita will attest to her professionalism, knowledgeability, and willingness to go that extra mile for her colleagues, customers and partners alike. She is one of the kindest, gentles souls who will never refuse help to anyone and will support whoever asks for it the best way she can. So much so it will often see her working crazy hours doing things outside the call of duty.

This level of kindness has always transferred onto her private life which I experienced first hand on many occasions. I absolutely love and admire Nikita's forever optimism and ability to see good in everyone and everything, it's infectious and helped me in various situations over the years.

Since becoming a mum to Alba two years ago, I've seen Nikita step into the most challenging role yet - the motherhood - and take it in her stride. As Nikita's partner works from UK for half the year, she cares for Alba on her own during that time and is the quintessence of what you would call a boss mum - working away as normal and holding the fort at home, managing child care and still having time for her friends. I'm around her often enough to understand the challenge of this situation and really appreciate her dedication to being theeee best mum to the fantastic girl and my little bestie Alba. I am child free and it's not always easy for me to juggle everything so seeing her absolutely thrive is something I really admire.

Nikita has made Barcelona feel like home to me and at the risk of sounding sappy, I love her dearly and can honestly say my experience of living away from home, my family and friends would be very different if I didn't have her in my life.

Aneta Hul Enterprise Account Manager

0000000 commo Nandini Dhorajia UK&I Commercial Channel Business Analyst To: Nandini For those that are only just starting their careers in IT, it is important to have role models in the workplace they can take inspiration from to aspire to great things. When an intern, a graduate, or someone just joining HP, look to someone like Nandini, they see someone who uses emotional intelligence and incredible resilience, to help others. She brings about positive change not only in her work, but in her presence. We cannot succeed alone, but with a support system and mentors to help, success is inevitable, and this is what makes Nandini a brilliant role model for future generations. Anonymous



Heather Kerr
UKI Channel Managed Services



# Heather is an inspiration.

True inspiration is found in those who ignite the flames of the possible or as Heather likes to call it "selling the dream".

Anyone that has had the pleasure of working with Heather over the years knows, she always approaches every challenge with the mindset that a new challenge is an opportunity to make a difference. Her innate ability to see the good in every situation, combined with her infectious positivity and laugh, makes her truly one of a kind.

One of the many reasons I am personally inspired by Heather is her relentless pursuit on her goals and ambition for herself. The determination and perseverance to achieve what she sets out to is a constant reminder that hard work does pay off and she is an excellent example of that.

The unwavering support and determination that she brings to her role every day at HP is truly unmatched and does prove an inspiration to many around her daily. One of her standout qualities is her authenticity. Her genuine nature allows others around her to be themselves and at ease, which is a quality rare to find.

Above all, Heather has an outstanding level of empathy to those around her. She loves to celebrate the successes and achievements but will always be the first one there to help when times are difficult. This kindness and compassionate nature is the reason she is loved by so many around her.

Demi James Partner Business Manager



Hannah Hodnett
UK&I Enterprise Account Manager



#### To: Hannah Hodnett

Hannah is inspiring to others as she radiates kindness and is a joy to be around.

Hannah is always someone you can go to for advice and is a very down to earth person. She is caring and always thinking of others first. You can always rely on Hannah to be up for a drink and a laugh and guaranteed fun. She works hard and brings great value to hp.

A fun fact she is also a really talented artist and loves sculpture!

It is no surprise she won the Graduate of the year award as she is truly an inspiration to others in our industry.

Alice Hopgood Partner Business Manager

# GRADUATE / APPRE OF THE YEAR VENDOR / DISTRIBUT

IR WINNER WINNER

#### In a tech world

In a tech world where sometimes you feel grey,
Hannah will be there to brighten your day.
In a tech world where the hours feel long,
Hannah will always be up for singing you a song.

In a tech world where sometimes life doesn't go right, Hannah will be there, at your delight. In a tech world where pricing can sometimes be high, Hannah will be there to help you get by.

In a tech world where women diversity is our aim
Hannah's passion and skill ignite the game.
As grad of the year, her achievements define
Congratulations Hannah you are a star and you shine!

Alice Hopgood Partner Business Manager



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Elizabeth Adely
Print Channel Engagement\*
Communications Officer MC-I
\*formally know as Retail Trade Marketing

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