PIERRE H. KERBAGE

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- 20+ years of experience in successful selling to and through the channel.
- Built two of my own IT Security and Managed Services companies from Zero and took both of them to nearly 100 million dollars before selling both of them.
- Strong technical knowledge of Networking Topologies and how to sell and build zero trust networks through multiple security products and teaching the VAR community how to sell them. Currently using Kali Linux to provide penetration testing, computer forensics and other tools for security.
- Strong sales and technical knowledge around AWS, Microsoft Azure (and how they compare), Virtualization in VMware and Linux – including quoting very complex models to the Enterprise through Channels and creating geo-redundant and scalable networks especially in large medical sector, distribution, manufacturing, and mid-market businesses to the Enterprise.
- Excellent relationship with the MSP community in the U.S., Canada, and Europe.