2025 Speakers
Channel Partners Conference & Expo

The 2025 event brought together an extraordinary lineup of channel leaders, innovators, and visionaries who shared strategies shaping the future of our industry. Their insights and expertise helped propel the partner ecosystem forward.

To see who's taking the stage next year, view our #CPExpo 2026 speakers.

Tim Acker
VP, Channel Sales, Lumen

Tim Acker is VP of channel sales at Lumen Technologies. He leads the company's channel management, inside channel management, and advanced solutions consulting teams to drive sales and revenue through channel partners. He is focused on enabling channel partners to sell more Lumen solutions and achieve mutual growth within the Lumen Partner Program. Acker joined Lumen in 2025 with more than 25 years of demonstrated expertise leading partner ecosystem development and go-to-market strategy. He is an accomplished global partnerships executive with significant experience driving growth, innovation, and operational excellence among technology, distribution, and digital enterprises. With an extensive background in SaaS, cybersecurity, wireless, telecom, IoT, and information technology, he has led organizations to achieve transformative business outcomes. Prior to joining Lumen, he held leadership positions at T-Mobile, TD SYNNEX, Ingram Micro, and Digital River.

Anurag Agrawal
Founder and Chief Global Analyst, Techaisle

Anurag Agrawal, a seasoned industry analyst with nearly 40 years of experience in the IT industry, wears multiple hats. As the Founder and Chief Global Analyst at Techaisle, Anurag is at the forefront of technology insights. Before establishing Techaisle, Anurag held a pivotal role as the head of Gartner's Worldwide Research Operations. His journey as an analyst began at IDC, where he pioneered the well-known quarterly market share tracker research. Anurag consistently ranks as the top analyst to follow in the SMB, Midmarket, and Channel Partner domains. As a sought-after speaker and analyst, he specializes in crafting go-to-market strategies and provides strategic counsel to senior executives on technologies, routes-to-market, and the ever-evolving industry dynamics.

Steve Alexander
Founder, MSP-Ignite

With more than 35 years of experience in the managed services space, Steve Alexander is a true force in the industry. Having founded, built, and sold two successful MSPs, Alexander has first-hand knowledge of what it takes to create a thriving business. He's also played a pivotal role in dozens of M&A transactions, bringing invaluable insights to every transition.

At MSP-Ignite, Alexander has centered the company's peer groups around a key principle: building on each member's strengths to drive sustainable growth. He's served on advisory boards for both local nonprofits and national business groups and is a respected voice in the channel. He guides the strategic direction of MSP-Ignite, trains facilitators, and leads several peer groups himself. His passion for helping MSPs find clarity, overcome challenges, and unlock new levels of success continues to be the company's core driving force.

Robin Alkeine
AVP of Solutions Engineering, RingCentral

As AVP of Solutions Engineering at RingCentral, Robin Alkeine brings more than 25 years of experience in the telecom and cloud communications industry. Specializing in contact center and AI applications, Alkeine deeply understands the current tech landscape and holds certifications including MCSE, CCNA, CCNA Voice, CCDA and CCDP. He is based in Los Angeles.

Steve Ancheta
Founder & Managing Partner, Endpnt.io

Steve Ancheta began his career as a trusted advisor in 2015 after working as a sales engineer at AT&T. In 2022, he founded Endpnt.io, rapidly growing the company from three employees to 39 in just two years. While Ancheta initially focused on traditional network and voice solutions, Endpnt.io has since pivoted to become an "advisor for advisors," partnering with trusted advisors to help them offer solutions outside of traditional network services to their clients. The company has expanded its portfolio to include high-demand product verticals such as SaaS, cybersecurity, and alternative energy, enabling Endpnt.io to scale quickly. To accelerate growth even further, Ancheta has strategically hired Subject Matter Experts (SMEs) from various technology sectors, positioning Endpnt.io as the preferred sales as a service provider in the channel.

James Anderson
Senior News Editor, Channel Futures

James Anderson is a senior news editor for Channel Futures, focusing on the technology advisor channel and the telecommunications industry. He earned his degree in Journalism at Arizona State University and has been working with Channel Futures since graduating.

Tyler Applonie
Senior Director; Channel Partnerships and Sales Acceleration, Verizon Business

Tyler Applonie leads the Channel Partnerships and Sales Acceleration organization for Verizon Business Group. In this role, he oversees a team of channel leaders responsible for program sales strategy and executive relationships within the Verizon Partner Network.

With a focus on driving growth across SMB, mid-market, and large enterprise segments, Applonie fosters a world-class sales culture, develops top talent, and enables mutual success for Verizon and its agent partners. Passionate about collaboration and innovation, he plays a key role in shaping one of the fastest-growing segments within Verizon Business.

Michael Archuleta
CIO, Mt. San Rafael Hospital and Clinics

Michael Archuleta isn't just a CIO--he's a transformational leader, digital disruptor, and nationally recognized healthcare technology innovator. As Chief Information Officer of Mt. San Rafael, he has engineered one of the most advanced digital health ecosystems in the nation, seamlessly integrating cybersecurity, AI, and next-generation IT strategies to elevate patient care, drive clinical efficiency, and protect critical health data. Archuleta is an HITEC 100 awardee, an honor bestowed by the Hispanic Technology Executive Council (HITEC) to recognize the top 100 most influential Hispanic technology leaders in the United States. This elite distinction places him alongside executives from Fortune 500 companies, underscoring his role as a driving force in healthcare innovation, digital transformation, and mentorship for the next generation of tech leaders. In addition, he has been named a Becker's Top Hospital & Health System CIO to Know, solidifying his place among the most respected IT executives shaping the future of healthcare.

Under his leadership, Mt. San Rafael has achieved HIMSS Analytics Stage 6, a designation held by only a fraction of U.S. hospitals, showcasing excellence in digital health strategy and interoperability. Archuleta's Information Systems Department has been recognized as one of Healthcare's Most Wired organizations for multiple consecutive years, setting the gold standard for cybersecurity, infrastructure modernization, and AI-driven advancements in patient care.

Romy Arsenault
Product Marketing Specialist, AppDirect

Romy Arsenault is a product marketer at AppDirect, specializing in AI-driven solutions and partner-led growth. With a background in product management and marketing, she develops and executes go-to-market strategies to help businesses integrate AI tools for greater efficiency. Arsenault works closely with channel partners to expand AppDirect's reach and deliver impactful solutions.

Joe Austin
Vice President of Global Solutions Architecture, Comcast Business

Joe Austin serves as VP of Global Solution Architecture for Comcast Business Enterprise Solutions, a leader in communication services to the Enterprise marketplace. The Comcast Business Solution Architecture team is responsible for designing custom network solutions and new product innovation supporting managed solutions for Fortune 3000 companies. Austin draws on 20 years of experience within the telecommunications and cable industry, with over 15 years specifically supporting Enterprise Customers. He specializes in understanding unique customer requirements and working with them to meet their technical and financial goals.

Before joining Comcast Business, Austin was the director of Solution Marketing for Level 3 Communications, where he led go-to-market strategy and sales enablement for Level 3's Security, MPLS, and Internet products. He previously held technical positions at Level 3, including the lead Senior Solutions Architect for MPLS and Security, Manager of IP Network Integrations, and IP Backbone Engineer. Austin's cable industry experience includes IP Backbone Engineering

with Adelphia Cable. He is a member of Cisco's Partner Executive Council, Cisco-Meraki's Customer Advisory Board, and Cisco Webex's Customer Advisory Board.

Corey Ayer
VP of Channel Sales, Lumifi

Corey Ayers is a dynamic business leader with a strong background in business development, marketing, and sales. As a key executive at Lumifi, he plays a pivotal role in driving the company's growth, forging strategic partnerships, and developing innovative solutions in the cybersecurity space. Ayer combines deep industry expertise with a strategic mindset and his ability to identify market opportunities and lead high-performing teams has been instrumental in Lumifi's success, reinforcing its position as a leader in the industry.

Royi Barnea
VP Channels, Guardz

Royi Barnea is a cybersecurity and information security expert with more than 25 years of experience specializing in channel partners and business development. He has held key leadership positions, including director, head of channel sales, and VP of channel sales at industry-leading companies such as Spider Solutions, Oasis, Forcepoint, Meta Networks (acquired by Proofpoint), Cynet, and Cynomi.Before joining te, Barnea served as VP of channel sales at Cynomi, where he built the company's US Channel team from the ground up, driving significant market growth and expanding its presence in the cybersecurity landscape.

Tim Barton-Wines
Executive, HaloPSA

With more than 10,000 hours of sessions logged, and more than 10 years of B2B SaaS experience, Tim Barton-Wines works with new teams to help them move away from legacy ways of working, and drive the most value out of using a modern unified workspace such as Halo. Halo has experienced 100% growth for eight straight years, and now services more than 4,000 MSPs across more than 75 countries.

Vikas Bhambri
SVP - Enterprise Sales North America, Yellow.ai

Vikas Bhambri is an accomplished leader in enterprise tech, having built and scaled numerous high-performing teams throughout his 28-year career. He joined Yellow.ai in July 2024 as SVP, North America to build and lead the go-to market to launch Yellow.ai's Generative AI CX solutions in the North American market.

Bhambri's multi-faceted background gives him and his teams a unique advantage when developing a go-to-market strategy and successfully executing it when engaging prospects and customers. He started his career as a developer, then became an implementation consultant - managing and developing large technology projects. He went on to become a sales engineer, international business development leader, one of the first cloud evangelists, a managing director of a global technology consultancy, and ultimately a revenue leader. All of this experience culminates in a passion and desire to impart this experience to build the next great go-to-market team.

Bhambri often jokes that after spending most of his career in the CRM space -- even back before it was called CRM -- he'd happily go toe to toe with Tom Siebel and Marc Benioff to see who has forgotten more about CRM. It truly is a passion of his and it comes across when he sits down with prospects and customers to talk about their future strategies across sales, marketing, and customer service.

Manish Bhardia
CEO, Aimey.ai

Manish Bhardia, CEO of Aimey.ai and author of AI Productivity Leap, is an expert in helping businesses achieve 3X growth through AI. With extensive experience in leveraging generative AI for operational efficiency and revenue growth, Manish is dedicated to empowering channel partners with practical, future-forward strategies to thrive in the fast-evolving IT landscape.

Lou Blatt
Head of Product, Applications, Vonage

Lou Blatt is head of product at Vonage Applications. He is a visionary software executive with a proven track record of developing and executing successful SaaS strategies. Blatt previously held executive management positions in marketing and product at OpenText, Genesys, Pegasystems and ACI Worldwide. He holds a Master of Arts degree and a Ph.D. in Human Factors from Boston University, and in 2013 he completed the Advanced Management Program at Harvard Business School.

Lynette Bohanan
President, CommCentric Solutions

Lynette Bohanan is a recognized IT channel leader who's enabled global technology companies to build their brands through integrated communications strategies. She's the founder of multiple startups, including CommCentric Solutions, a content marketing and public relations agency focused exclusively on the technology industry. Since founding CommCentric in 2006, technology distributors, vendors and solutions providers have looked to Bohanan and her team to more effectively communicate their diverse and fast-changing perspectives on the industry. By working with companies along all points of the IT channel, she is ideally positioned to help CommCentric's clients better understand each group's key drivers and build content marketing and public relations programs that address critical business needs. Bohanan's channel expertise has been acknowledged by numerous channel organizations including the MSPmentor 250, a listing of the world's top managed services provider executives, entrepreneurs and experts.

Dany Bouchedid
Founder & CEO, COLOTRAQ

Dany Bouchedid is founder and CEO of COLOTRAQ, a full-service sourcing and consulting firm that helps companies and institutions source data center colocation, managed hosting, cloud computing, network infrastructure and other related telecom services from 372 direct vendor partners in 140 countries. Dany is a relationship-driven entrepreneur, leader and visionary with a proven track record of success in building, growing and managing multimillion dollar enterprises. He is founder and president of The Bouchedid Foundation, a registered 501(c)(3) organization whose mission is to identify and evaluate thousands of charities and nonprofit service organizations with the ultimate goal of funding causes that are affecting the most underprivileged and neglected groups. He holds an MBA in finance and international business from New York University's Stern School of Business.

Ryan Bowman
VP Solutions Engineering, ThreatLocker

Ryan Bowman is the VP of solutions engineering at ThreatLocker, an Orlando-based cybersecurity firm providing Zero Trust endpoint security to customers around the world. Bowla is an IT and Security professional with more than 25 years of experience in corporate IT and MSP leadership. He leads of team of engineers who are dedicated to ensuring the success of Zero Trust implementations for all ThreatLocker customers' solutions to protect organizations from cyberattacks.

Jared Brantley
Chief Automation Officer and cofounder, Raven Automation

Jared is the Chief Automation Officer and cofounder of Raven Automation, bringing 15 years of expertise in automation and managed services. His work focuses on integrating internal tools through RPA solutions to build cohesive automation solutions between platforms to enhance operational efficiency, reduce tool sprawl, and improve business scalability.

Michael Brown
VP, Solution Architecture, Resolve Tech Solutions

Michael Brown is a seasoned business leader and technologist with more than 30 years of experience. As VP of Solution Architecture at Resolve Tech Solutions, he infuses the role with innovation, thought leadership, and vast expertise. Brown's distinguished career includes impactful tenures at IBM and Amazon AWS, where he established himself as a cloud expert and a champion for enterprise customers. Brown is also a familiar face as a regular guest on the Modern Tech and Transformation podcast and a frequent attendee and speaker at major cloud conferences. His deep knowledge and experience empowers organizations to achieve genuine digital transformation.

Adrianna Bustamante
VP, Strategic Alliance Partnerships & Demand Generation, Rackspace Technology

Adrianna Bustamante, VP of Global Partnerships & Lead Development at Rackspace Technology, is an impactful leader known for driving revenue growth and building thriving ecosystems of global channels and alliances. With 17 years of channel experience, she excels at creating strategic partnerships that spark innovation and deliver tangible business value to both partners and clients.

Recognized by CRN as one of the 100 People You Don't Know But Should and a repeat honoree on its Women of the Channel list, Lee is a respected voice in the industry. At Rackspace, she furthers her passion for empowerment and growth as executive sponsor of POWER (Professional Organization of Women's Empowerment), creating environments where others can thrive. Prior to Rackspace, Lee led publicity campaigns at Twentieth Century Fox Home Entertainment.

Nathan Cabbil
COO, Legacy TSD

Nathan Cabbil is an entrepreneur, venture capital and private equity investor. He is a former senior operating executive with over 25 years of experience driving business transformation and operational change for companies in diverse, rapidly evolving industries. A consistent theme of success throughout his career has been his ability to help companies navigate highly competitive markets and overcome internal, systematic challenges to achieve notable business growth and profit performance. Cabbil is a founder, organizer, and director of Integro Bank, a denovo community bank and the fastest growing bank in the state of Arizona. He serves on the Audit, Risk Management, and Community Engagement committees. He also helped start the Integro Bank Foundation whose primary objective is to foster small business growth through grants and education. He was an operating partner with Huron Capital, serving as a board director of a portfolio company in the manufacturing & services sector, which had a successful exit. Nathan holds a bachelor's degree in Chemical Engineering from Wayne State University, and graduated at the top of his class in the GE Manufacturing Management Program and The GE Corporate Audit Staff. He has completed Six Sigma Master Black Belt and Advanced Master Black Belt courses. He has also participated in executive development courses at The Wharton School of Business, GE Crotonville, The Center for Creative Leadership, and The Deloitte Leadership Academy.

Chuck Canton
Founder & CEO, Sourcepass

Chuck Canton is a dynamic technology executive with a decade of experience in hyper-growth companies, creating $6.5 billion in enterprise value and leading 25 acquisitions with an average 5X return on equity. As Founder and CEO of Sourcepass, he is revolutionizing IT services and cybersecurity, growing the company from three founders in 2020 to over 500 employees in 2025. Under his leadership, Sourcepass has completed 12 acquisitions and launched Quest, a groundbreaking platform enhancing the client experience and streamlining IT services. Committed to philanthropy, he founded the Sourcepass Community Impact Foundation in 2023, funding over 100 charitable causes. Chuck's leadership continues to drive innovation, accessibility, and growth in the tech industry.

Theresa Caragol
CEO, AchieveUnite Inc.

Theresa Caragol is the Founder and CEO of AchieveUnite Inc. A visionary leader with over 20 years of experience in global partnerships and strategic alliances, she has driven business growth across 50-plus countries. Caragol is passionate about empowering leaders through growth, trust, and collaboration. With expertise in leadership development, emotional intelligence, and teamwork, she has trained thousands in leadership, channel, and partnering best practices. A frequent speaker and author of Partnering Success: The Force Multiplier to Achieve Exponential Growth (Amazon #1 New Release and best seller in 20 categories), Caragol has held executive roles at Extreme Networks, Ciena, and Nortel. She holds an MBA, an Executive master's in leadership, and an executive coaching certification.

Meredith Caram
President, JSG

Meredith Caram is a leading expert in sales strategy and leadership, helping technology providers and partners drive growth in the partner ecosystem. With more than years at AT&T, she brings deep expertise in corporate sales, product marketing, and executive leadership to create competitive advantages for organizations. An award-winning business accelerator, Caram designs high-impact go-to-market strategies that empower sales, marketing, and partnerships. Recognized as a top industry leader, she has received honors from Impartner Software, World's Leaders Media Tech, and ForzaDash.

Rich Carrera
Region Vice President, AT&T Business

Ryan Castle
CEO & Founder, Conduit Security

Ryan Castle is a cybersecurity expert with more than 18 years of private sector and government experience. Castle is founder and CEO of Conduit Security, a software company that provides businesses with security practices to keep electronic transfers secure. Conduit's software has protected billions of dollars in payments and prevented millions of losses. Prior to Conduit, he was an FBI Special Agent in New York City where he worked on complex, criminal computer intrusion cases.

Jush Danielson
AVP AT&T Alliance Channel & ACC Business, AT&T Alliance Channel & ACC Business

With over 20 years of experience, Jush Danielson has built a reputation as a dynamic leader who drives organizational success through innovation, collaboration, and an inclusive culture. As AVP of the AT&T Alliance Channel & ACC Business, she leverages her deep technical expertise and strategic vision to empower partners and maximize business potential. Danielson is passionate about fostering engagement and developing high-performing teams by harnessing the diverse talents of individuals. Her leadership has been instrumental in shaping transformative growth strategies, making her a key voice in the evolving technology and telecom landscape.

Kelly Danziger
General Manager, Channel, Informa

As general manager of Informa Tech's Channel business, Kelly Danziger leads the strategic vision and execution of the team's go-to-market strategy of events, content, digital media, communities and best-in-class data and audience solutions to help our customers stay informed and exponentially grow their business. A 30+-year veteran of the B2B events and media industry, Kelly brings a comprehensive knowledge and creativity in designing engaging forums to bring buyers and sellers together to provide targeted and effective results. She believes that collaboration is necessary for growth and diversity is key to innovation. Kelly served on the board of the Alliance of Channel Women, partnered in the launch of Elevating Women in Channels event and is an active mentor for young women in technology.

David DeCamillis
CEO, MSP Boost Consulting

David DeCamillis is the founder and CEO of MSP Boost Consulting, based in Denver, CO. He collaborates with Managed Service Providers (MSPs) across the United States, Canada, and the UK to elevate their brand, marketing, and sales strategies. With a focus on lead generation and sales conversions, David drives increased monthly recurring revenue for his clients. With over 17 years in the MSP industry, David has led sales and marketing for top national MSPs. Before founding MSP Boost Consulting, he was Chief Revenue Officer at Techmedics and held senior sales and marketing roles at Applied Tech and Platte River Networks. David's remarkable achievements reflect his exceptional sales acumen. He built a multi-touch lead generation and sales conversion process for three national MSPs, generating double-digit MRR growth year over year. In 2014, CoBiz Magazine honored him as one of Colorado's Top 10 Salespeople. His commitment to promoting diversity in technology is evident through the creation of the Women in Technology Scholarship in 2012, a partnership with Denver Public Schools that empowers high school women pursuing technology-focused degrees. Additionally, David founded and headed the Denver Biz Tech Expo--an annual lead generation event attracting over 1,000 attendees during its eight-year run.

Robert DeMarzo
Vice President, Channel Events, Channel Partners

Robert DeMarzo is a high-tech veteran with extensive knowledge and background in IT sales, channels and midmarket. DeMarzo possess a deep knowledge of MSPs, agents, distribution, IT solution providers, tech suppliers, CIOs and senior IT leaders developed over the years in numerous leadership roles. He witnessed the channel's formative years and its evolution to where it is today as the primary way technology services are delivered to businesses around the globe. As VP of Content for Informa Tech Channels he oversees event content and strategy for the Channel Futures media division and the Channel Partners Conf. & Expo which is the tech and telco industry's largest channel conference. He is responsible for the development and extension of Channel Future's media brands including the iconic MSP 501. He was previously SVP of Event Content & Strategy for The Channel Company responsible for the content for IT integrator, CEO, CIO, IT security & emerging tech events including XChange, Best of Breed, Midsize Enterprise Summit, Women of the Channel and the IoT Connex brands.

Shawnee Delaney
Founder and CEO, Vaillance Group

Shawnee Delaney spent nearly a decade with the Defense Intelligence Agency (DIA) as a decorated Clandestine Services Officer conducting Human Intelligence (HUMINT) operations all over the world. She served four combat zone tours in Iraq and Afghanistan as a Case Officer and Detachment Chief and served as a Supervisory Branch Chief in Europe. After leaving DIA, Delaney supported the Department of Homeland Security (DHS) in the protection of U.S. critical infrastructure and industrial control systems for the Industrial Control Systems Cyber Emergency Response Team (ICS-CERT). Shawnee has built insider threat programs for major Fortune 500 companies. She holds an M.A. in International Policy Studies with a Specialization in Counter-Terrorism and Counter-Proliferation, an M.S. in Cyber Security and is working towards a Masters in Industrial-Organizational Psychology. She has written articles or been cited on insider threats in publications such as the Cipher Brief, USA Today, Fox Business, Yahoo Finance, SPYSCAPE, Business Insider, the Hill, Associated Press, Benzinga, and the Financial Times. Today Delaney serves as Founder and CEO of Vaillance Group, and she is a member of the SPYEX collection of secret intelligence elites.

Keith Dennis
SVP, Sales, UJET

As the UJET SVP of Sales, Keith Dennis heads the company's sales organization, driving revenue growth in collaboration with an elite ecosystem of partners and trusted advisors. With over 20 years of leadership experience in the software-as-a-service industry, Dennis has built and scaled sales teams at companies such as ShoreTel, 8x8, and RingCentral, specializing in Unified Communications (UCaaS), Contact Centers (CCaaS), and AI.

Prior to joining UJET, Dennis most recently served as Chief of Staff at Six 8 Advisors, a consultancy partnered with Avant Communications focused on helping organizations throughout their technology evaluation, selection, and lifecycle management journey.

Len DiCostanzo
CEO, MSP Toolkit

Len DiCostanzo has been a mainstay of the global IT channel and is a sought-after consultant and speaker. For decades he has been providing thought leadership and best practice guidance for senior leaders who want to understand the channel's roots and its future. DiCostanzo works closely with leading and emerging channel vendors, as well as managed service providers and business technology solution providers who want to accelerate growth and better serve clients.He has worked with thousands of partners helping them build managed services practices with a focus on service catalog development, pricing and bundling and go-to-market strategy development and execution. His recent work has focused on helping cybersecurity vendors and specialty distributors grow their MSP channels by building robust partner programs designed to drive internal channel and program awareness while accelerating partner go-to-market motion and recurring revenue. DiCostanzo's deep industry experience includes leadership roles at Accordo, Datto (Autotask), Kaseya and a leading MSP he founded. He has served as Accordo's SVP of Product Management and Business Development where he led the development and global launch of Cloud Optimizer, one of the first SaaS management platforms for MSPs. Prior to that, he was SVP of Channel Development at Datto (which he joined after the merger with Autotask). At Autotask, DiCostanzo held several key executive leadership and management roles, helping to grow the organization's global partner and customer community to more than 9,000 strong while building strategic alliances with top and emerging channel vendors. Prior to Autotask, he helped Kaseya build its global MSP program. DiCostanzo knows what motivates MSPs and what makes for good partner-vendor relationships. He was

founder and CEO of a technology consulting firm which delivered custom applications, ERP and other business technology solutions to SMBs and enterprise customers. DiCostanzo was an early adopter of the managed services business model which attracted a leading publicly held company to acquire his business in 2002. He is a graduate of Brown University where he earned a Bachelor of Science degree in Computer Science.

Dave Dyson
Chief Communication Strategist, Eclipse

Dave Dyson, chief communication strategist at Eclipse, is passionate in his belief that communication is the most important thing that people do, and that communication technology can be transformed into a competitive advantage for organizations of all sizes. Dyson is an industry expert and sought-after speaker within the telecom industry and at technology events around the country. Eclipse's expertise helps large enterprise organizations transform the way they manage their global communications. Team Eclipse has expertise in cloud communications, global networking, and customer experience (CX) and currently manages thousands of client locations in almost every US state and 60 countries. Dyson is an Emeritus member of CompTIA's Partner Advisory Council, and currently sits on the Editorial Advisory Board and Partner Advisory Council for Channel Futures as well as the Board for Xposure, the channel's leading voice for Culture & Belonging. He is also a member of the Board of Trustees for St. Joe's Collegiate Institute in Buffalo, NY. In 2022 Dyson was named one of the 50 most Influential Leaders in the channel and he and Eclipse were part of the inaugural Channel Futures Technology Advisor 101 list. Originally from Buffalo, NY, Dyson has lived in Chicago for almost 20 years, and sometimes lives in a van (and may show up in your driveway.)

Adam Edwards
CEO, Telarus

Adam Edwards plays a vital role at Telarus as our Co-Founder and Chief Executive Officer. He brings extensive experience and expertise to the organization, shaping our strategy and nurturing our organizational culture. Adam's primary focus lies in defining our identity and ensuring that we remain dedicated to assisting advisors in achieving success. With his guidance, Telarus is committed to delivering exceptional service and building strong relationships with our advisors. Adam's leadership enables us to continually grow and thrive in the ever-evolving market.

Scott Evars
CEO & Co-Founder, Bridgepointe Technologies

Scott Evars co-founded Bridgepointe in 2002, after recognizing the need for a different type of technology services firm. Under his leadership, the firm experienced steady organic growth, leading to a $100 million growth investment from Charlesbank Partners in 2021. Since then, Evars helped develop Bridgepointe into a tech advisory firm with nearly 200 employees and more than 12,000 clients, including some of the largest brands in the world. Before founding Bridgepointe, he held leadership roles in the telecommunications industry including Telseon, a last-mile Ethernet provider startup.

Addie Finch
Vice President of Channels, Americas, Cato Networks

Addie Finch serves as VP of Channels, Americas, for Cato Networks. Her expertise centers around helping growth-stage companies establish long-term go-to-market strategies with the channel, while ensuring the partners are well-supported building new and profitable business initiatives. Finch's tech experience began at what is now TD Synnex. There, she got broad exposure to networking, network security and UC solutions, as well as hundreds of reseller and MSP relationships. After seven years at TD Synnex, Addie joined the vendor community at Tufin, where she held a channel leadership role leading up to their IPO. She also ran global channels at ReliaQuest, which successfully transitioned from a direct to channel-only organization under her tenure.

George Fischer
SVP, T-Mobile for Business Sales, T-Mobile for Business

George Fischer is an accomplished leader with a track record of creating high value for technology and service businesses. With a 25-plus year record of growing global software and services companies, he is experienced with 5G, SaaS, communications-as-a-service cloud platforms, contact center modernization, edge processing, network solutions, cybersecurity, infrastructure management and professional services. A hands-on executive, Fischer creates and executes go-to-market strategies that are operationally aligned and financially disciplined. He harnesses digital channels, direct and partner distribution, and customer success and adoption practices. Recognized as a leader who

inspires loyalty and results, while also creating a top-down culture of integrity, transparency and opportunity, he has built and managed diverse, high-performing teams ranging in size from 40 to 15,000. In his current role as SVP of T-Mobile's industry-redefining T-Mobile Business Group (B2B), Fischer leads the strategy, growth, and sales execution for T-Mobile's 3,000+ employee nationwide B2B salesforce. His sales division serves government, education, multi-national, wireline, IoT, enterprise, and small to medium-sized business segments. T-Mobile's Business Group is the fastest growing part of T-Mobile's business and serves 80% of Fortune 50 companies.

Mike Fitz
VP, Solution Sales, T-Mobile for Business

Mike Fitz is VP, Solution Sales, within T-Mobile for Business. The Solution Sales organization consists of specialists selling 5G Solutions, Fixed Wireless, Private Networks, Mobile Edge Compute, IoT, Collaboration, and Security Solutions. The Solution Sales team sells into all T-Mobile for Business customer segments and has a national scope.

Prior to his current position, Fitz served as VP of Global Wireline and Strategic Accounts within T-Mobile for Business. The Strategic Accounts segment represents T-Mobile's largest business customers. Fitz served as T-Mobile's (and formerly Sprint's) GM of the Global Wireline business 2016-2022, culminating in the planned sale of the business unit to Cogent.

Mr. Fitz has been with T-Mobile 27 years (Sprint prior to 2020), spanning various B2B roles across customer service, strategy, sales engineering, and product management. He has been awarded annual executive leadership awards and received industry awards including Fierce Telecom's "Rising Star of Wireline." Prior to T-Mobile, Fitz worked at GE in network, data security and marketing roles.

Scott Forbush
Channel Chief, Nextiva

Scott Forbush is the Channel Chief at Nextiva, leading the global go-to-market strategies for Nextiva's rapidly expanding partner program and channel sales footprint. Prior to joining Nextiva, Scott served as the SVP of Global Sales for PPT Solutions and SVP of Global Sales at Telarus. During his tenure, Scott grew Telarus' monthly sales bookings by over 250% and paved the way for their global expansion into the Canada, EU and New Zeland markets. Having spent over two decades of his career supporting indirect channels, Forbush currently serves on the board of Tech4Change as Chair of Agent Awareness & Fundraising. Tech4Change is a 501(c)(3) nonprofit organization composed of technology suppliers and channel partners that dedicate time and resources to aid grassroots charities across the U.S.

Omar Fouad
Principal, The Alexander Group, Inc.

Omar Fouad is a principal in the New York City office. He is the co-leader of the firm's IT Services sector and Channel Partner practices with client work spanning multiple industries. Omar's client work primarily focuses on go-to-market strategy and transformation, segmentation and coverage model design, and sales compensation with an emphasis on practical change adoption. His recent engagements include a sales and marketing transformation of a PE-owned IT services organization and a redesign of a partner loyalty program for a multi-business unit, global industrial manufacturer. He's worked on the ground with clients in Singapore, Dubai, Mexico City and several European countries.

Eric Fromm
Director Sales Engineer, Trustwave

Eric Fromm, sales engineer for cybersecurity provider Trustwave, has more than 25 years of experience in securing information assets, leading high performance global security teams, and enabling digital transformation. Fromm's experience includes more than 17 years as the director of security operations for a Fortune 500 transportation organization, and he has designed, architected and managed various Security Operations Center (SOCs) for Fortune 500 transportation and utility organizations. His previous roles include VP of a leading security practice with a strong focus on infrastructure security, and senior technical roles including incident responder, malware analyst, security engineer, and security architect. He has delivered projects in the area of enterprise architecture and design security strategy, cloud security strategy, business continuity Planning and Disaster Recovery (BC/DR).

Craig Galbraith
Editorial Director, Informa TechTarget

Craig Galbraith is the editorial director for Channel Futures, joining the team in 2008. Before that, he spent more than 11 years as an anchor, reporter and managing editor in television newsrooms in North Dakota and Washington state. Galbraith is a proud Husky, having graduated from the University of Washington. He makes his home in Arizona.

Daryl Gleinser
Instructor Total Seminars/MSP Founder, Total Seminars

Founder of Covert Security Group and Instructor at Total Seminars, Daryl Gleisner brings decades of experience in IT solutions, cybersecurity, and managed services. As a founder and former director of managed services at GCS Technologies, he played a key role in optimizing IT operations and implementing industry best practices. His expertise spans everything from system support to high-level infrastructure management, making him a trusted advisor for businesses looking to strengthen their technology strategies.

Bryan Green
Director of Channel, Calltower

With over 20 years of experience, Bryan Green is dedicated to helping clients achieve their business goals through innovative technology solutions. Green has extensive expertise in Managed IT services, Cyber Security, Unified Communications as a Service (UCaaS), and Software as a Service (SaaS) solutions. His mission is to make complex technologies and processes easy to navigate, ensuring his clients' experiences are positive and pain-free. As senior director of global alliances at CallTower, he continues to build strong, lasting partnerships that drive success across industries.

Mack Greene
Senior Vice President of Solutions Engineering, IntelePeer

Mack Greene is a recognized thought leader in AI technologies and digital transformation, serving as SVP of solutions engineering at IntelePeer. In this role, Greene spearheads innovative strategies to revolutionize customer experiences by leveraging cutting-edge AI, automation, and self-service solutions. Collaborating with IntelePeer's solutions engineering team, he drives the seamless integration of AI-driven CX initiatives for both new and existing customers, ensuring transformative outcomes across product, engineering, and managed solutions teams.

With a wealth of experience spanning contact center operations, sales engineering, and product management, Greene brings technical expertise and strategic vision to his work. His leadership has been instrumental in bridging technology with business needs to create scalable, AI-powered solutions that deliver exceptional value across industries. Greene previously served as VP of custom engineering, and his deep knowledge of AI technologies and proven track record of success make him a sought-after advisor and driver of change in today's fast-evolving technological landscape.

Robby Gulri
Director of Partner Success, RapidScale

Robby Gulri is a seasoned cybersecurity and cloud professional, board member, and advisor who leverages his expertise to drive positive change. As RapidScale's Field CTO and head of partner success, he empowers lean IT teams to strategically leverage technology. He also serves on the board of directors for the Atlanta Technical College system.

With more than 30 years of experience, Gulri has launched numerous SaaS products and solutions, generating over $250M in annual recurring revenue since 2000. He has held senior roles in emerging companies, including Illuminate360, Solvati, Echoworx, and Yahoo!.

Gulri serves on multiple boards and runs a non-profit organization called SevaSecurity, dedicated to eliminating the digital divide and broadband inequality. He has helped raise over $11 million in grants to support this mission and has provided over $1 million in pro-bono consulting services annually through Community Consulting Teams of Atlanta.

Ben Harding
Sr, Director, Business Development, GetWireless

Ben Harding has business development responsibility for the Verizon connectivity services within GetWireless. His day-to-day activities are focused on expanding knowledge and opportunity within Verizon, a leading US wireless

carrier. Harding brings over two decades of technology experience with the majority of that history in the wireless industry. His previous roles have included responsibilities in B2B technical sales, sales leadership, and sales enablement.

Kathleen Harinski
Operations Manager, Informa

Khali Henderson
Sr. Partner, BuzzTheory

Chip Hoisington
Vice President of Engineering for Connectivity, Colo, and Wireless, Avant

Chip Hoisington is VP of Engineering for Connectivity, Colo, and Wireless at Avant Communications. As a seasoned technology leader with over 20 years of experience, he has expertise in SD-Connectivity, SASE, SD-WAN, Colo, Wireless, and Technology Expense Management (TEM).

Roger Hurst
Global Solutions Director, Connex.ai

Roger Hurst is a seasoned expert in contact center technology, digital transformation, and AI-driven customer engagement. As global solutions director at ConnexAI, he leads a team focused on integrating cutting-edge AI, omnichannel communication, and workforce optimization to enhance customer experience and operational efficiency.

With over two decades of experience in contact center strategy, Hurst has played a key role in transforming customer acquisition, campaign management, and AI-powered automation for leading global brands. His expertise spans solution architecture, presales consulting, and orchestration of cloud-based customer engagement platforms. His technical knowledge, combined with a data-driven approach to process improvement, has made him a trusted advisor to enterprises looking to maximize the value of AI and automation. At ConnexAI, he drives innovations in conversational AI, intelligent agent assist, and seamless third-party integrations.

Charlene Ignacio
CEO, Fornix Marketing

Charlene Inacio is a seasoned entrepreneur and Black Belt Lean Six Sigma-certified expert with over 25 years of experience driving business growth. As a fractional C-Suite leader and business coach, she specializes in guiding MSPs/MSSPs, global companies, and channel vendors to scale, innovate, and stay competitive. With a focus on building strategic partnerships and optimizing channel programs, she helps businesses launch solutions, streamline operations, and maximize ROI. Whether advising startups or scaling enterprises, Inacio's expertise transforms challenges into opportunities.

Rich Itri
Chief Innovation Officer, ECI

Rich Itri is the Chief Innovation Officer at ECI. He has more than 25 years of IT executive experience, spending his entire career managing IT within the financial services industry. Prior to joining ECI, Itri was managing director and CTO for PJT Partners, a boutique investment bank, principal and CIO for Sky Road and held CIO positions at Arrowhawk Capital Partners and Arbalet Capital Partners. He has developed and managed innovative, business aligned platforms that drive revenue and operational efficiencies.

Antwine Jackson
President & Founder, Enitech

Julian Jacquez
President & COO, BCN

Julian Jacquez, Jr. joined BCN in 2004 and brings years of experience in senior executive leadership and strategic guidance. In June 2018, Jacquez began serving as BCN president in addition to his role as Chief Operating Officer.

Jacquez oversees sales, marketing, offer management, and operations for BCN, as well as the company's CRM, billing, and business support systems, and corporate IT infrastructure. Additionally, he is actively involved in the development and management of the company's nationwide partner-based distribution channel, and its alignment with compensation and reward programs of BCN employee groups.

Prior to joining BCN, Jacquez held financial, management, and ownership positions at other telecom service providers. Before starting his career in telecommunications and technology, he served as a CPA with PricewaterhouseCoopers, where he provided auditing and business advisory services for emerging market companies and multi-national corporations.

Brett Jaffe
CEO, MSP+

Brett Jaffe is a seasoned technology leader with over 35 years of experience in the sector. He has founded and successfully exited three technology companies: an MSP, a compliance-based cloud platform, and a digital forensics consultancy. Jaffe masterminded and developed an international channel program that soared to over $30M in recurring revenue in less than five years, all without external funding.

Jaffe offers a comprehensive view on the dynamics of business growth across various stages and has been actively involved in multiple M&A transactions. Formerly the CEO of a leading software company, he steered the firm to a strategic acquisition. His extensive military background includes serving as an officer in the US Army for 22 years, a role in which he refined his substantial leadership skills and managed large-scale troop operations. Currently, he is the CEO of MSP+, the largest consultancy of its kind in the MSP space, born from the merger of five distinct entities with services including Tech Stack Implementation and Optimization, Strategic Coaching, Leadership Training, RPA, Bookkeeping, Integration Management Office (IMO) for M&A, and Technology Integration.

Mandi Jarman
Director, Channel Sales, Regal.ai

As director of channel sales at Regal, Mandi Jarman helps businesses in high-consideration industries transform customer interactions with AI-powered solutions. She specializes in helping partners leverage AI Agents to drive better sales, support, and retention--while reducing effort and cost.

With more than a decade in sales and channel partnerships at companies including Observe.AI and Inteliquent, Jarman knows how to build strong partner networks and deliver results. At Channel Partners Conference, she's excited to network and share how AI Agents are redefining customer engagement--boosting conversions, cutting costs, and making every interaction count.

Randy Jeter
CEO, Procure IT

Laura Johns
CEO, The Business Growers

Laura Johns is the founder and CEO of The Business Growers. Alongside her team, Laura serves MSPs, IT companies, ISPs, and cloud service providers by providing a suite of done-for-you marketing services backed by decades of industry-specific expertise. For 20 years, Laura has managed marketing efforts for companies ranging from tech startups to global, multi-billion dollar businesses. She spent nearly half her career serving as a corporate marketing executive in the telecommunications industry before starting The Business Growers. Today, The Business Growers serves over 60 clients in 25 states. Laura has been honored as "Top 50 under 40" and "Top 50 Leading Women in Business" in her home state of Mississippi. Laura graduated cum laude from Mississippi College and earned a Master of Arts from the University of Alabama. She is the host of the Know Grow Scale podcast specifically created to address the marketing pain points for IT business owners.

Chris Johnson
Sr. Director of Cybersecurity Programs, GTIA

Chris Johnson is a cybersecurity compliance strategist at heart. As a former MSP, MSSP and champion of peer groups, Johnson helped small to mid-size businesses improve their cybersecurity posture by making correct strategic IT decisions and technology implementations. As GTIA's senior director of Cybersecurity Compliance Programs, he now focuses on bringing the GTIA Cybersecurity Trustmark to Solution Providers across the globe. In this role, he champions the abilities of MSPs who want to focus more on cybersecurity.

Jake Johnson
Principal, The Alexander Group, Inc.

Jake Johnson is a principal in the New York office. Jake is the co-leader of the IT Services sector practice and works with clients in Technology, Business Services and Manufacturing. His areas of focus for consulting work include organizational transformations, go-to-market model design, sales and revenue operations, customer success, program metrics & dashboards, OpEx/ROI business cases, customer segmentation, job role design, coverage, headcount sizing, deployment and sales incentives.

Robert Johnston
CEO, Adlumin

Mr. Robert S. Johnston is the President and Chief Executive of Adlumin, Inc, a cybersecurity technology firm focused on delivering cloud-native security operations technology. Before founding Adlumin Mr. Johnston worked in the private sector as a principal consultant at CrowdStrike, Inc. Mr. Johnston is an expert at conducting incident response engagements against nation state, criminal, and hacktivist organizations across a variety of industry sectors. Before joining the private sector, Mr. Johnston served as an officer in the United States Marine Corps in a variety of unique capacities. Mr. Johnston is an accomplished leader and technical expert in the technology community. He holds a master's in business administration from Georgetown University and a Bachelor of Science in Information Technology from the United States Naval Academy.

Christopher Jones
National Vice President Partner Channel for North America, GTT

Chris Jones leads a team focused on building and growing a powerful indirect partner sales engine across diverse routes to market. Jones oversees the teams responsible for elevating our Technology Solution Distributor relationships, recruiting next-generation solution partners and value-added resellers, and sales across all commercial segments. In his most recent role in a 30-plus year career, Jones was the channel chief of the indirect partner channel. He built the business and operational plans to reintroduce Indirect Channels and grow to be an industry leader in the space. He has been recognized for his ability to deliver impactful, bottom-line results while leading in fast-paced, highly competitive environments. He has received many channel awards, including a Channel Futures 2024 Channel Influence of the Year.

Strickland Jones
Head of Wholesale, Data2Go Wireless

Strickland Jones, head of wholesale at Data2Go Wireless, is a seasoned telecommunications leader with extensive experience in wholesale sales, IT solutions, and technology distribution. With a proven track record at companies including Telesystem and Global Technology Market, he specializes in delivering scalable, vendor-agnostic connectivity solutions that empower businesses to optimize their network infrastructure and technology investments.

David Jooste
President, Managed Service Providers Association of America

Dave is a cybersecurity expert with over 20 years of experience in technology. Originally from South Africa, starting his career in covert operations, he discovered his passion for tech. In 2011, after working for the United Arab Emirates in rescue operations he moved to the United States and quickly learned that his past experiences and certifications were not recognized by United States certification authorities. He started working as a minimum wage part-time cashier, where he learned the hard way what it meant to establish oneself in American society. He decided to accept the unspoken American dream challenge and started his path of reeducation and certification. After one year of arriving in the US, and with an additional medical background, Dave enlisted in the United States Army as a combat medic and currently serves to this day. He also engaged in certifications through the Department of Defense, Department of Homeland Security, and civilian institutions. He holds a Bachelor of Science in Information Systems and Security, and South African education in Psychology, Industrial Psychology, and Child Psychology. His certifications include cybersecurity, forensics, networking, web development, cloud administration, business operations, criminal justice systems, ethical hacking, and threat analysis. Through hard work and dedication, Dave has started small businesses, some of which have failed and some that have succeeded. He understands the commitments required to build, market, and run a successful managed service provider company. Dave is the owner of Cyber Tech Connection, a successful MSP based in Boulder, Colorado, and is also the voluntary President of the Managed Service Provider Association of America (MSPAA). Throughout his journey across multiple countries and three continents, Dave has gained valuable experience and expertise in technology and business. Dave is driven by seeing his daughter's love for technology and is committed to giving back to the community so the next generation of tech providers can support our future.

Caitlyn Jopp
VP, Community & Engagement, Channel Program

Caitlyn Jopp is a seasoned professional with a decade of experience in forming meaningful relationships within the channel. With a passion for event management and demand gen marketing, she has worked with leading companies such as IT Glue and Auvik Networks. Jopp is a three-time honoree of CRN's Women of the Channel and recipient of CompTIA's first-ever Future Leaders award. As the VP of Channel Community and Engagement at Channel Program, she fosters a vibrant and collaborative community. Jopp is a dynamic speaker, sharing valuable insights to empower professionals in the evolving channel landscape.

Kam Kaila
President, IT by Design

Kam Attwal-Kaila is a visionary partner and president at IT By Design (ITBD), where she has served as a cornerstone since 2005. As ITBD's Brand Ambassador, she drives the company's global brand expansion and champions its Community initiatives. Attwal-Kaila is the powerhouse behind Build IT, a transformative channel event that equips MSPs with essential tools, templates, and scorecards to fuel their growth. Her impact extends far beyond ITBD. Kam Attwal-Kaila's expertise has earned her multiple Woman of the Channel and Power 70 honors, as well as Inclusive Leader of the Year and Influencer of the Year titles. She is a prominent voice in the IT channel, delivering cutting-edge educational content at major events, webinars, and through influential publications. Her weekly newsletter, Candid Kam, offers valuable insights on life and leadership, further highlighting her commitment to empowering others.

Steven Karachinsky
CEO, Ziro

Steven Karachinsky is an entrepreneur, relentless customer champion, and ecosystem advocate who believes in doing things the smart way--not the hard way. As the CEO of ZIRO, he has led the company in crossing the chasm from traditional telecom to IT, helping customers and partners navigate the shift to modern, AI-powered communication. With a deep background in unified communications and Microsoft collaboration, Karachinsky is on a mission to make technology effortless for business--ZIRO hassle, ZIRO complexity, and ZIRO wasted time. His company's superpower is turning customers into rockstars and superstars by leveraging automation, optimization, and AI to drive real, measurable results. A lifelong learner, Karachinsky is constantly exploring new ways to improve, innovate, and bring value to the ecosystem. Whether it's guiding enterprises through their digital transformation, helping partners capitalize on Microsoft's vision, or sharing insights on stage at industry events, he's all about making work simpler, smarter, and more effective.

Jess King
Fitness Instructor & Wellness Entrepreneur, Peloton

Jess King, a founding Peloton instructor renowned for her high-energy classes, is a fitness, wellness, and entertainment icon. She is the creator of On The Record, a digital platform dedicated to amplifying marginalized voices and fostering opportunity, and the founder of Mindfull3, a life coaching and personal development program. A wellness entrepreneur, DJ, motivational speaker, and former professional dancer, King seamlessly bridges the worlds of fitness, wellness, and entertainment. Passionate about inclusivity and accessibility, she inspires others to live authentically and prioritize their well-being. Through her multifaceted career, she empowers individuals to thrive in every aspect of life.

John Klymshyn
Author | Speaker | Coach, The Klymshyn Method, Inc.

John Klymshyn (aka Coach K) asks his fans, followers, and clients to pluck at the highest level of their thought process. Starting at the flashpoint where music and language intersect, Klymshyn looks to achieve depth and resonance. His creative endeavors range from composing, recording, and producing music, to authoring a library (thirteen books and counting) that includes both fiction and non - fiction. He also narrates his own Audio Books. The Klymshyn Method is Coach K's philosophy and practice of committing to clarity and working to master precision of language. In this session, he will speak about his latest work: "Open The Valve: The New Path To Creative Play," which offers challenges and honest insight into the creative mindset. Coach K will challenge assumptions and help channel partners learn to finish what they start. Klymshyn's speaking career has earned him followers and fans across the globe, as he has spoken for corporations and associations in Dublin, Mexico City, Cabo San Lucas, Honolulu, and major cities throughout North America. Having served some of the biggest brands on earth (American Express, Indeed.com, Cushman & Wakefield, Geotab, Bank of America and many more) as an Executive Performance Coach, Klymshyn assists people in all walks with their creative journey.

Vincent LaRocca
CEO, CyberSecOP - Cyber Security Operations Consulting

Vincent LaRocca, CEO of CyberSecOp, is a seasoned leader in the cybersecurity industry who is committed to protecting sensitive data and mitigating cyber threats. With more than two decades of experience, LaRocca has steered CyberSecOp to become one of the world's fastest-growing Managed Security Service Providers (MSSP), specializing in cybersecurity assessments, breach management, and risk management consulting. Under LaRocca's leadership, CyberSecOp has established itself as a trusted partner for mid-market and Fortune 500 firms across various industries, including finance/fintech, biotech/health, education, manufacturing, and infrastructure. The company's ISO 27001 Certification and recognition as a CMMC RPO by the U.S. Department of Defense reflect its commitment to maintaining the highest standards of information security. His professional journey began with roles at IBM, EMC, and Dell before venturing into service provision. As the CEO of Innovative Network Solutions Corp. from 2010 to 2018, LaRocca gained insights into the synergy between different industry players, such as MSSPs and MSPs. At CyberSecOp, his strategic vision focuses on the critical areas of assessment and remediation. CyberSecOp offers a comprehensive suite of services, including compliance security services, data breach management, ransomware remediation, and Virtual Chief Information Security Officer (vCISO) services.

MeiLee Langley
Vice President, Global Indirect Marketing, Nextiva

MeiLee Langley is the Vice President of Global Indirect Marketing at Nextiva, where she has established herself as a visionary leader in channel marketing and partner relations. With over 13 years of experience, Langley has built award-winning channel programs and marketing strategies that redefine partner engagement, driving growth and innovation across the industry. Known for her creativity and strategic approach, she champions initiatives that help partners thrive, creating environments of mutual success and loyalty.

Her career spans high-impact roles at companies like LiveVox, 8x8R and RingCentral, where she consistently led award-winning global partner programs and channel marketing departments. Langley was named one of 2023's Top 50 Channel Influencers, inducted into the Channel Partners' Circle of Excellence, and awarded multiple Stevie Awards for Women in Business, and received the 2023 ACW LEAD award for being a stand-out female leader in the industry.

Brad Lassiter
CEO, LastTech

Brad Lassiter is the CEO of LastTech, a firm specializing in Business Technology Alignment for companies in high-stakes financial environments. Serving industries such as investment banking, real estate development, private equity, and broker-dealers, LastTech is an established trusted partner in aligning technology with strategic business outcomes. Lassiter's leadership ensures that technology isn't just functional--it's a driver of growth, efficiency, and security. LastTech has garnered industry recognition, earning spots on the Channel Futures NextGen 101 list, Channel Futures Watchlist, and The Soteria Award noting the most trusted MSPs in America. Central to this success is Lassiter's commitment to delivering measurable results through initiatives such as the 90-Day Tech Alignment Tune-Up program designed to enhance security, streamline operations, and optimize IT infrastructure within a matter of weeks Lassiter's career path combines business acumen with a performing arts background. A former professional opera singer, he honed skills in precision, timing, and delivering under pressure--qualities he now channels into transformative IT strategies and compelling speaking engagements.

Angela Leavitt
Founder & CEO, Mojenta

With nearly 20 years of sales and marketing experience, Angela Leavitt in 2010 founded Mojenta (formerly Mojo Marketing) -- the first and only full-service marketing agency with an exclusive focus on the telecom, IT and cloud services industries. She has since worked with 200-plus companies including Comcast, BullsEye, Spectrum, MicroCorp, Intelisys and Time Warner Cable, as well as numerous VARs, MSPs and traditional telecom agents. In July 2018 and 2020-2023 Mojenta was named to the Top 100 Fastest Growing Private Companies in San Diego. In 2021, she was a finalist for the San Diego Business Journal's Business Woman of the Year award. An accomplished speaker, Leavitt has been a regular presenter at ITExpo, COMPTEL, Channel Partners, and Cloud Connections events.

Jason Lecorchick
Channel Partner Strategy & Business Development, T-Mobile for Business

Jason Lecorchick is a seasoned channel sales leader and wireless communications professional with more than 20 years of experience. As the lead for Channel Strategy & Business Development, he is instrumental in expanding the T-Mobile for Business Partner Program, focusing on cultivating strategic partnerships that drive revenue and subscriber growth. Jason is responsible for creating and executing channel strategies that enhance lead generation and overall program performance.

Brook Lee
VP of Community and Channel, Liongard

Brook Lee is VP of Community and Channel at Liongard, but began her career in IT in the corporate sector running departments all over the US, from small businesses all the way to multi-billion dollar companies. She later moved to the MSP space and found her niche in IT. Lee has worked in all aspects of an MSP from dispatch to engineer to project management to vCIO to COO. Rebuilding MSPs while working as a consultant allowed her to help hundreds of people and companies grow and mature. Since joining the Channel, she has found a new space to be passionate about her love of IT and an avenue to help those passions grow to fruition.

Lee works hard to bring a spotlight to women in the channel and technology by pushing events and planners to include women on keynotes and major panels. She also teaches sessions on everything from growing your MSP to hiring and retaining women to rebuilding your help desk and leadership development. She also consults with vendors on go-to-market strategies.

Aaron Lee
Product Sales Specialist, AppDirect

An adept technical seller, Aaron Lee has a wealth of experience in enterprise infrastructure, spanning legacy systems and cloud solutions. Focused on addressing organizational challenges, he helps customers incorporate cloud strategies that optimize elements such as VDI, Big Data, DevOps, and Business Continuity with SaaS. Lee's broad industry experience spans verticals like enterprise, SLED, healthcare, manufacturing, and finance, enabling him to solve unique business challenges and drive growth.

Jeffrey Leggo
Director, Product Marketing, AppDirect

Jeffrey Leggo is the Director of Product Marketing and Digital Experience at AppDirect, where he plays a key role in shaping product marketing strategies and aligning solutions with market demand. He has been pivotal in creating sales enablement tools and go-to-market strategies that address critical business needs. Leggo translates complex solutions into clear, value-driven messaging for B2B partners and customers. His contributions help drive AppDirect's mission to empower businesses in the digital economy.

Joan Logan
President, Americas Division, GTT

Joan Logan is the president of GTT's Americas Division. She is responsible for overseeing key functions in the Americas region, including customer success, sales and solution architecture for GTT's rich portfolio of secure cloud networking, professional services and advanced solutions to the largest global accounts based in the Americas. Logan joined GTT in 2024, bringing over 30 years of telecommunications industry experience from senior roles at companies including Lumen and Global Crossing. She most recently served as SVP of Sales at Lumen, delivering network and managed service solutions to Large Enterprise, Mid-Market, Media, Cloud and Hyperscaler customers. Logan is on the Board of Directors for the charity Warrior Bags and holds a bachelor's degree of business administration in marketing and management from Ashland University.

Ron Lovern
Executive VP, Triton Networks, LLC

A proven industry leader with the ability to understand, develop, implement, as well as improve upon existing business resources and needs. A successful business transformation and performance enabler with the ability to create and execute successful roadmaps for business needs and growth. A well-rounded strategic leader with extensive background in network and managed services and sales leadership. Various roles in service, operations, data network, service delivery, and sales. Industry recognition for leadership abilities, high-performance and contributions at each level. PROFESSIONAL EXPERIENCE Executive VP, Triton Networks (2020-2024) Author Holding Down First (2023) VP Integration Lead, Amdocs (2017-2020) GM/Director, Windstream (2013-2017) Premier Client Director, AT&T (1990-2013) INDUSTRY AND BUSINESS AWARDS 2024 CF MSP501 Executive of the Year 2024 Tech CXO Cohort 1 Leadership Recognition, SMU 2023 MSP501 Vanguard Award 2X winner (Triton) 2023 Amazon Best Seller list (Holding Down First, Following your Own Path to Success) Windstream 2016, Regional Office of the Year; Top Director's Award AT&T 2010, 2012, Winner's Circle Award; President's Award (Director level) AT&T 2011, Winner's Circle Award AT&T 2008-2009, Winner's Circle Award; President's Award (Sales Executive level) ADVISORY BOARDS SMU Future Workforce Advisory Council Informa/Channel Futures MSP Advisory Board

Nabila Lulow
Vice President of Enterprise Solutions, E78 Partners

Nabila Lulow is currently serving as the Vice President of Enterprise Technology Solutions at E78 Partners. She has several years of consulting experience, utilizing her expertise in CCaaS and ERP. Nabila has established herself as a forward-thinking leader and innovator. Nabila's career path began after completing her bachelor's degree at the University of Washington. It includes a series of strategic roles that have built her skills and deepened her industry knowledge in the Contact Center space. Most notably, her tenure at Five9 as a Senior Enterprise Sales Director was instrumental in developing and refining her knowledge in this space. Nabila's career is decorated with significant achievements. Her specialization in CCaaS change management has not only brought transformative changes to her organizations but also earned her numerous accolades, including multiple Presidents Clubs. Beyond her corporate achievements, Nabila is an advocate for Women in Technology, and she believes in striving for excellence, a principle that guides her in her professional and personal endeavors. This philosophy is evident in her participation in various industry forums and her contributions as a member of Alliance of Channel Women. Nabila also serves on the Board for Seattle SIM as the VP of Sponsorships.

Josh Lupresto
SVP of Sales Engineering, Telarus

Telarus SVP of sales engineering Josh Lupresto leads a growing group of nearly 20 sales engineers, solution architects, and project managers who are responsible for driving solution-based sales for partners nationwide. Lupresto and his team help architect and design solutions such as cloud, AI, network, contact center, security, Mobility IoT, and unified communications, along with helping partners ask the right questions to help their customers complete their digital transformation. Under his leadership, the broader team has led the industry and attained more than 500 technical certifications.

Having hands-on experience with many diverse providers, Lupresto knows how the latest technologies operate, and he also knows how to explain them concisely to customers. Also, he leads the NextLevel Biztech Podcast that's become an industry staple heading into its fourth season. He has been involved in engineering and cloud technologies for more than a decade. He currently holds multiple certifications, including Solutions Architect certification from AWS, CompTIA Network +, and a CISSP. Additionally, after obtaining his CISSP, Lupresto was accepted into the Utah division of FBI InfraGard as a private sector liaison for communications and information technology.

Harold Mann
President, Mann Consulting

Harold Mann is the founder and CEO of Mann Consulting, a managed service provider headquartered in San Francisco. Mann co-founded the business with his brother Alex in 1991 and has since helped thousands of small businesses and startups implement technology solutions to drive growth and streamline operations. The company works with over 200 businesses each year, with employees around the United States. Harold has worked as an expert witness for forensic computing, a technology consultant for major motion pictures, and has led seminars around the country on new technology adoption. The company has been listed repeatedly as a Fast Growing Business by the SF Business Times, on the CRN Solution Provider 500 list and multiple appearances on the Channel Futures MSP501 list.Mann partners with Apple, Cisco and other best-in-class manufacturers. Its expertise is in device management, logistics, and outsourced or co-managed IT for SMB's. The company works with leading brands in healthcare, fintech, SAAS, startups and construction.In his free time, Harold enjoys restaurants, hooking up unnecessary devices to Alexa and spending time with his family.

Johan Martensson
Senior Vice President, Business Technology, Boyd Gaming

Kathleen Martin
Sr. VP, Community, JSG

Kathleen Martin is a leader in revenue growth, go-to-market strategy, and financial impact through community-driven marketing. She has built global communities across nearly 150 countries, increased brand awareness for F500 companies by 180%, and averaged 46% revenue growth for channel clients. Passionate about data-driven strategies, Martin helps organizations monetize communities, maximize ROI, and scale revenue streams.

Jay McBain
Chief Analyst - Channels, Partnerships & Ecosystems, Canalys

Jay McBain is one of the most visible and respected thought leaders in the global channel ecosystem. Named Channel Influencer of the Year by Channel Partners magazine, Top 40 Under Forty by the Business Review, as well as numerous channel magazines top thought leadership lists, he is often sought out for industry guidance and future trends. He has spent his 29-year career in various executive channel sales, marketing and strategy roles within IBM, Lenovo, Autotask, ChannelEyes and Forrester. McBain is chief analyst at Canalys, the world's leading research firm with a distinct focus on channels, partnerships, alliances and ecosystems.

Chris McChesney
Global Practice Leader of Execution, FranklinCovey Co.

Chris McChesney is the co-author of the best-selling book in the world on strategy execution. He is the Global Practice Leader of Execution for FranklinCovey Co. and one of the primary developers of The 4 Disciplines of Execution. For 15 years, he has led FranklinCovey's ongoing design and development of these principles, as well as the consulting organization that has achieved extraordinary growth in many countries around the globe. McChesney has personally led implementations of the 4 Disciplines for organizations including Marriott International, Shaw Industries, The Ritz-Carlton Hotel, Kroger, Coca-Cola, Comcast, Lockheed Martin, and Gaylord Entertainment. He has also worked with Yum Brands, Chick-fil-A, Neighborly Brands, Loan Market, Hard Rock Cafe, Bridgestone, and Tailored Brands. McChesney's practical experience has enabled him to test and refine the principles contained in The 4 Disciplines of Execution from the boardroom to the front line of these and many other organizations. His career with FranklinCovey began by working directly with Dr. Stephen R. Covey and has continued for more than two decades to include roles as a consultant, managing director, and general manager within the organization.

Known for his high energy and engaging message, McChesney has presented at the largest leadership conferences in the world, including Global Leadership Summit and World Business Forum. The 4 Disciplines of Execution message is something that all leaders can benefit from.

Jonathan McCormick
Chief Operating Officer and Chief Revenue Officer, Intermedia

Jonathan McCormick oversees all aspects of operations, client services, and sales for Intermedia. Under his leadership, Intermedia has consistently delivered industry-leading Net Promoter Scores and has been certified by J.D. Power for Excellence in Assisted Technical Support for 6 years in a row. McCormick also manages all sales efforts and has been instrumental in guiding Intermedia to significant revenue growth through a partner-first approach supported by innovative, award-winning sales programs.

Ken McCray
Vice President, Channel Sales, Fortinet

Ken McCray is a channel sales leader and business builder dedicated to transformation, partnership expansion, team development, and revenue and profitability growth. As the leader of the US channel sales team, McCray draws on his successful experience to transform Fortinet's Engage Partner Program and drive revenue and profitability growth for partners. McCray joined Fortinet in January 2023, after a career with McAfee that included progressively more visible and expansive roles. He maintains a genuine commitment to the value of each partner and his team, ensuring he understands the personal and professional needs of each to foster a culture of responsiveness and excellence. McCray completed his Executive MBA with Rochester Institute of Technology and holds a BS in Business Operations & Management from DeVry University.

Kevin McDonald
Chief Operating & Chief Information Security Officer, Alvaka

Kevin McDonald is a 25-year cybersecurity OG and currently serves as COO and CISO for Alvaka. Kevin was selected as one of the OC500 most influential Orange County California business executives in 2023. Kevin maintains memberships in the High-Tech Crimes Investigations Association, FBI's Indiana Infragard and the DHS/CISA, Unmanned Arial Vehicle Working Group. Kevin is also an active member of the CompTIA Global Cyber Security Task force. He provides cybersecurity guidance and Ransomware remediation support to businesses, critical infrastructure operators, executives, legislators, and law enforcement. His expertise spans personal and business cyber and physical and personal security strategy, enterprise technology, and public policy. Additionally, he is a national multi-award-winning advocate for technology innovation, children's Internet safety, and public policy.

Louise McEvoy
Vice President, Trend Micro

Louise McEvoy is a proud "Trender" and has worked at the company for 10 years. Her professional "brand" is channels and cyber, as she's spent the majority of her career focused here. In her current role, Louise is responsible for Trend's US Channel Sales business, including the national channel program, which supports Trend's 10k+ US-based partners. Her team manages Resellers on a regional and national level and enterprise-level services. Louise recognizes that the market is rapidly changing, including the channel and she's been focused on developing a modern approach to the channel business. This includes Trend's approach to Cloud-based resellers and services partners, global scale partners, AI-forward partners, including recognizing new partner profile types that are changing how the channel goes to market. She's especially proud of the company's channel awards; including the AWS Global Partner Award (2022) and Canalys' #1 placement in their Champions in Cybersecurity Leadership Matrix; proving that the hard work that's gone into developing a channel Marketplace strategy and evolving our traditional approach has been valued by the industry. Previously, she worked for IBM, most specifically on the Mergers & Acquisitions (M&A) team; managing corporate due diligences and integrating acquired companies into the business. Louise has received recognition for her work in the channel; including CRN Channel Chief (2019-2024), CRN Women of the Channel, including their Power 100 category (2019-2024), Forzadash Top Channel Leaders (2022), Channel Futures Channel Influencer Award (2023), and Channel Focus Women's Advocacy Awards (2024) Rounding out her channel role, she's also a member of Channel Executive Council for the top channel chiefs in the US; as well as a board member on the Baptie & CO Women's Leadership Council. In her personal life, she's one of a few women who have taken up high-altitude mountaineering as her passion, climbing the highest mountains in the world, including the summit of Mt. Everest in May 2018. She completing the "7 Summits", the highest mountain on each continent, within the next year, with one elusive mountain remaining! Louise is dedicated to helping others reach their "summit" and has spoken to many schools, women's leadership teams, and organizations on that topic, knowing that sometimes the hardest things in life are also the most fulfilling.

Kelli McMillan
Head of Global Voice Partnerships, LivePerson

Peter Melby
CEO, New Charter Technologies

Peter Melby is CEO of New Charter Technologies, a leading MSP platform with more than 1,200 employees. Melby is known for his innovative leadership in the MSP industry. As the founder and former CEO of Denver-based Greystone Technology, Melby's leadership has brought seven Inc. 5000 recognitions and nine Top Workplace awards. A seasoned speaker on MSP growth, organizational culture, IT innovation, M&A, and cybersecurity, Melby's pragmatic approach drives operational excellence and fosters innovation. His experience in navigating periods of rapid growth and prioritizing organizational culture and employee development uniquely aligns New Charter for sustained expansion and success in the dynamic MSP landscape.

Vince Menzione
CEO, Ultimate Partner

Vince Menzione is an award-winning business leader who has delivered and advanced four successful business transformations by embracing disruptive technology and building effective partnerships. Vince distilled 30 years of experience into a set of proven principles and founded Ultimate Partnerships to guide technology organizations toward maximizing their business results. He hosts the Ultimate Guide to Partnering podcast, where he spotlights leadership and partnership principles to help technology organizations thrive and survive during this age of rapid transformation. He previously spent nine years as Microsoft's general manager in the U.S. Public Sector's partner strategy and sales, where he pivoted the $4.6 billion partner business to drive the transformation to the cloud. He earned a bachelor's degree in business administration from Seton Hall University and certificates in leadership and management from Arizona State University and the University of Delaware.

James Mignacca
CEO, Cavelo

James Mignacca is a proven serial entrepreneur and technology enthusiast, with more than 20 years of experience in computer networking, cybersecurity, MSP management and raising professional capital for company growth. He is also experienced in product management for MSPs with a track record that includes vulnerability management software, SIEMs, and security operations centers. Mignacca is CEO and head of product at Cavelo, a data risk and insights platform built for MSPs. He previously built out a cybersecurity practice as CEO of RootCellar Technologies and founded RootSecure, a SaaS cyber risk product company acquired by Arctic Wolf in 2018. At Cavelo, Mignacca has put together a team to help MSPs better engage their clients with proactive cybersecurity.

Ken Mills
President, Intelisys

Ken Mills serves as President of Intelisys and is committed to driving growth for Intelisys and its partners. As a distinguished technology executive with more than two decades of experience, Mills previously held leadership roles at EPIC iO, Dell Technologies and Cisco, and served as a fellow with the U.S. Department of State. His strategic mindset has been an integral part of launching innovative products and solutions in the fields of AI, IoT, and 5G. Mills is driven by his curiosity and passion for groundbreaking technology and complex problems, and constantly explores new frontiers in the world of technology.

Joe Morin
CEO & Founder, Cyflare

As the CEO and founder of CyFlare, Joe Morin is the driving force behind the company's mission to deliver top-notch cybersecurity solutions. With his extensive background in founding successful businesses and holding leadership positions in professional services, presales engineering, technical support, channel programs, global alliances and partner enablement, Morin brings a wealth of knowledge to his team. Drawing on his experience with prominent Silicon Valley companies, including SurfControl, Websense, Zscaler, Forcepoint, Barracuda Networks and Comodo, Morin is dedicated to building out the CyFlare ONE platform, establishing a world-class SOC operations framework and fostering growth through CyFlare's revolutionary channel partner program and strategic alliances. His visionary leadership empowers CyFlare to navigate the dynamic cybersecurity landscape and provide innovative solutions that protect organizations from evolving threats.

Maurie Munro
Vice President, Enterprise Sales, TNS

Maurie Munro joined TNS as regional VP of Voice Solutions in June 2024, and currently holds of the position of VP, Enterprise Sales, for TNS Communications Market. In this role, Munro works closely with the Enterprise Sales team to drive TNS' growth in the US, specifically focusing on TNS' Enterprise Product Suite which includes TNS Enterprise Authentication and Spoof Protection, TNS Enterprise Branded Calling and TN Insights. He has more than 30 years' experience in sales, solution design and operations within the telecommunications carrier and enterprise space. Prior to joining TNS, Munro held roles at Airband Communications and Masergy Communications where he finished his nine-year career with Masergy as VP, Global UC Sales and Sales Engineering.

Most recently, Munro was Vice President, Enterprise Voice/SD WAN Sales Solutions at Peerless Network. During his time at Peerless, he oversaw solution launches that expanded the company's product offering and leveraged strategic client engagement and solution delivery to consistently outperform targets.

Richard Murray
Chief Commercial Officer and Co-Owner, Telarus

Richard Murray is the chief commercial officer and co-owner of Telarus, where he drives strategic alignment and go-to-market strategies across more than 330 technology suppliers. A seasoned entrepreneur with extensive M&A experience, he has led multiple company transactions and advised on strategic partnerships. Passionate about advocating for the technology channel, Murray serves on advisory councils for major providers like AT&T, Cox, and Verizon and was recognized as a 2022 Channel Futures DE&I Honoree and one of Utah Business Magazine's Top 40 Under 40. Under his leadership, Telarus has been named one of Utah's fastest-growing companies and has appeared on the Inc. 5000 list since 2016.

John Muscarella
VP of Channel Sales, Cox

Executive sales leadership experience leading national and multi-state territories utilizing direct and indirect sales teams. Sales success in all business verticals and technology solutions. P&L responsibility for the portfolio of customers being managed, the distribution channel and product margin goals. Specialties: Sales team leadership, vertical solution sales, competitive analysis, sales channel strategy/design, launching new ventures and/or channels.

Darcee Nelan
CEO, IQ Wired

IQ Wired is a women-owned and women-run boutique Technology Advisory company committed to simplifying solutions for businesses, ensuring they align with strategic initiatives to deliver real results. As the former CEO and now president of the IQ Wired board of directors, Nela continues to play a vital role in shaping the company's strategic direction and culture. Under her leadership, IQ Wired has been recognized three times by the Denver Business Journal as a Best Place to Work, a testament to the company's commitment to fostering a healthy and thriving workplace. She believes that a strong company culture--where employees feel empowered to make a meaningful impact--is essential to delivering an exceptional customer experience. Beyond her role at IQ Wired, Nela has helped shape the broader technology channel. In 2020, she was instrumental in forming a coalition of top master agents and direct sellers to address the impact of new government regulations on rural healthcare. This initiative led to the establishment of the Technology Channel Sales Professional (TCSP) Association, the first nonprofit trade association representing the interests of sales agents in the channel. Her thought leadership and influence have been widely recognized. In 2021, Channel Partners and Channel Futures named Darcee one of the Top 10 Influencers in the Channel. In 2024, she was honored as one of Channel Futures' Top 50 Channel Influencers, joining an elite group of leaders who have made a lasting impact on the IT and communications indirect sales channel. This recognition highlights her contributions to partner growth, channel innovation, and her unwavering commitment to the indirect sales community.

Quy Nguyen
Founder & CEO, Allyance Communications

Quy "Q" Nguyen is the founder and CEO of Allyance Communications, a global IT consulting and advisory firm specializing in IT infrastructure, including telecom, data center, and cloud computing solutions.Beyond business, Quy is a dedicated philanthropist, actively supporting organizations such as the Angels' Tim Salmon Foundation, Hoag Hospital Foundation, Down Syndrome of OC, Pediatric Cancer Research Foundation, and Camp Footprints.As an investor and board member, he has backed companies like Liquid Death, Lime, Force10 Networks (acquired by Dell), and Capella Photonics (acquired by Alcatel). He also serves on the boards of GTIA, CompTIA, Gen Next, and Convectium, with advisory roles at CerraCap Ventures, Indi.com, Lucy Survey, and Kaleo Software.Quy's leadership and philanthropy have been recognized in industry publications and media, including Dr. Julie Miller's Secrets of Self-Starters, OC Register's 40 Under 40, CompTIAWorld, and CRN.

Greg Onoprijenko
Senior Director, Cloud Provider Management, AppDirect

Greg Onoprijenko is an accomplished IT executive, cloud computing expert, and IT channel veteran with over 30 years of experience driving growth and innovation in the technology sector. As Senior Director of Cloud Provider Management for AppDirect, a leading subscription commerce platform company, he uses his extensive expertise to help businesses navigate the complexities of buying, selling, and managing technology. Onoprijenko's career includes a proven track record of success in sales and executive leadership roles at companies such as Ricoh, EMC and TELUS. His entrepreneurial spirit led him to found e-ternity Business Continuity Consultants, a cloud services company that flourished under his leadership and was acquired by j2 Global. He also honed his deep understanding of the cloud landscape through leadership positions at Ingram Micro and CloudBlue, where Onoprijenko led sales, marketing, and strategic initiatives within the cloud division throughout North America.

Pinar Ormeci
CEO, Timus Networks

Pinar Ormeci, CEO and Board Member of Timus Networks has significantly influenced the tech industry, notably by developing a cloud-based network security platform. With a history of impactful roles at companies such as Qualcomm and Ericsson and have played instrumental roles in multiple companies' exits, she's also a recognized leader in diversity and inclusion.

Kyle Orsburn
Channel Chief, KingsIII

Kyle Orsburn is the Channel Chief at Kings III Emergency Communications, where he leads the national partner channel with a mission to save lives and mitigate risk and liability. Orsburn is passionate about connecting with people and uses his role to help those in distress through innovative emergency communication solutions. As a trusted advisor in business technology, he brings a wealth of experience in channel strategy and sales. Previously, he was a channel sales leader for two managed service providers, further honing his expertise in building and nurturing strategic partnerships.

Ana Ossa
Sr. Director, Product Management, T-Mobile for Business

Ana Ossa is T-Mobile for Business's Senior Director of Product Management. She leads the 5G Advanced Network Services, IoT, and Government product portfolios. Ossa's extensive experience throughout her career includes developing innovative solutions at renowned companies such as Nokia, Charter, Verizon, and Jabil. Her contributions have been pivotal in transforming business units, increasing revenue and margins, and launching new product lines. Ossa is a dedicated advocate for diversity in STEM, serving as a board member for a non-profit organization committed to closing the diversity gap.

Tim Pabich
President, Magnitech

Tim Pabich is the founder and CEO of Magnitech, a managed IT services provider (MSP) that provides full-service business IT services to small and medium-sized businesses.A well-respected thinker in the IT space, Pabich has participated in interviews and speaking engagements to businesses looking to develop awareness and a more aggressive strategy in cybersecurity and disaster recovery.Magnitech evolved from Pabich's growing frustration with the IT industry, and he vowed to separate his practice from the rest by offering everything-as-a-service, exceptional support and world-class technology solutions to move business forward. Pabich earned a bachelor's degree in computer science from DePaul University. He gives time and expertise to several local not-for-profits in the community and currently sits on multiple boards.

John Pagliuca
CEO & President, N-Able

John Pagliuca brings over 20 years of leadership experience to his role, with a significant focus on the software and SaaS marketplace. John serves as CEO of N-able (formerly SolarWinds MSP) and previously served as executive vice president of SolarWinds and president of SolarWinds MSP. He joined SolarWinds with the acquisition of LOGICNow, where he served as CFO. Before joining LOGICNow, Pagliuca was the VP of finance and operations of GFI Software and before that, the vice president of finance for Airvana, a leading mobile data software company, where he played key roles in taking Airvana public in 2007 and pushing them over $500M in revenue prior to the company's acquisition by a private equity firm in 2010. Pagliuca holds a B.S. in Accounting from Babson College.

Tracy-Ann Palmer
CRO, Exostellar Inc.

Mark Palmer
Vice President, Managed Services, Granite Telecommunications

Mark Palmer, VP of Managed Services at Granite Telecommunications, works to build solutions that help customers gain better visibility and control over the health of their networks. Palmer joined the Granite Telecommunications team shortly after its founding in 2002, selling and servicing analog phone lines. In 2022, he celebrated his 20th anniversary with Granite and now plays a key role in various aspects of the company's growth.

JP Panzica
CEO, Accelerate Partners

J.P. Panzica is a seasoned entrepreneur and C-level executive with over three decades of experience driving business growth through strategic technology alignment. As Founder and CEO of Accelerate Partners, he leads a team of former operating executives who specialize in cutting-edge technologies like Cybersecurity, Artificial Intelligence, Cloud, Data Center, and Telecommunications. Prior to founding Accelerate Partners, Panzica's tenure as Chief Revenue Officer at Thrive saw significant revenue and personnel growth, along with the successful integration of five companies. As a Board Member at Convergence Networks, he played a pivotal role in their merger with Grade A and ASK. Beyond these roles, Panzica boasts a remarkable track record of building multi-million dollar businesses, growing corporate units, and strategically acquiring and developing emerging companies. This experience, combined with his deep understanding of the market, allows Panzica to identify opportunities, create effective plans, and lead businesses to record results. Panzica's mission is clear: accelerate businesses' digital transformation journeys. Whether it's designing a global network, migrating to the cloud, or securing critical data and systems, Panzica leverages the latest technologies and Accelerate Partners' proprietary toolset to help companies achieve their objectives.

Marco Pardi
President, Tech Events, Informa Connect

Marco Pardi, President of Tech Events at Informa Connect, oversees a global portfolio of 20 large-scale business technology and healthcare industry conferences. He is responsible for the strategy and execution of brands including AI Summit, Auto Tech Expo, Channel Partners Conference & Expo, Contact Center Expo, Data Center World, Enterprise Connect, HIMSS Global Conference, IWCE, Network X, Service Management World, and Support World Expo. Together those brands make up a more than $100M collection of live and on-demand events, digital event amplification and marketing services products that connect senior-level decision makers in high-growth markets year-round. Pardi leads a team of more than 200 dynamic and talented professionals responsible for the strategy, marketing, sales, revenue operations, event delivery, and content development of this global events division that spans North America, Europe, and Southeast Asia. With more than 25 years of technology media and events experience, he is recognized as a people-centric leader passionate about connecting business and technology executives via innovative communities, digital platforms, events and technology. He graduated from UC Berkeley with a bachelor's degree in economics and has served as a school board trustee, youth sports coach for more than 10 years and volunteers in his community when not working and traveling.

Bill Patchett
Founder & CEO, P2

Mr. Patchett is the visionary leader behind P2, driving the company's transformation from a traditional technology distributor to a nationwide SaaS and Managed Services powerhouse. His strategic partnerships and market expansion efforts, guided by an eyes wide open mindset, have been pivotal in P2's aggressive growth and success.

Peush Patel
SVP, Product Management, AppDirect

Peush Patel is an accomplished Product Management Executive with over 15 years of experience in the SaaS industry. As the VP of Product Management at AppDirect, he spearheads the company's platform innovation vision, strategy, and product delivery. Patel has cultivated deep expertise in digital commerce, AI tools and automation, subscription billing, CRM, and financials through direct collaboration with hundreds of clients, guiding them to success in their digital transformation initiatives. Throughout his career, he has demonstrated a proven track record of driving innovation and market leadership through strategic vision.

Vinod Paul
President, Managed Services, Align

With more than 20 years of extensive experience in financial services and technology, Vinod Paul serves in the role of President, Align Managed Services. As President, Paul is responsible for spearheading the strategic development of Align's Managed Services offerings, including overseeing Align Cybersecurity, a comprehensive solution for cybersecurity risk management. Additionally, Vinod plays a pivotal role in nurturing senior client relationships within the alternative asset management community, offering ongoing guidance on industry best practices and emerging trends in Managed Services. Renowned as an influential figure in the financial services sector, Paul previously held leadership positions at ECI, a prominent global provider of Managed IT Services. During his 13-year tenure as Managing Director, he led customer-facing engagements, focusing on service delivery and business development on a global scale. Under his guidance, ECI solidified its position as a premier Managed Service provider in the financial services realm, expanding its operations into Europe and Asia. Paul has also served as a director of technical services at Martin Progressive, and a management and engineering consultant for IBM Global Services, Lucent Technologies, Tyco Submarine Systems, and Penguin Putnam Publishing. He was one of Channel Futures' Most Influential MSP leaders of 2022 and is a member in the exclusive Cybersecurity MSP Peer Group, a community facilitated by Channel Futures.

Seth Penland
CEO, Bluewave Technology Group

Seth Penland launched Bluewave Technology Group in 2016 to simplify the technology purchasing process for companies by saving them considerable time and costs over the traditional procurement process. In 2022, Penland earned a coveted spot on the Channel Futures Technology Advisors 101 list for outstanding business success, innovation, advocacy, commitment to the customer experience, and thought leadership in the channel. He also formed Evergreen Technology Partners, an advisory and investment firm specializing in transactions related to telecom and information technology services businesses, including master agencies, sub-agencies, managed services providers, and value-added resellers. Penland has focused on providing forethought and strategic advice to companies throughout his career. Before Bluewave Technology Group and Evergreen Technology Partners, he held leadership positions at B. Riley & Co., J.P. Morgan, Bank of America, and other financial institutions.

Nathan Phinney
CIO, Convilo

Nathan Phinney is a CIO, futurist, and technologist with a unique blend of marketing and communications expertise who has led teams of 10, 100, and over 1,000 people. Phinney is the author of CTRL ALT SURVIVE: The Secrets of My Small Business Success. During the 2010s, he co-founded an IT service provider that secured top rankings from Ingram Micro and positioned itself as one of North America's premier IT service providers before its acquisition in July 2020. Recognized as a go-to authority in SOC 2 compliance, cloud computing, and IT security, Phinney has a proven track record of transforming growth strategies into scalable policies. His guiding principle is clear: "We must use technology to move information to help people."

Bill Power
President, TCSP

In 1991, after a 15-year career as a lobbyist on Capitol Hill, Bill Power and Greg Praske founded Association Resource Group (ARG). ARG initially focused on selling affinity programs to national trade associations headquartered in the Washington DC area. As an agent of Allnet, and a subagent of an AT&T SDN contract holder, Power learned the business via the school of hard knocks. Those hard lessons were a catalyst to the formation of The Alliance Partners in 1997. The organization was initially created as an informal "caring and sharing" group, but quickly evolved into a structured, collective sales and marketing engine made up of 17 of the most successful channel partners in the industry. In 2007, Power became full-time CEO of the Alliance. In 2020, he joined with several agency leaders to form Technology Channel Sales Professionals, where he serves as President.

Jeff Pratt
VP, Strategic Alliances, CableFinder

Jeff Pratt is a seasoned sales channel leader in the telecommunications industry, known for driving growth through strategic partnerships and operational execution. As vice president of Strategic Alliances at CableFinder, he leads business development and manages Carrier and TSD partner relationships to drive platform adoption. With a career spanning leadership roles at Charter Communications, Ibex, and Time Warner Cable, Pratt brings deep industry expertise to his role. He began his career in retail marketing at DISH and remains passionate about innovation in the telecom space.

Tamara Prazak
Sr. Channel Account Manager, West, Trustwave

Mike Psenka
CEO, Moovila

Mike Psenka is the founder and CEO of Moovila, an autonomous project monitoring & management platform. He's spent the last 30 years building technology companies focused on advanced analytics and AI to drive real-time answers for customers. One of his earlier companies had an MSP arm focused on healthcare customers, so he is aware of the challenges of MSP leadership. Psenka was born and raised in Chicago and is a suffering Bears fan.

Bana Qashu
EVP, Strategic Partnerships, Amplix

Bana is an experienced channel builder. She has helped Avant and vendors build markets, programs and teams in her tenure in the channel. As the Vice President of Sales for AVANT's East region and Canada, Bana actively works with both providers and channel sales partners to enable them to excel in next-generation IT sales across cloud, colocation, security, and communication services. Under Bana's leadership, the East region at AVANT experienced remarkable growth, surpassing revenue targets year after year. Bana is a former member of Chief and has been recognized by CRN as an influential woman of the channel in 2018, 2019, 2020, 2021, 2022, 2023 and 2024. 2023 Top Influencer in the Channel by Channel Futures and received the 2018 Alliance of Channel Women ACT award.

David Raffo
Content Editor, Channel Events, Informa

Dave covers the managed services industry for Channel Futures. His reporting beat includes the MSPs, key vendors and tech suppliers with managed services programs, platform providers, distributors and all key players in this sector of the market. Dave also works closely on the Channel Futures MSP 501 and our live events. Dave has written about IT for more than two decades, focusing mainly on data storage, data center infrastructure and public cloud. He was a news editor and editorial director at TechTarget's storage group for 13 years, news editor for Byte and Switch, and a research analyst for Evaluator Group. In addition to covering news and writing in-depth features and columns, Dave has moderated panels at tech conferences. While at TechTarget, Raffo Dave won several American Society of Business Publication Editors (ASBPE) awards for writing and editing, including for column writing. Dave has also worked for United Press International, EdTech magazine, Windows Magazine, and Data Center Intelligence Group (DCIG) in reporting, editing and research analyst roles.

Cheryl Rang
VP, Technology Solutions, Ingram Micro

Cheryl Rang is responsible for driving the business strategy, partner development, and overall growth of Ingram Micro's vendor portfolio in the US. As VP, she spearheads the management of critical Vendor Categories, including Modern Infrastructure & IaaS, Networking & Security, and Modern Workforce. Rang collaborates with strategic partners including AWS, Dell, HPE, Lenovo, Fortinet, and Palo Alto to foster innovation and deliver exceptional solutions to clients.

Her focus as VP is on leading the evolution of business initiatives aimed at next-gen business partners and practice building. She is dedicated to maximizing the use of the Xvantage Platform, leveraging its capabilities to enhance sales strategies, streamline processes, and deliver superior results. Rang's efforts have resulted in significant revenue growth, improved partner satisfaction, and a strengthened market presence for Ingram Micro.

With a keen eye on market trends and a relentless drive for excellence, Cheryl continues to push the boundaries of what's possible in the sales landscape. Her commitment to innovation and customer success makes her an invaluable asset to Ingram Micro and its partners.

Ronnell Richards
President, Ronnell Richards LLC

Ronnell Richards is an entrepreneur, author, and the creative force behind the Amazon Best Seller, Shut The Hell Up And Sell. His innovative approaches to sales and marketing have established him as an influential figure in technology sales. Richards is as a LinkedIn Learning Instructor and sales course creator for brands such as Meta and Google. He has been honored as a Top Channel Influencer and Technology Advisor by Channel Futures, and has dedicated more than two decades to enhancing the professional growth of individuals and businesses. Richards is the founder of Business and Bourbon, a community that promotes collaboration and business innovation. This reflects his commitment to community building and empowering professionals. His work embodies a blend of practical sales strategies and leadership, driving forward the ethos of continuous learning and professional growth.

William Richmond
General Manager, Cox Private Networks

William Richmond is General Manager of Cox Private Networks. Throughout his career, Richmond has been at the forefront of developing and deploying cutting-edge wireless network solutions, ranging from Wi-Fi to 5G. He has held various leadership roles in engineering, product management, and business development, working with both startups and established companies. Richmond has also been a frequent speaker and panelist at industry events, sharing his insights and vision for the future of wireless.

Jason Rincker
Chief Revenue Officer, Stronghold Data

Jason Rincker, chief revenue officer at Stronghold Data, is always looking for the next adventure. With over 29 years of professional development experience, his natural chemistry with others enables him to excel at building successful business relationships. Jason has helped Stronghold Data become a Channel Futures MSP 501 company. While he has been with the Stronghold, the company has also won Channel Futures MSP of the Year (2021), Best MSP Cybersecurity Training Program from Channel Partner Insight (2022) and has been ranked in the CRN MSP 500 list in back-to-back years. Jason has been integral in the growth of Stronghold Data. This included an increase of 23% in MRR in 2021, while the company maintained a 20% EBITA. He has worked closely with the Department of Homeland Security, Secret Service, University of Missouri, FBI and others. He has spoken to various Missouri government, financial, and manufacturing associations. From county governments to top executives, Jason provides training on the importance of data security, managed service providers (MSPs) and digital transformation.

Catherine Ripley
CEO and President, Symplicity Communications

Catherine Ripley founded Symplicity Communications in 2007 to help her clients make technology procurement easier in voice, data, and cloud services. By bringing integrity, clarity and flexibility to the process, Symplicity Communications helps clients find peace of mind in a complex market. Her Midwestern values drive how she does business, and she's brought together an amazing team that makes Symplicity special. Ripley possesses a great love for the technology industry and served for four years as a board member for Inforum. Focused on specifically helping women in technology, in 2016 she helped found the Inforum TechnologyNEXT Industry program that is a thriving program today. Ripley serves on the Leadership Council for both the Technology Council of West Michigan through The Right Place and the Leadership Council of the Small Business Association of West Michigan. She was named in the 2018 Top 50 Most Influential Women in West Michigan by the Grand Rapids Business Journal. Symplicity Communications was named one of the Top Women Owned Business in 2017 by the GR Business Journal and selected by the Grand Rapids Chamber of Commerce as the EPIC Women Owned Enterprise of the Year for 2018.

Manny Rivelo
Chief Executive Officer, ConnectWise

Manny Rivelo is the Chief Executive Officer (CEO) of ConnectWise. With over 30 years of leadership experience, he is focused on advancing the company's strategy to empower MSPs by delivering innovative solutions that embrace modern security and platform architectures. Throughout his distinguished career, Manny has held senior executive roles at several of the world's top technology and security firms, including Forcepoint, Arista Networks, AppViewX, F5 Networks, and Cisco Systems. His expertise spans executive leadership, product management, customer success, and sales, positioning him to guide ConnectWise in delivering exceptional security and service solutions for its partners. Manny holds both a bachelor's and master's degree in Electrical Engineering from Stevens Institute of Technology.

Daniel Rosenrauch
CEO & Co-Founder, Viirtue

Daniel Rosenrauch is the CEO and Co-Founder of Viirtue, a channel-first cloud communications provider transforming how MSPs, VARs, and telecom agents deliver modern Unified Communications. With a background in telecommunications and software development, he drives Viirtue's vision to equip partners with white-labeled, scalable, and user-friendly platforms. A sought-after speaker on the future of communications, Rosenrauch champions strong channel relationships, shared learning, and the power of innovation.

Marie Rourke
Founder & Chief, WhiteFox Marketing

Sam Ruggeri
VP Business Development & Strategic Partnerships, LincolnIT

David Russell
CEO, Manage 2 Win

David Russell has been in the computer industry since 1982 (before many of his clients were born). Don't let that scare you. He has the energy of someone decades younger, plus the wisdom that comes with all those decades of MSP and industry experience. Russell's Manage 2 Win and Hire the Best systems are modeled after how pro sports teams execute what he calls the 4 Management Disciplines: How you hire, manage, develop, and retain top performing players on your team. He includes coaches, players, hiring tryouts, workouts, scrimmages, scorecards, and more in the M2W/Hire the Best vocabulary. Russell and his team invest their time restoring and rejuvenating teams to perform their best. This involves coaching, broader consulting, and training based on his 3T Process. He also considers contract positions. For 16 months ending in December 2023, he was a large MSP's VP of Service Delivery managing 110 people in the USA and India. Russell, whose Manage 2 Win management consulting firm is located in Granite Bay, CA, is the author of five books, the creator of over 100 lessons on business soft skills, and the podcast host of over 290 episodes.

Sanjib Sahoo
EVP & President, Global Platforms Group, Ingram Micro

Sanjib Sahoo is a sought-after speaker and visionary global business leader and innovator. As president of Ingram Micro's Global Platform Group, he leads all aspects of the industry-leader and publicly traded company's platform strategy. This includes platform development, the innovation flywheel, global growth, services and support, and the business expansion plans for Ingram Micro's platform operating model.

Sahoo joined Ingram Micro in 2021 as EVP and Chief Digital Officer, where he spearheaded transformative initiatives, including the creation and implementation of the company's groundbreaking digital twin Ingram Micro Xvantage. Recognized for his unique ability to blend strategic vision, technical expertise, and a results-driven approach, Sahoo is a driving force behind Ingram Micro's digital transformation to a platform company and strategic focus on continuous business value creation.

Lucas Salvage
CRO, Partner, Kairos Data Communications

Reggie Scales
Global Head of Applications, Vonage

Reggie Scales is the global head of applications at Vonage. He is responsible for global leadership of Contact Center/Unified Communications and Residential VoIP, including Sales & Business Development, Product Marketing, Partnerships, Product & Engineering, and Customer Experience and Support. Previously, Scales led Vonage's field, direct and indirect channel sales; customer success; and engineering teams with a focus on growth, strategy and visionary leadership to enable the success of Vonage's SaaS lead go-to-market motion. He has a history of delivering better outcomes to customers by redefining the role communications plays in business. He joined Vonage in 2018.

Prior to joining Vonage, he served as Senior Vice President at Masergy Communications. There, Scales managed field sales, operations, and engineering, leveraging software-defined networking to provide global hybrid networks, UCaaS, CCaaS, and managed security to enterprise customers. He also held positions including VP and GM of Business Services at Comcast, and president and SVP at PAETEC communications.

Janet Schijns
CEO and Co-Founder, JSG

Janet Schijns is CEO and a founder of JSG, a go-to-market acceleration firm dedicated to achieving results in the ever-evolving partner ecosystem with a simple mission statement - #SaveTheChannel. With a proven track record in driving successful partner growth, Schijns excels in pinpointing optimal strategic maneuvers that drive significant results for the technology ecosystem. Her team's approach blends innovative thinking with a keen understanding of the tech landscape, activation realities, and long-term value to ensure profitable growth is achieved by all parties in the ecosystem. Schijns and her team delivered over $6 billion in funnel in 2023 for technology partners across multiple routes to market and solution areas. She serves on the Board of Directors for AvePoint, a leading ISV, and Wiresurfer, a network aggregation marketplace, as well as serving as a Board Advisor to RSPA and Marketing Committee Chair for Tech4Change and regularly advises top technology firms on their go-to-market and partnering strategies.

Mike Schmidtmann
Owner, Trans4mers

Mike Schmidtmann is a business coach, skills trainer and peer group facilitator for owners and sales managers. Mike led sales for Inacom Communications for ten years. He then founded and built a $30 Million business unit for SPS covering five states. Mike led Information Technology sales teams for over 20 years before founding his current practice. Mike now works with Solution Providers across North America on sales recruiting, new business development, and profit growth. Mike authors the award-winning Trans4mers blog, a humorous take on sales and management. He contributes content for IT channel publications and is a frequent public speaker on business and sales topics.

Elizabeth Schneider
VP, Channel Sales, Fusion Connect

Elizabeth Schneider is an accomplished channel sales leader with more than a decade of experience in driving strategic partnerships and expanding market reach. As VP of channel sales for the central region at Fusion Connect, she leads efforts to strengthen the partner ecosystem and deliver innovative solutions that meet the evolving needs of clients. Prior to joining Fusion Connect, Schneider held leadership roles at Ciena as global head of strategic alliances and at Armor Cloud Security, where she directed global channel and alliance strategies. She is highly skilled in strategic partnership management, contract negotiation, and sales team leadership, with a proven track record of driving growth and innovation in the telecommunications and technology sectors.

Sara Seegers
SVP, Channel and Partner Solutions - Americas, GTT

Sara Seegers is the SVP, Channel and Partner Solutions at GTT, where she leads the development and enhancement of the company's channel strategy to drive growth and strengthen partner collaboration. With 24 years of industry experience, she has excelled in roles spanning indirect and direct sales, service delivery, product, partner/customer success, and alliances. Seegers is recognized for her ability to deliver impactful results, from driving revenue growth to building markets in high-potential geographies and achieving consistent sales acceleration. She has earned numerous accolades, including Channel Leader in Networking and Connectivity (2022-2024), Channel Influencer (2023-2024), and Women of the Channel Leader (2022-2024), while actively contributing as a member of the Alliance for Channel Women.

Paolo Sellari
Sr. Product Manager, Cloud, Tangoe

Paolo brings more than 20 years of experience in technology to his Cloud product management role at Tangoe. In his years with Tangoe, he started in software engineering and IT support and quickly discovered a passion for product management. Sellari was promoted and launched Tangoe's Cloud expense management solution in 2020. His strong focus on data, reporting/analytics, and customer value drives his vision to continuously evolve the offering.

Robert Senatore
CEO, Data2Go Wireless

Robert Senatore is a seasoned technology executive with more than two decades of leadership experience in the wireless communications and IoT industries. As the CEO and Managing Member of Data2Go Wireless, he has enabled managed service providers (MSPs) and technology organizations to seamlessly integrate 4G/5G data transport solutions into their technology offerings. Under his leadership, Data2Go Wireless has emerged as a premier multi-carrier MVNO, providing businesses with reliable failover connectivity, IoT data transport, and primary internet solutions across all major U.S. carriers.

Before founding Data2Go Wireless in 2015, Senatore was the CEO of Direct Communication Solutions, Inc., where he played a pivotal role in expanding its footprint in the IoT and wireless data solutions space. His expertise spans VOIP, UCaaS, SD-WAN, IoT applications, POS systems, and cloud-based solutions, making him as a thought leader in the ever-evolving connectivity landscape.

Senatore is also co-chair of the IoT Advisory Council at the Global Technology Industry Association (GTIA) and held the same role at CompTIA from 2018 to 2025. His advocacy for innovative, scalable, and secure IoT solutions continues to drive advancements in the global technology ecosystem.

Senatore's ability to merge cutting-edge wireless technology with business strategy has empowered MSPs to enhance their service portfolios and enabled enterprises of all sizes to achieve robust, fail-safe wireless solutions.

Aqeel Shahid
SVP, Channels, IntelePeer

Aqeel Shahid is the SVP of Channel Sales at IntelePeer, bringing over two decades of expertise in telecommunications and technology. A strategic leader in distribution channel growth, he specializes in expanding global market presence while cultivating strong partnerships with channel, alliance and distribution partners.

Shahid has demonstrated exceptional ability in building and scaling high-performance sales organizations in dynamic, growth-oriented environments. His core strengths lie in strategic partnership development, go-to-market execution, and revenue acceleration. By aligning sales operations with business objectives and fostering a data-driven culture of collaboration, he consistently delivers outstanding results.

Margi Shaw
CEO, Nitel

Margi Shaw is the Chief Executive Officer at Nitel, where she is leading the company's growth and evolution as a leader in global Network-as-a-Service (NaaS) solutions. With over 30 years of experience in technology and leadership, Margi has a proven track record of driving high-growth technology companies. Prior to joining Nitel, she served as the President and CEO of First Communications, LLC, and as COO at CIMCO Communications, where she led significant transformation efforts, including the strategic acquisition and integration of CIMCO by Comcast. Margi's leadership style is deeply influenced by her practice as a certified yoga instructor, emphasizing discipline, balance, and calm. She leverages these principles to develop innovative solutions that align with customer needs and drive Nitel's success. With Margi at the helm, Nitel has evolved from a telecom service provider to a leading NaaS organization, offering managed networks, SD-WAN, and layered security solutions. Margi's commitment to customer success and her ability to balance strategy with operational excellence have resulted most recently in the announced acquisition of Nitel by Comcast Business.

Mark Sher
SVP Product Marketing, Intermedia

Mark Sher, a 27-year telecom and cloud communications executive, is the SVP of product marketing for Intermedia Cloud Communications, a leading provider of UCaaS, CCaaS, and business cloud application solutions to partners and the businesses they serve. In his role, Sher has global responsibility for all direct and indirect product marketing at Intermedia including product launches, product messaging and positioning, competitive intelligence, analyst relations, and cross-channel pricing. Prior to Intermedia, Sher was the VP of marketing and product management for AccessLine Communications, an early entrant in Hosted PBX, SIP Trunking and telecom SaaS. At AccessLine, Sher directed the initiatives to develop and bring to market first-generation Hosted PBX and SIP Trunking services. His deep expertise within the business communications space, combined with his history of creating opportunities and success for channel partners, makes him a highly sought-after speaker.

AJ Singh
VP, Field Product Management, NinjaOne

AJ Singh is the VP, Field Product Management at NinjaOne. With 20 years of experience in the IT space, Singh began his career as an engineer, before transitioning into managed services. At NinjaOne, fohecuses on product management, business strategy, and integrations.

Gary Sorrentino
Global CIO, Zoom

Gary Sorrentino has been Zoom's Global CIO since 2022, after spending more than two years as its Global Deputy CIO. A former Managing Director for J.P. Morgan Asset & Wealth Management, Sorrentino was the Global Head of Client Cyber Awareness and Education. For more than 12 years, he was the Chief Technology Officer for J.P. Morgan AWM's global technology infrastructure initiatives, where he managed its Data Privacy program and was responsible for Infrastructure, Application and End User Technology Production Support. In 2014, he became the lead for J.P. Morgan's Cybersecurity efforts and developed a firm wide "Protect the Client" Cyber program designed to raise cybersecurity awareness among employees and clients. Sorrentino's 40-plus years of IT experience also includes leadership positions at Citi Private Banks, Credit Suisse and UBS.

Paul Spencer
Channel Chief, T-Mobile for Business

Paul Spencer, Channel Chief, Partner Sales at T-Mobile for Business, is a strategic visionary with the ability to influence and collaborate with teams and clients to deliver uncompromised results. Spencer has more than 20 years of experience in transforming brands and processes within teams and strategic accounts. He is committed to an environment that puts people first and brings out the best of their abilities in any situation by providing them with vision and tactics to achieve results. Spencer has experience leading brand strategy, corporate marketing strategy, business development, and driving sales results while managing large-scale teams and accounts with brands such as T-Mobile and Samsung. At T-Mobile, Spencer has headed up partnerships at the largest National Retailers and managed large-scale teams across the country. He has run some of the largest teams across T-Mobile for Business in multiple segments and verticals, winning multiple awards over that time. Over the past four years, Spencer has led T-Mobile's Un-Carrier approach to provide value to the Channel Partner Community. He and his team help partners provide solutions to customers on our industry-leading 5G network and award-winning customer care. Spencer has recently been named to Channel Futures top 20 most influential leaders in channel, and the Channel Focus, Channel Executive Council (formerly Club 50).

Arun Subramanian
Director of Partner Marketing, Microsoft Corporation

Arun Subramanian is a business leader with more than 27 years of experience in Cloud and AI GTM, Partner & Product Marketing, Solution Sales, and Business Development, in a career that has spanned across the US, Singapore, and India.

Currently serving as the Director of Partner Marketing at Microsoft Corporation, Subramanian leads partner GTM efforts including partner offers and incentives to help grow the Modern Work & Microsoft 365 Copilot business. His previous roles at Microsoft include ISV IP Co-Sell Lead, where he successfully grew the Microsoft IP Co-Sell business 2x via scale GTM campaigns with top ISVs, and Specialist Sales Lead for Microsoft 365 Security & Compliance solutions, achieving significant revenue growth and cloud penetration in the financial services industry.

Before joining Microsoft, Subramanian held various roles at Intel Technologies, Sabre Holdings, and Sonata Software, where he spearheaded key initiatives and achieved remarkable business growth.

Joe Sykora
SVP, GM Americas and Oceania, Coro

David Tan
CTO, CrushBank

David Tan was inspired to design and build CrushBank after watching IBM Watson's artificial intelligence beat the best on Jeopardy. He was the first in the industry to specifically apply AI and unstructured search to the data sets leveraged by Managed Service Providers every day. As CrushBank's CTO, his vision continues to shape the direction of the product today. Before starting CrushBank, Tan helped start a New York-based managed service provider and held the role of CTO for 30 years. His technology disciplines range from application development to cognitive computing, machine learning and AI. Tan has built AI Solutions on IBM Watson, Microsoft Azure and OpenAI. He has detailed expertise in the areas of MSP efficiency and effectiveness as well as the integration challenges caused by mergers and acquisitions. Tan has spoken at industry events such as IBM Think, World of Watson, ConnectWise-IT Nation, Executive Connection Summit, ChannelCon and many more. He is a member of CompTIA's AI Advisory Council.

Raymond Tijerina
Partner Sales, Axur

Raymond Tijerina has proven expertise as a tech company founder with a focus on client relationships and high-performance teams. He is skilled in guiding strategies for market differentiation and operational optimization. Tijerina's background includes extensive entrepreneurial experience in AI-driven data and security systems. His certifications include CompTIA Security+ and AWS Marketplace Introduction.

Mark Tina
Channel Chief and Vice President of Indirect Partner Sales, Verizon Business

As the Channel Chief and Vice President of Indirect Partner Sales for Verizon Business, Mark Tina leads over 700 employees to deliver Verizon Business' best-in-class customer solutions through a national channel strategy. His mission is to drive profitable revenue growth and redefine the customer experience mindset for small and midsize business owners across the country. Tina's group is responsible for overseeing and building a cohesive customer-centric partner program across all five of Verizon Business' core sales and distribution outlets: Indirect to Business, Alternative Channel Distribution, Business Agents, Fios Mass Markets, and Mobility Co-Sell. In addition to facilitating the development of tailored business solutions for companies from a single entrepreneur to the top Fortune listed companies across these segments, he also leads sales for Verizon Fios mass markets. He has nearly 25 years of sales and progressive leadership experience across various sales and business development channels and has held leadership positions in top markets across the U.S. Tina was directly responsible for leading one of the first Verizon Indirect Business teams in 2019. In 2020, Mark co-created LEAD Together, Verizon Business' mentorship program, which enables employees across business units to develop leadership skills.

Matthew Toth
Founder, C3 Technology Advisors

Matthew Toth started C3 Technology Advisors in November of 2008, just as the economy began to crumble and stalwarts of the banking industry were failing. But he had faith that C3 was what he was meant to do, and he no longer wanted to work in corporate America. He has grown C3 from a one-man company into an organization with nearly 40 consultants, engineers, marketers, project managers, and others who now service clients on a wide range of technologies. He remains committed to building an enduring company that C3's employees, clients, and other stakeholders can be proud of. Starting as a telecom consulting and brokerage firm, C3 has moved into IaaS, UCaaS, collocation, SD WAN, cybersecurity, cloud contact center, and other areas.

Johnson Tran
Channel Chief, HelpDesk/Telecom Founder

Johnson is driven by a deep passion for helping businesses grow and professionals succeed. As a first-generation Vietnamese American, he learned the value of financial discipline, resilience, and smart decision-making from his immigrant parents. These principles have shaped his approach to business--focusing on efficiency, strategic investment, and making the most of opportunities. Through his expertise in telecom and IT solutions, Johnson helps companies optimize their operations, reduce inefficiencies, and position themselves for long-term success..

Adam Ulfers
VP of Sales, Meter

Adam Ulfers is the Vice President of Sales at Meter, where he brings over a decade of technology sales leadership to the company. Ulfers was previously at Cisco Meraki, where he helped build the US and then EMEA cloud technology sales teams, growing the European operation from early-stage to $100 million in revenue in three years.

Karaline Venezia
Chief Revenue Officer, Capacity

With more than 20 years of experience in the customer experience (CX) technology sector, Karaline Venezia is a seasoned leader driving innovation and transformation. In her role as the CRO at Capacity, an AI-powered support automation platform, Venezia is dedicated to enhancing customer interactions through advanced technology solutions.

Before her role at Capacity, she spent two years as Chief Commercial Officer at XtendOps, a prominent CX outsourcing firm, where she honed her skills in commercial strategy and operational excellence. Venezia also served as VP of Industry Solutions at Capacity for four years and spent more than six years as a sales leader at ForeSee, a leader in CX measurement. In these roles, she played a crucial part in developing strategies that drive customer satisfaction and business growth.

Mark Venuto
President & CEO, US Networks

With nearly 30 years of experience in the telecommunications industry, Mark Venuto is a distinguished executive known for leading high-performing teams, driving revenue growth, and developing effective sales and marketing strategies. As the president and CEO of US Network, Venuto steers the company's strategic vision and daily operations. He previously served as the COO of US Network, overseeing critical functions including finance, human resources, operations, and production.

Before his tenure at US Network, Venuto held senior roles at AT&T Communications and Focal Communications, where he led sales teams and managed complex sales strategies. His proven ability to build efficient, high-performing teams and foster strong relationships with key customers and partners has been a hallmark of his career. He has been selected for AppDirect President's Club for five consecutive years.

Miles Walker
Channel Development Manager, Kaseya

Kaseya Channel Development Manager Miles Walker is an award-winning speaker and international sales and marketing professional. After 15 years working with partners in London and Toronto he joined the Kaseya team in 2020, bringing a wealth of international relationship building experience. Based in Vancouver (where his career started in radio), Walker spends his days (mostly) out on the road talking about all things technology and business, often with an emphasis on cyber security. You can catch him posting video's on LinkedIn, evangelizing Kaseya's products and helping MSP partners grow their business.

G Walker
NA Partner Accreditation Team, Lenovo

G Walker has been an IT professional for the past 25 years helping clients navigate their business needs. He has been in Direct Sales, Channel Sales, Strategy & Planning, Event Management and Sales Enablement. He has been with Lenovo for just under a year supporting Channel Partners with selling and training tools in order to provide their customers with Smarter Technology for All.

Craig Walker
Chief Executive Officer and Founder, Dialpad

Craig Walker is a Silicon Valley fixture with more than 20 years of experience as an entrepreneur, venture capitalist, corporate executive, and attorney. As Dialpad CEO, he's making AI accessible to businesses of all sizes through a first-of-its-kind AI-powered customer intelligence platform. Prior to starting Dialpad, Walker managed Google Voice via the acquisition of his startup GrandCentral Communications, and Yahoo! Voice, through the acquisition of his first startup in the communications space. He was also the first Entrepreneur in Residence at Google Ventures, where the idea for Dialpad was conceived. In 2006, Walker launched Project CARE, an initiative that provided homeless individuals with phone numbers and voicemail boxes as a means.

Jon White
Sales Director - Alliance Channel, AT&T

As a Sales Director within AT&T's Alliance Channel Program, Jon White is responsible for managing a large team of channel managers, sales engineers, and lifecycle managers who have national responsibility for AT&T's channel partners and their customers. White and his team focus on helping partners and their customers solve complex business problems and create the best partner and customer experience.

White has been in the telecommunications industry for more than 25 years and brings a blend of sales and operational excellence to his current role. After an early stint at Sprint, he has spent more than 20 years in leadership roles in AT&T's Indirect Channel. Prior to assuming his current role as sales director, White was responsible for managing a Sales and Support Center. He has led multiple strategic initiatives focused on process improvements and system enhancements, resulting in increased productivity and improved Partner and customer support.

Stacy Whitley
CAE, Marketplace and Telco, Sophos

Stacy Whitley is a senior channel account executive with 18 years of experience, known for exceeding goals and building strong partner relationships. She excels in strategic partner planning, distribution models, and channel financial management. Whitley is committed to helping MSPs deliver top-tier next-generation cybersecurity solutions. Whitley actively supports the channel community, having led training for CompTIA on Managing the Technology Channel. She is also a passionate advocate for women in the industry, participating in the Alliance of Channel Women (ACW) and Women of the Channel.

Michaela Wilkinson Doucette
NA Channel Program Manager, Lenovo

Michaela Doucette is a channel dedicated professional offering guidance and support through channel programs. She has spent the entirety of her tech career in the channel and has now been with Lenovo going on 5 years. Through each new role and various projects, she gains new perspective into ways to strengthen partnerships and overcome challenges. Michaela brings an enthusiastic and strategic mindset to her day-to-day interactions with partners to help foster a relationship built on communication and trust. She strives to understand the different partner types, their business needs, and how Lenovo can work to advance collaborative growth and success.

Tim Wood
SVP, Enterprise and Federal Sales, Americas, GTT

Tim Wood is the SVP of Americas Enterprise & Federal Sales at GTT. He leads sales organizations across enterprise, healthcare, and government sectors. Prior to joining GTT, Wood held various sales and strategy roles at Global Crossing and Lumen Technologies throughout a 30-year career.

David Wright
Founder & CEO, Disruptive Innovations

David Wright is the founder and CEO of Disruptive Innovations, a digital business and tech consulting firm based in New York. Wright has worked in the technology world for over 12 years but has been passionate about technology since he was a young boy, building computers and setting up LANs in his early teens and studying MSCE in his free time by the time he was in high school. He has helped hundreds of clients over the years in nearly every vertical including health care, retail, financial and technology. Wright also has extensive experience in working with private equity firms and their subsequent portfolio companies and is well versed in client asset management, financial modeling and analysis, and relationship management. He has spoken on panels at conferences throughout the United States and his young organization has received numerous awards acknowledging their achievements. Prior to founding Disruptive Innovations, Wright was the director of strategic accounts at Resourcive and was one of the key team members in building out the consultative practice there. He has a strong understanding of payback models and ROI in both the public and private sectors. Wright holds a bachelor's degree from Fordham University with a dual major in economics and sociology.

Usman Zahoor
VP of Channel & Community, Rev.io

Usman Zahoor is a growth-driven leader with over a decade of sales experience and a proven track record of building successful channel programs and driving partner revenue. He began his career in telecom sales, helping small businesses navigate their communications needs while mentoring and leading high-performing teams.

From there, Zahoor transitioned into the MSP industry, joining a communications billing startup as its first North American hire. He played a pivotal role in expanding the company's presence, leading sales, marketing, and partnerships, and rapidly scaling revenue. His expertise in aligning sales and marketing, fostering strong partner relationships, and executing go-to-market strategies helped position the company as a recognized leader in telecom billing for MSPs. Zahoor remains dedicated to helping MSPs and service providers unlock new revenue streams by solving complex billing and back-office challenges.