

My effectiveness is built on a **profound ability to quickly achieve aggressive results** for both sides of an alliance by deeply penetrating partner organizations, seeking out high-yield joint strategic and commercial opportunities, structuring and negotiating productive and enduring partnerships, and mobilizing resources at every level in both organizations – at headquarters and in the field - to invest in the alliance as a high priority.

I have created more than 80 high-growth commercial and technical alliances with companies ranging from niche players to global giants such as **IBM, Cisco, HP, Microsoft, Hitachi, Nokia, Motorola, VMware, BMC, NetApp, Unisys, EDS, CSC, Siebel, and Symantec**, which have delivered a wealth of new products and customer value, broken into new regions and vertical markets, shut out competitors, and **generated over \$800M in new revenue**.

2012	2000	1993	1990	1985	1982
Alliances & Channels Exec	Strategic Business & IT Consultant	Client Services Director & CFO	Controller & IT Director	IT Analyst/ Programmer	
<i>Global Technology Market Leaders</i>	<i>Tech Startups & Corporate Clients</i>	<i>Financial Software Startup</i>	<i>Large Law Firm</i>	<i>Gov't & Industry</i>	

EXPERIENCE

SENIOR DIRECTOR, GLOBAL ALLIANCES

SAVVIS, A CENTURYLINK COMPANY, *San Diego, CA*

Q1, 2011 – present

- Drive strategic alliances with **Cisco, NetApp & EMC**, launch sell-through alliances with MSPs/SIs such as **Hitachi Consulting**, and launch two-tier channel with disty **Avnet**, **growing partner-led revenues 300% y/y**.
- Co-design post-acquisition integration sales model and field rules of engagement with **CenturyLink**.
- Design & pioneer market-leading channel growth strategies, vastly outpacing cloud infrastructure competitors.

MANAGING DIRECTOR, ICT ALLIANCES PRACTICE

GREEN RIVER ADVISORS, *San Diego, CA*

Q1, 2009 – Q4, 2010

- Alliance Launch Services – for clients such as **Savvis** (cloud alliances), **Pervasive Software** (ecommerce alliance), and **Hitachi ID Systems** (ITSM alliances – serving as Hitachi's VP Alliances & Channels).
- Alliance Mentoring Services – for clients such as **RGlobe, DeepVoxel, and VietSoftware**.
- Workshops and speaking engagements - on topics related to strategic alliances, collaborative innovation, collaborative selling, and the architecture of trust in commercial relationships.

DIRECTOR, STRATEGIC ALLIANCES

TRIPWIRE, INC., *Portland, OR*

Q2, 2006 – Q1, 2009

- Drove strategic alliances with global ISVs and SIs including **VMware, BMC, and BearingPoint**.
- Aligned with VMware to deliver the single most effective positioning and market penetration program in the history of the company, engaging **60,000 ESX/vCloud customers** within the first 100 days.
- Achieved the largest and fastest ramp in the history of the BMC MarketZone program, achieving **\$2M in sell-through revenue and \$5M in pipeline** within the first year.

SENIOR DIRECTOR, STRATEGIC ALLIANCES

AVENTAIL CORPORATION (*now SonicWall*), *Seattle, WA*

Q4, 2004 – Q2, 2006

- Owned all worldwide strategic alliance programs and partners, including **IBM, Motorola, GE Healthcare, Accenture, Akamai**, and 6 others, and all technology alliance programs and partners, including **Microsoft, RSA, VeriSign, Symantec**, and 19 others for this Gartner-ranked leader in secure remote data access solutions.
- Created partner programs, drove joint solutions and joint GTM campaigns, channel bundles, and cross-partner sales & technical engagements for **appliance-based and hosted VPN products (2,000,000 seats managed)**.

DIRECTOR, STRATEGIC ALLIANCES

NOKIA - ENTERPRISE SOLUTIONS DIVISION (*now Check Point*), Mountain View, CA Q3, 2002 – Q3, 2004

- Owned worldwide **Check Point** Firewall & VPN alliance, negotiating contracts, roadmaps, sales, and channel penetration, achieving **60% of Check Point business & 28% market share** against segment leader Cisco.
- Achieved record-breaking **35% y/y growth** and **\$500M in joint revenues** with Check Point, managing technical, QA, support, GTM, and competitive portfolio issues related to this **custom port to the IPSO OS**.

ALLIANCES GROUP BUSINESS MANAGER

SIEBEL SYSTEMS (*now Oracle*), San Mateo, CA Q1, 2001 – Q3, 2002

- Owned worldwide alliances with **EDS, Unisys, CSC, AMS, Anderson**, and 6 others, delivering **\$63M in revenues, \$5.3M in partner-funded marketing**, and 630 additional trained consultants in the first year.
- Built EDS partnership from **zero to \$9M in 180 days**, taking resources and revenue from the EDS SAP practice.
- Built **Siebel On Demand** hosting ecosystem, including **USi, Convergys, Surebridge**, and **EDS**.

STRATEGIC BUSINESS CONSULTANT

PANALIGN PARTNERS, New York, NY and Sand Hill Road, Menlo Park, CA 1993 – 2000

- Founded 7-person consultancy serving corporate & venture-backed tech firms led by current and former executives of **Apple, Cisco, Citi, Deloitte, Gartner, Motorola, Oracle, PwC, US Bancorp, Visa**, and others.

CLIENT SERVICES DIRECTOR; CFO

PRECEDENT TECHNOLOGIES (*now ASA International*), New York, NY 1990 – 1993

- Launched & managed the SE and ProServ functions, supporting client systems processing **\$1.2B/year**.

IT DIRECTOR; INTERIM CONTROLLER

CLARK, LADNER, FORTENBAUGH & YOUNG, Philadelphia, PA 1985 – 1990

- Implemented all voice/data infrastructure and applications and led a team of six for this **220-employee law firm**.

SYSTEMS ANALYST AND PROGRAMMER (*Independent Contractor*)

1982 – 1985

- Developed solutions for the **FBI, Temple University, DuPont**, the **Delaware State Police**, and others.

EDUCATION**DOCTORAL PROGRAM IN ECONOMICS**, *Dissertation program incomplete*

TEMPLE UNIVERSITY, Philadelphia, PA

- Full merit scholarship, Fox School of Business & Management; **Research assistant to the Dept Chairman**.

BACHELOR OF BUSINESS, *Distinguished Honors; 2nd degree in Fine Arts; Minors in Computer Science & Economics*

ARCADIA UNIVERSITY, Glenside, PA

- Ranked among the **top 20 Northern Universities** – U.S. News & World Report.

SELECTED SPEAKING AND TEACHING

- *Speaker*, Ass'n of Strategic Alliance Professionals (2012) - "Collaborative Selling at the Cutting Edge".
- *Guest Lecturer*, UCSD/Rady School of Business-MBA Program (2011) - "Leveraging Strategic Alliances".
- *Instructor*, ASAP/Cisco Systems Alliance Mastery Series (2010) - "Effective Collaborative Selling".
- *Speaker*, IBF Corporate Venturing Conference (2010) - "Managing the Internal/External Innovation Roadmap".
- *Speaker*, Washington State Technology Summit (2006) - "Software Partnerships & Collaboration".
- *Instructor*, Siebel Systems/Sales Training Boot Camp (2001-02) – "Sales Leverage through Strategic Alliances".

NOTEWORTHY

- Awarded the Association of Strategic Alliance Professionals CA-AM certification 6/08; CSAP certification 3/09 – the highest level of certification currently available in the strategic alliances profession.