



MOVERS & SHAKERS

Hewlett-Packard has appointed Scott Dunsire vice president of IPG sales, Solution Partners Organization—Americas. In that role, Dunsire, who joins HP from Lexmark, will focus on driving sustained IPG revenue growth through HP's indirect distribution channel.

Scott Hardy has joined GSI Commerce as executive vice president of business management. He will report to Michael Rubin, chairman, president and CEO of GSI,

King of Prussia, Pa. In his new position, Hardy will help drive growth, profitability and satisfaction for GSI's partner base.

Sunnyvale, Calif.-based Fortinet, a provider



of unified threat management, or UTM, solutions, has named Michael Valentine vice president of channel sales for the Americas.

Hitachi Data Systems, a wholly owned subsidiary of Hitachi, has

appointed Minoru Kosuge CEO. Also, Jack Domme was promoted to COO from executive vice president of Global Solutions Strategy and Development.

Kyocera Mita America, a provider of document solutions in Fairfield, N.J., has announced the appointment of Michael Pietrunti as CEO.



Pietrunti will direct business strategies and operations for Kyocera Mita

companies in Canada, Mexico and Brazil.

Jeff Porter, executive vice president at digital signage software maker Scala, has been named adjunct faculty instructor at InfoComm Academy, which provides training in audiovisual solutions. Faculty members are nominated by the InfoComm Professional Education and Training Committee.

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