


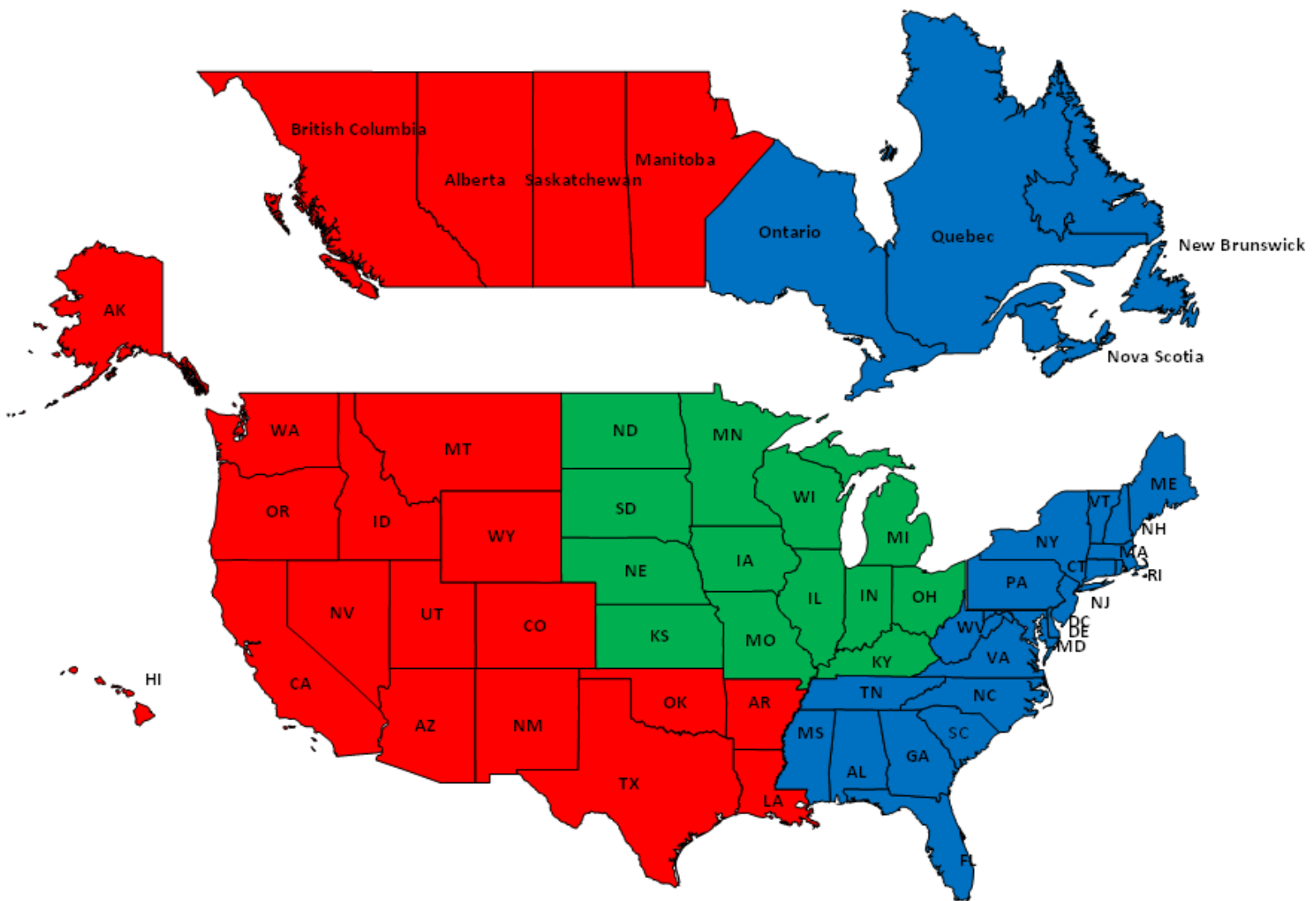


# 2017 Sales Roster



## Sales Leadership







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Russell McGuire	VP Sales	SMB – North America	<a href="mailto:rmcguire@beyondtrust.com">rmcguire@beyondtrust.com</a>	(602) 734 1455
Jeff B. Phillips	Director, Sales	Federal Sales – North America	<a href="mailto:jbphillips@beyondtrust.com">jbphillips@beyondtrust.com</a>	(202) 681 0079



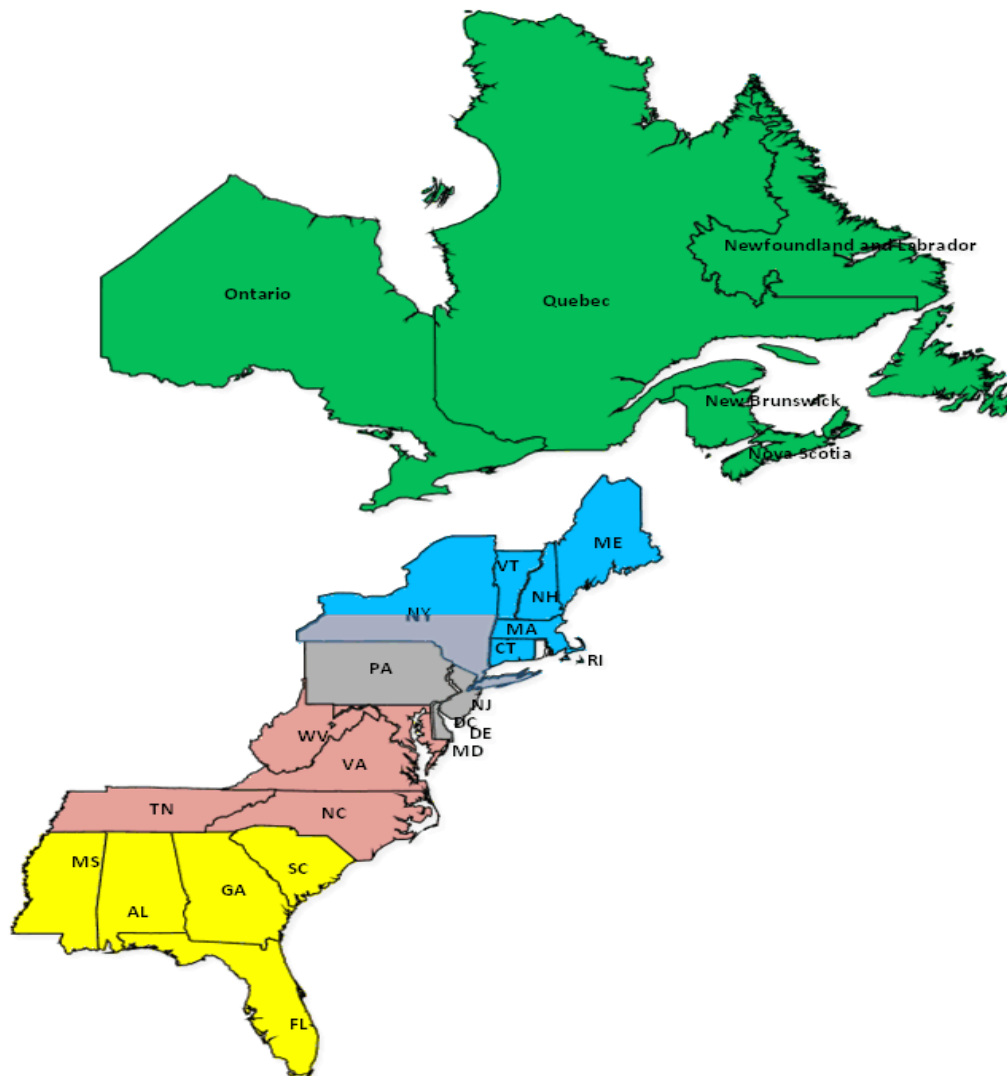
# 2017 Sales Roster



## Enterprise East and Canada

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Scott Whiteman	Inside Sales Rep	SE, Mid-Atlantic, NY Metro	<a href="mailto:swhiteman@beyondtrust.com">swhiteman@beyondtrust.com</a>	(602) 354 9267





\*Mid-Market – Companies 2,500 to 20,000 employees

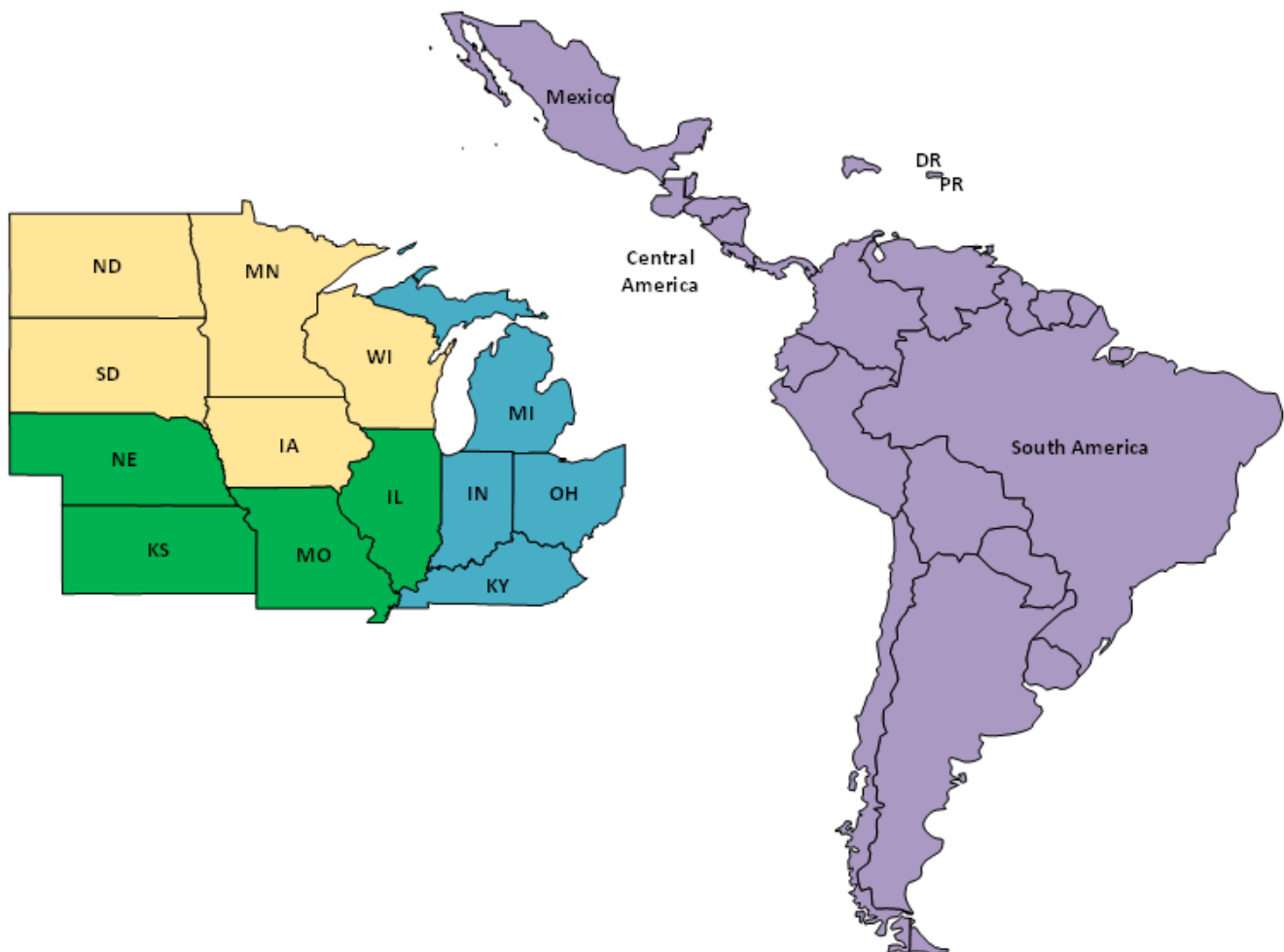


# 2017 Sales Roster



## Enterprise Central and LATAM

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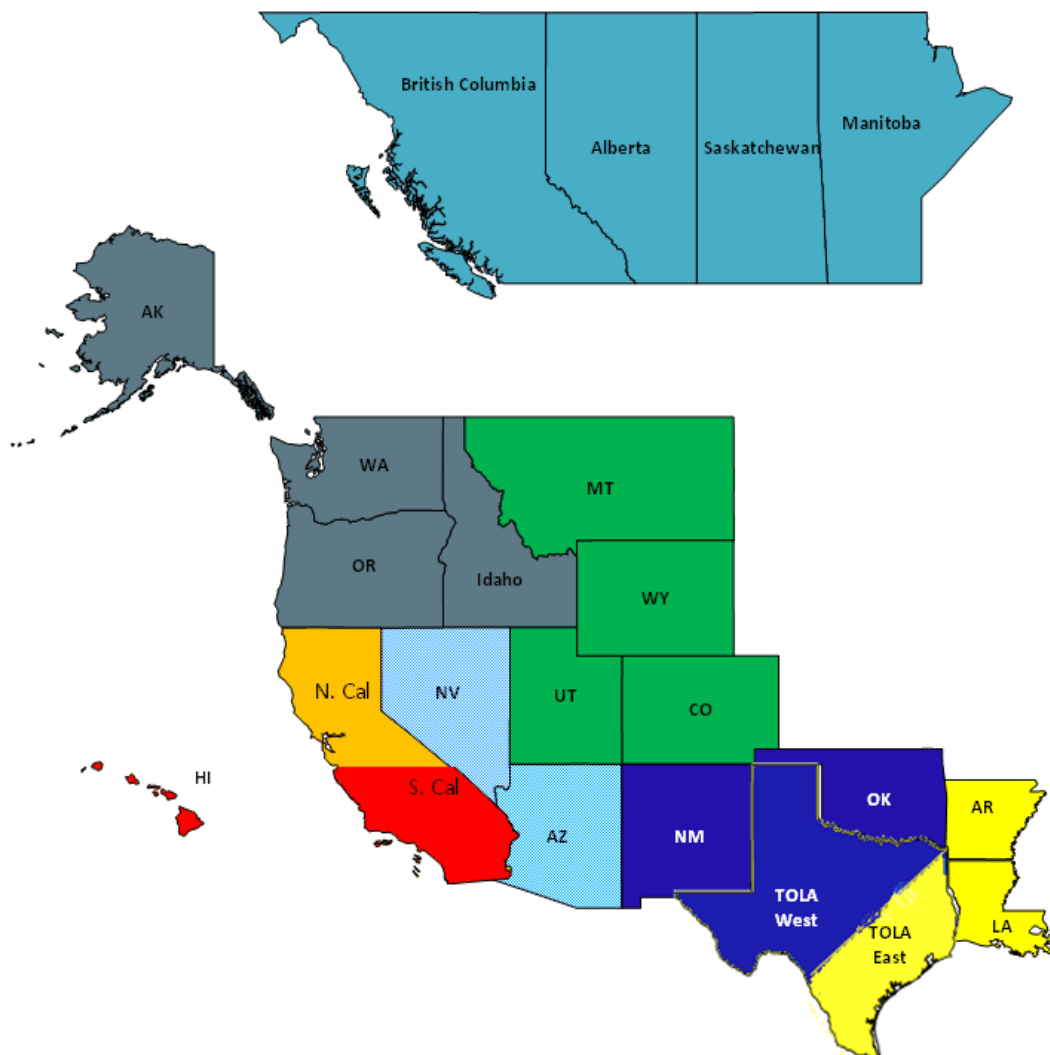


# 2017 Sales Roster



## Enterprise West and Canada

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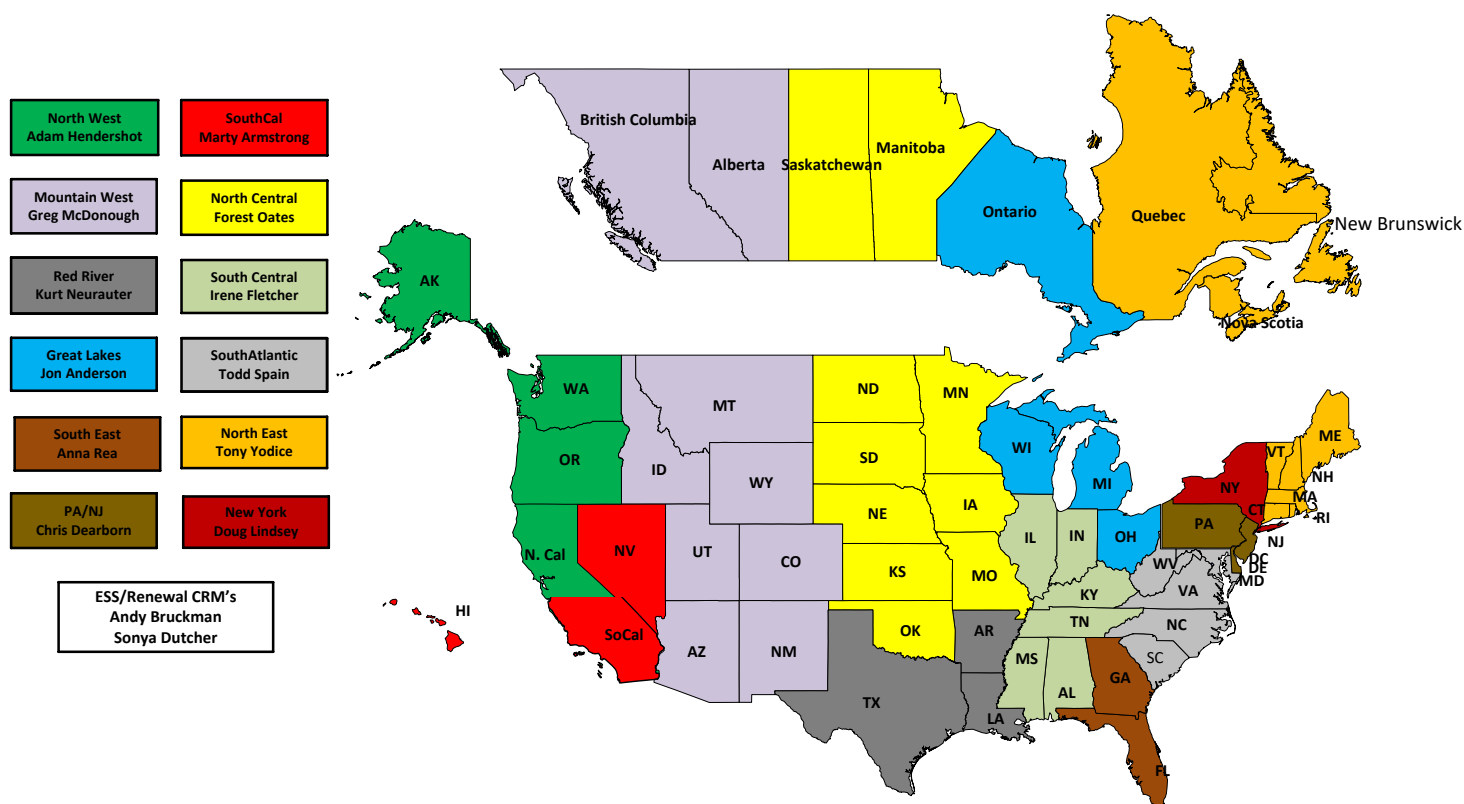
# 2017 Sales Roster



## SMB

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\*SMB – Companies under 2,500 employees



# 2017 Sales Roster



## Federal

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Fadi Jarrar	Account Manager	Civilian Accounts	<a href="mailto:fjarrar@beyondtrust.com">fjarrar@beyondtrust.com</a>	(949) 973 7561

### Federal Integrators / Contractors

- Accenture - Federal Group
- Aerospace Corp
- AT&T - Federal Group
- BAE Systems
- Booz Allen Hamilton - Federal Group
- CACI
- CSC (Computer Science Corp)
- General Dynamics
- Harris Corp
- HP Enterprise Services - Federal Group
- IBM - Federal Group
- Leidos
- L3 Communications
- Lockheed Martin
- Northrop Grumman
- Raytheon
- Science Applications International Corp (SAIC)
- Serco Group
- SRA International
- Verizon - Federal Group
- Vencore
- Boeing Federal
- Engility Corp
- Jacobs Engineering Group
- ManTech International
- CGI Group
- Bechtel Group – Federal
- Unisys - Federal

### Commercial Accounts

#### *(thought of as Fed)*

- Federal Home Loan Bank
- Fannie Mae
- Sallie Mae
- Freddie Mac
- Navy Federal Credit Union

### Federal Accounts




#### *(thought of as commercial)*

- US Embassies – State Department
- International Finance Corporation – Treasury Department
- World Bank – Treasury Department
- Asian Development Bank – Treasury Department
- Inter-American Development Bank – Treasury Department
- IMF (International Monetary Fund) – Treasury Department
- International Bank for Reconstruction and Development – Treasury Department
- Export-Import Bank of the United States – Treasury Department
- NATO – US Military
- Applied Physics Laboratory – DOD and DOE Non-Profit Support
- Tennessee Valley Authority – Department of Energy
- Bonneville Power Authority – Department of Energy
- Western Area Power Administration – Department of Energy
- All the National Energy Facilities and Laboratories – Department of Energy
- Smithsonian Institution and National Museum's – Independent Agencies
- United Space Alliance (USA) – NASA Support entity
- United Launch Alliance (ULA) – NASA Support entity
- MIT Lincoln Laboratory
- VOLPE – Department of Transportation Laboratory
- Mitre Corp

# 2017 Sales Roster



## Channel

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David Kleinman	Channel Sales Mgr.	East 	<a href="mailto:dkleinman@beyondtrust.com">dkleinman@beyondtrust.com</a>	(978) 206 3614
Mike Wood	Federal Alliances Mgr.	Domestic	<a href="mailto:mwood@beyondtrust.com">mwood@beyondtrust.com</a>	(978) 835 9204
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Andrew Fennessy	Optiv Corporate, Technology Alliance Program, SailPoint TAP Relationship	All Global	<a href="mailto:afennessy@beyondtrust.com">afennessy@beyondtrust.com</a>	(480) 498 2125

