



VIP BIOS

Keith Odom - SVP, Ahead

Keith is a 25-year veteran in the IT space, presently serving as SVP, Presales Engineering & Specialists, at Ahead. Keith leads pre-sales technical support, the Field CTO organization, and the company briefing/lab program.

Prior to Ahead, Keith served five years as RoundTower's COO and sixteen years as EMC's Global Vice President, where he managed the Professional Services and Customer Service organizations, as well as the Midwest Presales Technical Team.

Keith also built VCE's Global Professional and Managed Services organization from conception, successfully running it for five years. In addition, he built the organization's original services partner model.

Keith is focused on efficient delivery of converged infrastructure, cloud automation and orchestration, SAP HANA, and other offerings.

Michael Parks - President & COO, Flywheel Data

As President and Co-Founder of Flywheel Data, Michael maintains responsibility for day-to-day operations and strategic vision across all of the company's markets.

Prior to founding Flywheel Data, Michael joined start-up company, Greenplum, where he co-led the Federal practice. Acquired by EMC in 2010, Greenplum subsequently spun-out to form what is now known as Pivotal, giving Michael the opportunity to lead sales in the Department of Defense and the Intelligence Community. Michael has more than 20 years of experience working with high-tech and Federal government customers.

He has held both engineering and sales positions at manufacturers such as NetApp, Egenera, BladeLogic, HP, and AOL.

Originally from Cleveland, Ohio, Michael is a loyal fan of the Cleveland Browns. He graduated from The State University of New York (SUNY) at Geneseo, where he played men's ice hockey. He currently resides in the Washington, DC, area where he is a proud husband and father of three young kids!

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Will Fulmer - Chief Operating Officer, Helient Systems LLC

Will has more than 19 years' of industry experience, predominantly in the legal tech communities.

As Chief Operating Officer, Will is responsible for revenue generation and the management and organization of company operations. Will's Information Technology background allows him to establish technical infrastructure and implementation standards, including concentrations on data center virtualization, storage, hyperconverged infrastructure (HCI), public, private, and hybrid cloud-based architectures, along with disaster recovery and business continuity solutions.

Will has extensive experience implementing infrastructure solutions within the Microsoft Public Cloud 365 and Azure infrastructures, along with on-premises storage architectures and Server and Desktop Virtualization (VDI) technologies, including Microsoft RDSH, Citrix Virtual Apps and Desktop, VMware Horizon View, and DaaS solutions including Workspot, HivelO, Nutanix Frame, Azure Virtual Desktop (AVD), and more.

Will has the honor of being chosen as a Nutanix Technology Champion (NTC) for the last six years, and holds many accreditations with Citrix, Cohesity, Microsoft, NetApp, Nutanix & VMware.

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Marty Chilton - Vice President Sales, High Performance Technologies

Marty Chilton, Vice President of Sales and Services, brings more than two decades of experience in services, sales, and management from the Information Technology industry. During his career he has held various services, sales and management positions at Hewlett-Packard, where he worked with customers in the manufacturing, banking, and healthcare industries, as well as in the public sector and federal government markets.

Marty has served HP as a consulting and integration sales territory manager, representing a comprehensive portfolio of services. As a national account manager, Marty leveraged business solutions into the vertical financial industry and territory commercial accounts, producing cross-industry solutions.

Marty holds a Bachelor of Science in Business Administration & Management from the University of Redlands, California, and a certificate from the Executive Management Institute, Babson College. He is a proud Veteran of the United States Navy.

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Sandy Kohler - CEO, Reliant Technologies Solutions Group

Sandy Kohler serves as CEO of Reliant Technologies Solutions Group Inc., headquartered in Edmonton, Alberta, Canada. Reliant's success is built by partnering with clients to bridge the gap between strategy and execution, while delivering hybrid cloud solutions that simplify IT operations.

Sandy graduated from the University of Alberta in 1986 with a Bachelor of Education Degree. After teaching high school for eight years—including teaching at a school that was the first in the province to have internet connectivity—she recognized the budding opportunity of a connectivity revolution that would change the world on many fronts. Her attraction to technology served as a magnet that launched her new career as an entrepreneur.

In 1994, Sandy incorporated a web design firm that she later sold to a systems integration company. Sandy worked in the application space with Pangaea Systems until 2005 when it was acquired by CGI Corporation. For the next seven years Sandy enjoyed learning the world of infrastructure, envisioning a simpler way for IT teams to deliver and enable businesses. This vision spring-boarded her to embark on a new partnership forming Reliant, further allowing her to deliver management consulting services to her customers.

Beyond work, you can find Sandy on the golf course trying to better her handicap, or spending time in the great outdoors with her family.

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Rich Fennessy - CEO, Trace3

Rich Fennessy brings 35 years' of international management experience and has acquired, sold and managed 20 companies world-wide throughout his career. He has served as Chief Executive Officer at several technology companies, bringing his expertise in business knowledge and security solutions. His history includes:

- Currently as Chief Executive Officer at Trace3, a provider of technical business solutions and services.
- CEO at Kudelski Security, a global provider of cyber security solutions. During his tenure there, he successfully transformed the company into an international provider of innovative cyber security solutions.
- Fishnet Security, the largest information security solutions provider in North America. In January 2015, he managed the successful sale of Fishnet to private equity giant Blackstone, resulting in the creation of Optiv Security.
- Rich served as President and CEO of eInstruction Corporation, an established private equity-owned technology company in the complex global education industry.
- President and CEO of Insight Enterprises, Inc., a Fortune 500 global Information Technology solutions company with operations in 22 countries. During his tenure, he doubled the company's annual revenue to more than \$5B, leading Insight to join the Fortune 500 for the first time in its history.
- Early in his career, Rich enjoyed 17 years with IBM, and in his last position there, he served as General Manager of ibm.com, IBM's worldwide web and telephony business, which operated in 83 countries. He managed and grew ibm.com into a \$12B business.

Rich earned a BS in Engineering from Michigan State University. He is passionate about his philanthropic work and contributions in business and technology, and particularly to causes supporting education.

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Scott Winslow - Founder and President, Winslow Technology Group, LLC

Scott founded Winslow Technology Group, LLC in 2003 with the goal of providing better IT storage solutions to his customers— solutions that are easy-to-use, affordable, and feature-rich. He has led the company to exponential growth recognized by CRN, and Inc. Magazine.

A veteran in the IT industry, Scott started his career at Storage Technology Corporation, where he served as a successful account executive for thirteen years. He later joined XIOtech as a senior account executive. In his sales executive positions at both companies, he earned the prestigious ranking of “President’s Club”.

Scott holds a Bachelor of Science in Business Administration from the University of Connecticut, and an MBA from the JL Kellogg Graduate School of Management at Northwestern University.

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Christian Alvarez - SVP of World Wide Channel Sales, Nutanix

Christian Alvarez is Senior Vice President of Worldwide Channels at Nutanix. As a member of the executive leadership team, Christian has responsibility of the strategic direction of Nutanix's channel partner ecosystem, fostering strategic relationships and developing global sales and distribution programs for value-added resellers (VARs), distributors, original equipment manufacturers (OEMs), global system integrators (GSIs), and Telco/XSP partners. Christian, who is driven by a deep commitment and passion for partners, manages and supports the partner organization which represents the company's primary route to market.

Christian enjoys a track record of leading high-performance teams in executive management roles at some of the world's leading telecommunications and technology companies. In his nearly 26-year career in technology, his focus has been on transforming organizations to achieve significant growth, while effectively managing profitability, accretive contributions, and developing his teams to achieve their full potential.

Prior to joining Nutanix, Christian held a number of senior leadership positions in companies like Cyan a Ciena Company, Avaya, eLandia Group, Connexion Technologies and Terremark Worldwide, a Verizon Company. Most recently, Christian served as Worldwide Head of Channels & Distribution at Juniper Networks with responsibility of over 14,000 partners and 50 distributors around the world. Christian's people-first leadership style drives his commitment to creating amazing experiences for customers while fostering a positive, inclusive corporate culture.

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Christian Goffi - VP - Americas Channels, Nutanix

Christian, who has been with Nutanix for almost two years, serves as Vice President of Americas Channels, including Global Systems Integrators, OEM and Distribution. Prior to Nutanix, Christian spent six years at Juniper Networks most recently as Head of Channels and Distribution for the Americas, where he transformed the channel organization via the use of analytics and clarity in its go-to-market positioning.

Christian has also held multiple sales and leadership roles at Cyan Inc, Avaya and Nortel during his 20+ years career.

Bryan Lubeck - VP Americas Marketing, Nutanix

Beginning his career in global IT sales, Bryan has been passionate about the IT industry, its ever-changing nature, and its unique value to business.

Over 20 years ago, while working at Microsoft, Bryan had the unique opportunity to pivot from sales to marketing. Since then, Bryan has been driving bottom-line value through channel and field marketing strategies for companies of all sizes, from startups to multiple Fortune 500s.

As VP Americas Marketing for Nutanix, Bryan continues to be maniacally focused on driving demand, using proven methods and creative new approaches.

A true Midwesterner, Bryan lives in Valparaiso, Indiana just an hour outside of Chicago, Illinois with his family.

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Karen Newnam - Senior Director, Americas Channel Marketing, Nutanix

Karen Newnam has served as Nutanix's Senior Director of Americas Channel Marketing for a little more than a year.

A self-proclaimed Channel Junkie, Karen has worked on all sides of the table as vendor, partner, 3rd party marketing agency, and in marketing, sales and operations capacities for the past 20 years. She has enjoyed regional and global channel roles with organizations including Cisco, EMC, The Channel Company, Coleman Technologies, Electronic Systems and Liferay.

When not at work, Karen can be found running with The Bob Ross All Stars, her Ragnar race team, exploring her new home in Washington, DC, and hanging out with her Covid puppy Abigail.

Ed Morin - Channel Sales Director, Nutanix

Ed, who has been with Nutanix for eight years, serves as Channel Sales Director, Eastern U.S. and Canada. He leads a team of Channel All-Stars responsible for our top partners located in the Eastern U.S. and Canada.

Prior to Nutanix, Ed spent seven years at VMware in multiple leadership roles, where he was instrumental in the early development of their channel program, partner recruitment and national partner strategy. Prior to VMware, he held multiple sales and leadership roles at Arrow, Business Objects, Veritas and Symantec during his 20+ years career.

Ed lives in Long Island, NY with his family and three Labrador Retrievers.

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Michael Carioti - Director, Americas Channel Marketing, Nutanix

Michael Carioti, Director of Americas Channel Marketing, began his Nutanix career two years ago as Channel Marketing Manager for Central US. Combining his passions for marketing and technology, Michael has forged a notable marketing career spanning nearly 30 years. He has worked with manufacturers, distributors, and channel resellers, affording him a 360-degree view of channel marketing that serves his partners well.

A lifelong Ohio native, Michael is a diehard Cleveland sports fan, especially the Cleveland Browns (no sympathies please). In his spare time, he is an avid golfer, cyclist, and photographer, and volunteers as a mentor to college students at his alma mater. He also volunteers his time at the local food pantry.