



Insight Public Sector Sales Territory & Team Assignments

Name	Job Title	Territory/Focus	LOC
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Senior Management

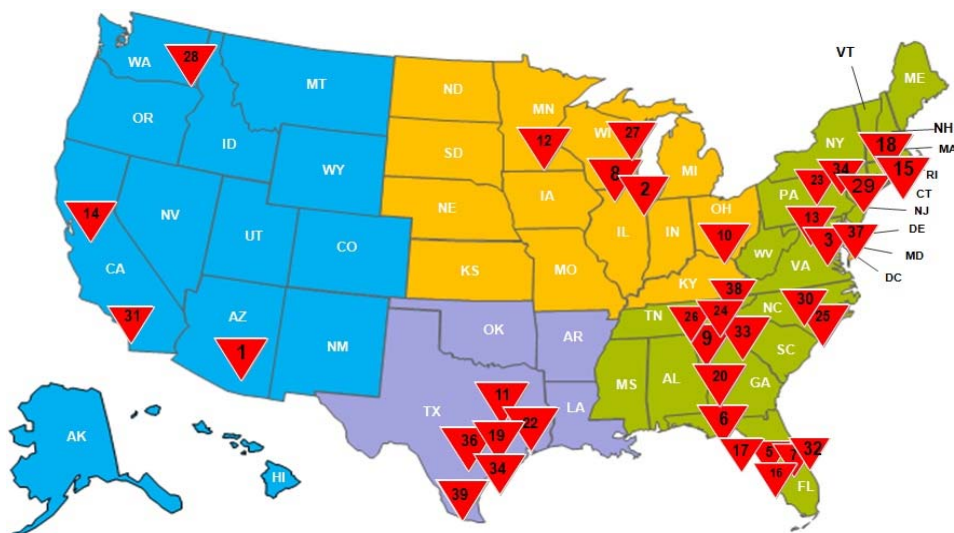
David Cristal	Vice President - GM IPS Sales	Public Sector	1
Chris Turner	Director of Sales - SLED North & South	SLED, East & Central Regions	1
Ellen Farnum	Director of Sales - Federal	Federal	23
Deborah Sehi	Director - Operations	Public Sector	7
Tom Halberda	Director - Sales Market	SLED, TOLA Region	36
Mike Beeman	Director - Education Programs	E-rate Business	36
Todd Sebring	Senior Manager - Business Development	S/L Govt., Educ. and Public Safety	7

Sales Management

Kevin Hallihan	Manager - Field Sales Market	SLED, Central Region	2
Brian Louderback	Manager - Field Sales Market	SLED, Western Region	1
David Deppisch	Manager - Inside Sales	SLED, Central & West Regions	1
Steve Smith	Manager - Inside Sales	SLED, TOLA Region, FED, & Medical	1
Steve Kennedy	Manager - Sales Development	SLED - Medical	5
Prince Anand	Manager - Field Sales Market	Federal	3
Bill Raitt	Manager - Field Sales Market	SLED, Eastern Region	15

Support & Compliance Management

Laura Thompson	Manager - Sales Operations IPS	Public Sector	1
Kevin Marks	Sector Marketing Specialist	Marketing	34
Pamela Potter	Manager - Proposals	Public Sector	2
Erica Falchetti	Manager - Contracts	S/L Govt., Educ. and Public Safety	7
Vanessa Karman	Manager - Sales Support	Fed, SLED - West Region	1
Ken Richter	Manager - Sales Support	SLED, East & Central Regions	1
Nichole David	Manager - Design Engineer Associate	SLED, TOLA Region	36



IPS Offices

Tempe, AZ	1	6820 S. Harl Avenue, Tempe, AZ 85283
Bloomington, IL	2	444 Scott Drive, Bloomington, IL 60108
Chantilly, VA	3	4510 Daly Drive, Suite 300, Chantilly, VA 20151
Tampa, FL	5	2701 N. Rocky Point Drive, Suite 300, Tampa, FL 33607
Lake Wales, FL	7	218 East Orange Avenue, Lake Wales, FL 33853
Madison, WI	8	16 N. Carroll St., Suite 310, Madison, WI 53705
Atlanta, GA	9	The Pointe, 500 Northridge Road, Suite 325, Atlanta, GA 30350
Columbus, OH	10	375 N. Front Street, Suite 300, Columbus, OH 43215
Plano, TX	11	3480 Lotus Drive, Plano, TX 75075
Minneapolis-St. Paul, MN	12	Atrium Office Building, 1295 Bandana Blvd. N., Suite 310, St. Paul, MN 55108
Liberty Lake, WA	28	22721 E. Mission Ave., Liberty Lake, WA 99019
Austin, TX	36	1130 Rutherford Lane, Suite 208, Austin, TX 78753
McAllen, TX	39	2712 N. McColl, McAllen, TX 78501

Home Offices

Tallahassee, FL	6
Mount Airy, MD	13
Folsom, CA	14
Methuen, MA	15
St. Petersburg, FL	16
Palm Harbor, FL	17
Waltham, MA	18
Sugarland, TX	19
Albany, GA	20
Houston, TX	22
Coatesville, PA	23
Athens, TN	24
Cary, NC	25
Lenior City, TN	26
Mequon, WI	27
Kennett Square, PA	29
Graham, NC	30
Long Beach, CA	31
Jupiter, FL	32
Lawrenceville, GA	33
Corpus Christi, TX	34
Crownsville, MD	37
Johnson City, TN	38



Eastern Region S&L Govt & Education Sales Team

Name	Job Title	Territory/Focus	LOC
Regional Sales Management			
Chris Turner	Director of Sales - SLED North & South	SLED, East & Central Regions	
Ken Richter	Manager - Sales Support	SLED, East & Central Regions	1
Bill Raitt	Manager - Field Sales Market	SLED, Eastern Region	15
Alabama			
Christy Montanez	Sales Development Representative	AL - SLED & Public Safety	32
Brian Mayer	Client Solutions Representative	AL - SLED & Public Safety	7
Deann Cannon	Client Solutions Representative	AL - SLED & Public Safety	20
CT/MA/ME/NH/RI/VT			
Gerard (Jack) Fritze	Client Solutions Executive - Inside Sales	CT, MA, ME, NH, RI, VT - SLED	1
Teresa Fredericks	Client Solutions Representative	CT, MA, ME, NH, RI, VT - SLED & Public Safety	1
Delaware/Pennsylvania/West Virginia			
Don Bartolo	Client Solutions Executive - Inside Sales	DE, WV - SLED; PA - K12	1
AJ D'agostini	Client Solutions Representative	DE, PA, WV - Public Safety	1
Don Ingman	Client Solutions Representative	DE, PA, WV - Public Safety	1
Fred Tafoya	Account Executive - Inside Sales	PA - High Ed & Loc Gov	1
Florida			
Education			
Carol Arenz	Client Solutions Executive - Field Sales	Florida, Education	16
Chris Counce	Client Solutions Representative	Florida, Education	5
Janis McCoy	Client Solutions Representative	Florida, Education	5
Government			
Zach Thornley	Account Executive - Inside Sales	FL State Gov, North & Central Loc Gov	1
Tony Santini	Account Executive - Field Sales	FL State Gov, North & Central Loc Gov	17
Dewey Hudson	Client Solutions Representative	FL State Gov, North & Central Loc Gov	6
Christy Montanez	Sales Development Representative	FL Public Safety, South FL Loc Gov	32
Brian Mayer	Client Solutions Representative	FL Public Safety, South FL Loc Gov	7
Deann Cannon	Client Solutions Representative	FL Public Safety, South FL Loc Gov	20
Georgia/North Carolina/Tennessee			
Ashley McDonald	Client Solutions Executive - Field Sales	GA, NC, TN - SLED	24
Antoinette D'Estries	Client Solutions Representative	GA, NC, TN - SLED	1
Katherine Scozzafave	Client Solutions Representative	GA, NC, TN - SLED	27
Scott Brunelle	Account Executive - Field Sales	NC - SLED	25
Sherman Crawford	Account Executive - Inside Sales	GA - Education	1
Patrick Taft	Account Executive - Inside Sales	TN - Education	1



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Regional Sales Management			
Chris Turner	Director of Sales - SLED North & South	SLED, East & Central Regions	
Ken Richter	Manager - Sales Support	SLED, East & Central Regions	2
Bill Raitt	Manager - Field Sales Market	SLED, Eastern Region	15
Maryland/Virginia/District of Columbia			
AJ D'agostini	Client Solutions Representative	MD, VA - SLED DC - Public Safety	1
Matt Van Housen	Account Executive - Inside Sales	DC, MD, VA - Education	1
Don Bartolo	Client Solutions Executive - Inside Sales	DC - Education	1
Mississippi/South Carolina			
Christopher Schmidt	Client Solutions Executive	MS, SC - SLED	1
New Jersey/ New York			
Nick Stocking	Account Executive - Inside Sales	NJ & NY - SLED	1
Puerto Rico & the Virgin Islands			
Gerard (Jack) Fritze	Client Solutions Executive - Inside Sales	Puerto Rico, Virgin Islands - SLED	1
Teresa Fredericks	Client Solutions Representative	Puerto Rico, Virgin Islands - SLED	1



Central Region S&L Govt & Education Sales Team

Name	Job Title	Territory/Focus	LOC
Regional Sales Management			
Chris Turner	Director of Sales - SLED North & South	SLED, East & Central Regions	
David Deppisch	Manager - Inside Sales	SLED, Central & West Regions	1
Kevin Hallihan	Manager - Field Sales Market	SLED, Central Region	2
Ken Richter	Manager - Sales Support	SLED, East & Central Regions	1
Illinois/Indiana/Michigan/Wisconsin			
Ron Nagel	Client Solutions Executive - Field Sales	IL, IN, MI, WI - SLED	2
Pleshette Gales	Client Solutions Representative	Northern IL, WI - SLED IN, MI - Gov	2
Amy Maniowski-Tschopp	Client Solutions Representative	Northern IL, WI - SLED IN, MI - Gov	2
Sean Phillips	Account Executive - Inside Sales	S. IL - High Ed & Gov	1
Pat Fuscaldo	Account Executive - Inside Sales	Illinois - K12	1
Michael Mueller	Client Solutions Representative	Wisconsin, SLED	2
James Wodiuk	Account Executive - Inside Sales	Michigan - K12	
AJ D'agostini	Client Solutions Representative	IL, MI, WI - Public Safety	1
Tony Matthews	Account Executive - Inside Sales	Indiana - K12	1
Michael Stetson	Client Solutions Executive - Field Sales	Indiana - Public Safety	10
Robert Dougherty	Client Solutions Representative	Indiana - Public Safety	10
Iowa/Minnesota/North Dakota/South Dakota			
Michael Mueller	Client Solutions Representative	IA, MN - SLED/Public Safety ND, SD - Public Safety	2
Don Ingman	Client Solutions Representative	IA, MN - SLED/Public Safety	1
Shawn Wood	Account Executive - Field Sales	IA, MN - SLED	12
Kansas/Missouri/Nebraska/North Dakota/South Dakota			
Austin Keane	Client Solutions Representative	KS, MO, ND, NE, SD - SLED	1
AJ D'agostini	Client Solutions Representative	KS, MO, ND, NE, SD - Pub Safety	1
Shawn Wood	Account Executive - Field Sales	KS, ND, NE, SD - SLED	12
Kentucky			
Ashley McDonald	Client Solutions Executive - Field Sales	KY- SLED	24
Antoinette D'Estries	Client Solutions Representative	KY- SLED	1
Katherine Scozzafave	Client Solutions Representative	KY- SLED	27
Patrick Taft	Account Executive - Inside Sales	KY - Education	1
Ohio			
Michael Stetson	Client Solutions Executive - Field Sales	Ohio, Edu, Pub Safety, & Local Gov	10
Steve Fiester	Client Solutions Representative	Ohio, Edu & Local Gov	1
Don Ingman	Client Solutions Representative	Ohio, Edu & Local Gov	1
Claire Holt	Account Executive - Inside Sales	North Ohio - K12	1
Mark Woods	Client Solutions Executive - Field Sales	Ohio, State Gov Only	10
Robert Dougherty	Client Solutions Representative	Ohio, State Gov & Public Safety	10



TOLA Region S&L Govt & Education Sales Team

Name	Job Title	Territory/Focus	LOC
Regional Sales Management			
Tom Halberda	Director - Sales Market	SLED, TOLA Region	36
Steve Smith	Manager - Inside Sales	SLED, TOLA Region, FED, & Medical	1
Nichole David	Manager - Design Engineer Associate	SLED, TOLA Region	36
Arkansas			
Christopher Schmidt	Client Solutions Executive	AR, OK - SLED	1
Louisiana			
Ashley McDonald	Client Solutions Executive - Field Sales	LA - SLED	24
Antoinette D'Estries	Client Solutions Representative	LA - SLED	1
Katherine Scozzafave	Client Solutions Representative	LA - SLED	27
Oklahoma			
Christopher Schmidt	Client Solutions Executive	OK - SLED	1
AJ D'agostini	Client Solutions Representative	OK - Public Safety	1
Texas			
Jason Sawyers	Client Solutions Representative	Texas & Region 1 - SLED	1
Eric Siebels	Account Executive - Field Sales	South Texas & Region 1 - SLED	22
Jo Schmitt	Client Solutions Representative	South Texas & Region 1 - SLED	1
AJ D'agostini	Client Solutions Representative	Texas - Public Safety	1
Christine Ricker	Account Executive - Field Sales	Austin, TX - SLED	36
Darak Weaver	Account Executive - Field Sales	South TX - SLED	39
Daren Fisher	Account Executive - Field Sales	TX - SLED	
Diana Berger	Account Executive - Field Sales	TX - SLED	39
Jeffrey Byrom	Account Executive - Field Sales	Corpus Christi, TX - SLED	34
Jerry Martin	Account Executive - Field Sales	TX - State Gov	39
Steven Capps	Account Executive - Field Sales	South TX - SLED	39
Teresa Cheney	Account Executive - Field Sales	Houston, TX - SLED	19
Billy (Ubilis) Fields	Design Engineer Associate	TX - Support	36
Lance Newman	Design Engineer Associate	TX - Support	36
Lisa DeAngelo	Design Engineer Associate	TX - Support	36
Rose Owens	Design Engineer Associate	TX - Support	36
Tim Fain	Design Engineer Associate	TX - Support	36



Western Region S&L Govt & Education Sales Team

Name	Job Title	Territory/Focus	LOC
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Regional Sales Management

Brian Louderback	Manager - Field Sales Market	SLED, Western Region	1
David Deppisch	Manager - Inside Sales	SLED, Central & West Regions	1
Vanessa Karman	Manager - Sales Support	Fed, SLED - West Region	1

Alaska/Montana/Nevada/Utah/Wyoming

Sashi Silbergieith	Client Solutions Executive - Inside Sales	AK, MT, NV, UT, WY - SLED	1
Jinny Williams	Client Solutions Representative	WY - SLED	28

Arizona

John Briggs	Client Solutions Executive - Field Sales	AZ - Local Government	1
Jennifer Bucich	Client Solutions Executive - Field Sales	AZ - State Gov't & Education	1
Seth Swerdlow	Account Executive - Field Sales	AZ - State Gov & Maricopa Cty	1

California State Government Team

Doug Teeple	Client Solutions Executive - Field Sales	State of CA & Local/Ed	14
Matthew Nixon	Client Solutions Representative	State of California only	1
Dennis Westerfield	Client Solutions Representative	State of CA & Local/Ed	29
Heather Duggan	Client Solutions Representative	State of California only	1
Nikki Gipson	Client Solutions Representative	State of California only	1
Terry Pritchard	Client Solutions Representative	State of CA & Local/Ed	31
Chris Robertson	Account Executive - Inside Sales	State of California only	1
Jeff Brown	Account Executive - Inside Sales	State of California only	1

California - Local Government

Doug Teeple	Client Solutions Executive - Field Sales	Northern CA - Local Gov	14
Dennis Westerfield	Client Solutions Representative	Northern CA - Local Gov	29
Danielle Cadena	Account Executive - Inside Sales	Central CA - Local Gov	1
Brian Trader	Account Executive - Inside Sales	Southern CA - Local Gov	1
Chris Letsinger	Client Solutions Representative	County of LA & Orange - Loc Gov	1

California - Higher Education/K-12 Education

Chris Rothert	Account Executive - Inside Sales	Northern CA - K-12 Education	1
Danielle Cadena	Account Executive - Inside Sales	Central CA - K-12 Education	1
Chris Letsinger	Client Solutions Representative	County of LA & Orange - K12 Edu	1
Gini Brescia	Client Solutions Executive - Inside Sales	CA - Higher Education	1
Brian Trader	Account Executive - Inside Sales	Southern CA - K-12 Education	1

Colorado/Hawaii/Idaho/Oregon/Washington

Bob Duncan	Client Solutions Executive - Inside Sales	CO, HI, ID, OR, WA - SLED	1
Jinny Williams	Client Solutions Representative	CO, ID, OR, WA - SLED	28

New Mexico

Jennifer Bucich	Client Solutions Executive - Field Sales	NM - SLED	1
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Healthcare Sales Team

Name	Job Title	Territory/Focus	LOC
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Regional Sales Management

Steve Smith	Manager - Inside Sales	SLED, TOLA Region, FED, & Medical	1
Steve Kennedy	Manager - Sales Development	SLED - Medical	5

SLED Healthcare Sales

Lisa Hovis	Account Executive - Inside Sales	AL, GA, FL, MS, NC, SC, TN	1
Austin Keane	Account Executive - Inside Sales	CT, MA, ME, NH, NJ, NY, RI, VT	1
Barry La Nier	Account Executive - Inside Sales	DC, DE, IN, KY, MD, MI, NJ, OH, PA, VA, WV	1
Christopher Moeller	Account Executive - Inside Sales	IA, IL, KS, MN, MO, ND, NE, SD, WI	1
Christa Schauermann	Account Executive - Inside Sales	AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY	1
Christopher Schmidt	Account Executive - Inside Sales	AR, LA, OK, TX	1

Software Sales Team

Name	Job Title	Territory/Focus	LOC
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Software Sales Management

Vanessa Karman	Manager - Sales Support	Fed, SLED - West Region	1
Heather Vanhouten	Inside Sales Team Lead	Nationwide: Fed, SLED	28
Cindy Krogh	Licensing Specialist	Nationwide: Fed, SLED	28

SLED Software Sales

East/South

Tone Tuskan	Inside Software Solutions Representative	AL, AR, CT, DE, GA, FL, LA, MA, MD, ME, MS, NC, NH, NJ, NY, OK, PA, RI, SC, TN, TX, VA, VT, WV Texas	28
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Central

Alex Savage	Inside Software Solutions Representative	IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, SD, WI Iowa	28
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West

Jinny Williams	Software Territory Field Representative	CO, ID, WY	28
Liz Nelson	Inside Software Solutions Representative	CO, ID, WY	28



Support Personnel

Name	Job Title	Territory/Focus	LOC
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Support - Business Development

Paul Geils	Contract Lifecycle Analyst	SLED	7
Josh Gramlich	Senior Contract Specialist	SLED	7
Jason Cole	Contract Specialist	SLED	7
Susan Isaac	Proposal Specialist	SLED	2
Larry Farina	Senior Proposal Specialist	SLED	2

Support - Operations

Pauline Crowell	Account Support Representative	SLED	7
Roberta Grace	Account Support Representative	SLED	7
Angela Costantino	Account Support Representative	SLED	2
Terry Pritchard	Account Support Representative	SLED	31
Susan Jimenez	Account Support Representative	SLED	1
Faleana Keeme	Account Support Representative	SLED	1

Business Development

Name	Job Title	Territory/Focus	LOC
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Lorne Shackelford	Sales Development Representative	Business Development	6
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eRate Support

Name	Job Title	Territory/Focus	LOC
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Mike Beeman	Director - Education Programs	eRate Business	36
Cathi Whelan	Program Manager	eRate Business	36