

Christopher K. Jackson, South Asia Region CTO, Cloud Evangelist & Sales Leader

I have more than 35 years of leadership in technology sales and delivery experience. My expertise includes advanced analytics, data science, artificial intelligence, enterprise data warehousing, systems integration, strategic planning, business process automation, collaboration, and project/program management. I have domain experience in financial services/banking, government, telecommunications, transportation, construction, and healthcare industries. I am a frequent public speaker representing Teradata.

At Teradata, I currently help our customers understand their options and how best to architect analytic solutions in the public clouds from Amazon Web Services, Microsoft Azure and Google Cloud Platform as well as private cloud solutions on VMWare. Acting as a technology evangelist and pre-sales specialist, I engage both internal and external audiences to influence the successful adoption of cloud-related Teradata platforms, tools, applications, and methods by educating, enabling, and exciting them. I cover the regional sales and go to market for South Asia and Korea including Pakistan and India acting as Regional CTO.

At Teradata, I have previously held multiple roles including Pre-Sales Manager and Ecosystem Architect responsible for pre-sales with banking and public-sector customers and prospects in Singapore and across Asia. In these roles I have made a high impact by winning major new accounts and guiding the pre-sales efforts that resulted in growth of both Teradata services and product (including hardware and software) footprint at existing customers. I have helped capture major new workstreams from our customers and led delivery of business consulting as well as technical delivery projects. I've moved from an individual contributor role to people management and more recently P&L responsibility. This growth has shown my flexibility and ability to adapt to the cultural differences of business engagements and contracting across Asia including work in Singapore, Malaysia, Philippines, India, Korea and Indonesia.

Over my career, I have gained both sales and project delivery experience. I have filled roles as pre-sales and sales team leader, ecosystem/solution architect (both pre- and post-sales), functional lead, technical lead or program/project manager. Since 2011, my primary focus has been exclusively on enterprise sales and pre-sales management roles. I can produce high-quality solution presentations and have excellent communication skills to deliver them with significant experience in public speaking and delivering C-Level presentations. I have led large-scale program teams with as many as 100 people, competitively won and subsequently managed delivery of individual projects with budgets over US\$10M and worked on multi-billion-dollar proposals. I have held direct P&L responsibility, recruited and built entirely new organizations.

I have data integration experience with most major relational and analytic databases including Teradata, Oracle, MS SQLServer, and IBM DB2 in addition to big data solutions including technologies such as Hadoop (including Cloudera & Hortonworks) and related technologies such as Presto and S3. I have successfully deployed thirteen enterprise data warehouses.

Recent Experience Highlights at Teradata

- In 2022, leading the global initiative to drive the RapidStart packaged solutions accelerators
- In 2021, promoted to Cloud Evangelist for South Asia & Korea market
- In 2020, promoted to Cloud Leader for South Asia & Korea to drive Cloud First sales transformation
- In 2020, lead the Covid360 risk modelling and data solution for national response to the pandemic
- In 2019, promoted to regional Pre-Sales Manager for South Asia & Korea
- In 2018, promoted to Country Head, Teradata Consulting and relocated to Jakarta Indonesia.
- In 2017, achieved 198% of assigned services and 154% of assigned hardware/software sales targets.
- In 2017, promoted from Pre-Sales Ecosystem Architect to Pre-Sales Manager at Teradata
- In 2016, won Consulting Excellence Award achieving 157% of assigned sales targets (US \$33M).
- In 2015, achieved 154% of assigned sales targets (US\$11.5M).

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Career Highlights

Teradata, September 2020 – Present, Cloud Evangelist & Sales Leader, South Asia & Korea

This role acts as a Regional CTO, architect and evangelist to drive the adoption of public (AWS, Azure, Google Cloud) and private cloud solutions (VMWare) with Teradata database, analytic engines, applications, and tools as well as the integration into cloud architectures. I frequently represent Teradata as a public speaker in marketing events including Teradata sponsored conferences, industry events such as GovInsider, Gartner, ETCIO, and Ortus Executive Roundtables. I frequently meet with and present to C-level executives as part of my efforts to support the regional marketing, sales and pre-sales teams.

I help our customers and partners meet their transformational business challenges using data and analytics at scale while embracing the new and innovative solutions that the cloud enables. I am focused on strengthening organization technical knowledge of the cloud, cloud architecture, migration, and hybrid solutions and related best-practices, building cloud advocates in selected customers and partners, and enabling pre-sales activity in the region.

I provide leadership to our South Asia & Korea Account teams, partners and customers, on how to deploy a new Modern Cloud Architecture paradigm. I am focused on selling, enabling and building knowledge in the region of how our cloud offers, in concert with other components of a modern cloud eco-system, can be architected to enable Answers for our customers. I coordinate with our regional marketing efforts to raise brand awareness of Teradata cloud solutions by representing the company at regional conferences, participating in community events, acting as a public speaker, and supporting Executive Briefings.

Teradata, February 2019 – September 2020, Pre-Sales Solution Engineering Manager, South Asia & Korea

I lead the team of dedicated pre-sales Solution Engineers for Pakistan, India, Indonesia, Korea, Bangladesh & Afghanistan. This includes all segments of the go-to-market execution for both our enterprise global customers and our smaller commercial accounts in locations where Teradata is investing but does not yet have critical mass. I support the account teams building business outcomes with data, advanced analytics and ai/machine learning as well as act as a people manager, regional expert, sales leader, and coach.

I created the solution vision and lead the agile team execution to develop the COVID360 solution for public sector response to the pandemic and national recovery. This includes risk modelling of population, behaviour, clustering, and simulation. Data science has included machine learning models and graph analytics to identify high-risk locations and potential people, who if infected, will likely import the virus into new communities, act as super-spreaders, or endanger vulnerable people. These risk models can be applied to inter-agency data sharing, immunity passports, and are being leveraged as part of Teradata's own global return to office planning.

This role included a variety of focus areas, including:

- People management - I managed the full lifecycle of recruit, interview, on-board, mentor, review, goal setting, career path, education plans, and off-board as well as operational time and attendance, expense management, leave planning, and engagement of supplemental and global resources.
- Sales leadership - I personally focused on larger or critical deals, new prospects, new products, new partners and complex architectures as well as RFIs, RFPs, and proposals. I also support the team by removing internal roadblocks, interfacing with product management, reviewing sizing and proposed configurations, leading pricing discussions, and connecting my team to regional and global team members.

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- Customer-facing activities - I frequently presented complex technologies and proposals to CFO, CMO, CDO, and CIOs as well as public speaking at conferences, universities, and at marketing events.
- Coaching - I built an active community of engineers that help each other from isolated team members across cultural, language and time zone barriers. I have helped resolve conflict between team members and account teams. I have focused on employee skills growth and adoption of tools such as Teams and Salesforce.
- Asset creation - I worked with our regional architecture team and my SEs to prepare a standardized approach to periodic review of usage (cpu, IO, storage, telemetry), consumption (workloads, jobs, query complexity), data heatmap and features used/unused. This will be rolled out against all accounts in APAC.

Teradata, March 2018 – April 2019, Country Head, Teradata Consulting, Indonesia

As Teradata Country Head for Consulting in Indonesia, I had responsibility for the team of pre-sales and delivery architects, industry consultants, data scientists and engineers supporting the leading banks, telcos and public-sector clients. This role has required me to revitalize the local sales opportunity funnel and account planning process, mentor the consulting associates, manage the Indonesia Consulting P&L and services forecast, and coordinate a variety of HR activities to reconfigure the makeup of the local team to align to a changing Go To Market model. In 2018, we delivered a significant capacity expansion to the Director General of Taxation at the Ministry of Finance. We also drove competitive wins in data science and data governance with the banks and telcos as well as a significant data replication engagement at a major bank resulting in shifting the professional services team from idle to full utilization.

Teradata, March 2017 – March 2018, Pre-Sales Manager, Singapore

I lead the team of pre-sales solution architects supporting all sales activity including formal tender responses for all active Teradata accounts and prospects in Singapore. Key focus areas are banking, government, healthcare and transportation. I launched initiatives to build a curated pre-sales success kit consolidating available collateral, setup a Kanban board to track all requests and work in process, and started the process to revitalize our ability to host demos and POCs using a cloud infrastructure.

I coordinated local adoption of agile for analytics, cloud architecture, and eco-system architecture internal communities within Teradata for the Singapore area. I interview many of the candidates for solution architect and business consulting positions hired by the professional services team. I have mentored multiple delivery personnel to help them move to contributor roles as pre-sales team members.

I acted as the functional business lead and security solution architect for the delivery of a Hadoop Data Lake on Cloudera, Data Discovery collaboration environment, and an Enterprise Data Warehouse for a major regional bank. I support sales activities for other customers and prospects covering leading enterprise security solutions from Teradata partners including Protegrity, Blue Talon and Dataguise. I also support sales initiatives for enterprise data catalogue solutions from Alation.

Teradata, September 2014 – February 2017, Senior Pre-Sales Consultant, Singapore

I supported the sales activities for major Teradata accounts and prospects in Singapore focusing primarily on global and regional banking and government agency clients. In my role, I worked closely with our regional technology partners and the major systems integrators. I acted as an Industry Consultant providing functional leadership and at other times as a Solution Architect or Program Manager to help customers launch new business analytics initiatives or help professional services recover projects at-risk of failure.

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- Lead a Business Data Modelling (BDM) team to produce a conceptual model, business glossary and business requirements document for a new major regional bank customer. This includes non-functional requirements for service level agreements, security, data reconciliation, and KPIs.
- Supported pre-sales efforts to successfully win a new banking customer with a TD EDW, Cloudera Hadoop Data Lake, Informatica and TAS. Produced designs for new re-useable Teradata Consulting Solution Assets for a Business Reconciliation Framework and a Semantic Extension Rule Engine. I led the effort to map the landscape of over 80 source systems including multiple SAP systems, OFSA, Moody's RAY, Hyperion, core banking, and treasury. I also helped architect the data lake and enterprise data warehouse strategy and prepare the services contract for Phase 1 - \$11M USD.
- In 2015, I acted as the bid manager working with three systems integrators to position Teradata UDA and achieved a \$7M USD platform win with Teradata appliances for EDW, Aster, and Hadoop Data Lake (Cloudera) resulting in a complete replacement of the existing platform for the Singapore Land Transport Agency. This is supporting Singapore smart city initiatives and transportation planning.
- From September 2014 through November 2016, I supported the design, development and deployment of Financial Analytics at a global bank to consolidate 10 Peoplesoft systems. Extensive work was done to support hierarchies and complex GL account mappings. Acted as functional and program lead for Financial Analytics subject area of the TD EDW supporting rollout to 1400 Microstrategies users, successfully reducing monthly financial closing cycle by two days. This account has grown by \$5M USD in sales annually each year for the last three years.

Oz (formerly AAJ Technologies), January 2013 – September 2014, VP Cloud & Mobility, Fort Lauderdale FL

I was responsible for setting the corporate vision and technology direction for the entire company shifting the company to agile development methods. I directed the planning for Office 365, Microsoft Azure, Dynamics CRM and Amazon AWS offerings. I also led the team that built solutions based on IBM Worklight, Xamarin and native code. Over half of the company revenue was shifted to agile team-based contracts resulting in increase of customer satisfaction, a stabilization of revenues and reduction of the sales cycle.

I lead the successful sales effort for a large outsourcing contract award of \$80M over 10 years to build a captive near-shore facility in Argentina to support the IT projects for a network of 34 hospitals. This deal resulted in effectively doubling the operations and headcount of the company.

Oz (formerly AAJ Technologies), December 2010 – December 2012, VP Sales, Fort Lauderdale FL

I was responsible for selecting and coordinating the response to RFPs and RFIs from Federal, State and Local government agencies. During my tenure, we achieved large competitive multi-phase contract wins with the Executive Office of the Governor of Florida and the Florida Virtual School.

Working with my sales team of four business development managers, we acquired new customers and built multi-million dollar services relationships with them that accounted for more than half of company revenues (\$10M USD).

I also architected and coordinated a new customer experience program to improve customer loyalty and increase repeat business that resulted in a re-branding of the company.

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OnSystem Logic LLC, September 2009 – December 2010, Director of Business Intelligence, Columbia, MD

On contract with Ingenix to Ovations, I was the lead data architect working for the Office of the CIO building the strategic roadmap for analytics of demand management and member administration business domains.

- I analyzed the current Agent 360 portal solution and recommended strategies for improving licensing, commission payments, and compliance data based on source systems including Versata DCM, Peoplesoft, and Siebel CRM. The resulting recommendations resulted in \$3M capital allocations.
- I built a data roadmap for policy administration and fulfillment systems.

On contract with HP Enterprise Services to United Healthcare, I was the Project Manager and lead Architect for the Access to Data project to implement an enterprise data repository using MS SQLServer and Business Objects including Metadata Manager in support of the \$25B/5-year military healthcare contract win and creation of a new line of business, United Military and Veteran Services.

- I led the requirements gathering efforts, security and infrastructure design as Technical Lead. The project included coordination with twelve different source systems (DB2, Oracle, MS SQLServer), existing reporting solutions in SAS, Business Objects, and Cognos, as well as outbound data feeds to statistical processing applications.
- I participated in the architecture and design for ETL strategies (using MS SSIS 2008), communications gateways, and Tivoli. The project team consisted of 12 staff members and connections to more than 15 other project teams.

Teradata (Contract), June 2007 – September 2009, Program Lead/Data Warehouse Architect, Sydney Australia

I acted as the Solution Technical Lead providing the data warehouse architecture and direction for the implementation of the Teradata Decision Experts product at Qantas Airlines in Sydney, Australia. During this engagement, I was responsible for a team of more than 25 implementers, SMEs, testers, and support personnel. I designed an independent reconciliation system to validate the data warehouse prior to release after each extract cycle. Qantas data was extraordinarily complex and included 66 sets of books each with multi-currency transactions. I worked extensively with the team that built the Hyperion Essbase reporting cubes and trained the offshore support team.

Mastec, December 2005 – June 2007, Sr. Director, Business Analytics, Coral Gables, FL

At Mastec, a \$2B specialty construction firm, I led the IT team of staff and contractors that supported 4000+ users, 300+ locations, and more than 10,000 employees. I reported directly to the CIO and was responsible for enterprise reporting, web portals, database infrastructure, and application security.

- I maintained, extended, upgraded, and supported the Teradata Decision Experts enterprise financial data warehouse. I managed the upgrade of the hardware platform from Sun to Dell, the OS from Solaris to Linux, and the database from Oracle 10g to 11i. I also led the implementation of Oracle Advanced Security including single-sign on and replication of LDAP data from MS Active Directory.
- I acted as system architect for the integration of DirectTV's Siebel CRM implementation with existing Oracle ERP and Inventory for \$400MM line of business processing 150,000 work orders per month.
- I designed and developed a web portal using Oracle Apex to provide live access to Oracle ERP data, HR, and Payroll data including support for legal and class action lawsuit defense.

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Decision Point Software (acquired by Teradata), April 2004 – November 2005, Sr. Implementation Specialist, Beaverton OR

I managed multiple successful implementations of enterprise financial data warehouses based on Oracle ERP for retail grocery (Albertson's) – GL, AP, AR, university (Carnegie Mellon) including AR and Grants Management, and construction clients (Mastec) – GL, AP, AR, Purchasing, Time & Labor, HR, Payroll, and PA.

Oracle Corp, August 1996 – October 2003, Technical Director, Columbia MD

I acted as a project manager and technical architect for major implementations of Oracle ERP and Supply Chain systems and data warehouse/business intelligence solutions for commercial clients including Ford Motors, Union Bank of California, and General Electric Aircraft Engines. I lead teams of up to 50 people for projects at Federal Government clients including USPS, Department of Justice including FBI, US Navy, and DLA. I supported consulting and product sales efforts for large accounts and integrators. I was promoted twice during my tenure at Oracle from Sr. Principal Consultant to Technical Manager and later to Technical Director.

*Additional information covering 1984-1995 and references are available upon request.
During this time, I worked for The White House, Intelsat, Fannie Mae, Mobil Oil, NASDAQ, and I-NET.*