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Proven Enterprise Software & Managed Services Leader

Objective

Lead business expansion/development for new IT services and solutions. Identify, qualify and close business opportunities that generate sustainable revenue and profits from enterprise customers for an employer that values innovative thought, rewards creative problem-solving, is dedicated to hiring the most talented people, facilitates cooperation and communication with both internal and external stakeholders, and has the flexibility and commitment to act when presented with qualified, new ventures.

Areas of Expertise

- High-Dollar, Domestic and International Contract/Deal Negotiations for Enterprise Software and Managed Services
- Enterprise Sales of Cloud-based (PaaS + SaaS) ITSM, ALM and other business workflow-based solutions
- C-Level Sales – Understand Enterprise Workflows/Business Issues/Metrics and Comfortably Discuss them with C-Level
- Creative Innovation – Excel at Identifying New Opportunities for Industry-Specific Application of Solution Portfolio

Employment History

Kaseya Corporation (acquired by Insight Ventures + moved HQ to Boston, MA) **Miami, Florida**
North American Vice President of Enterprise Sales **2013**

Overview: Created G2M Strategy for taking PaaS-based automation + IT Service Management solutions to the enterprise market.
Accomplishments: Built pipe of \$25M; Established Service-Now partnership to cooperatively pursue enterprise opportunities; Successfully introduced Kaseya to the big consulting firms (Accenture, KPMG, etc...) and began to displace HP, BMC, CA.

Hewlett Packard **Central Florida, USA**
HP Enterprise Services (formerly EDS) & HP Software **2009 – 2013**

National Account Manager for The Walt Disney Company
Overview: Sold Cloud, Apps, BSM, Mobile and Analytics Software + Services Solutions to the Media & Entertainment Industry
Accomplishments: Closed over \$6.5M in first 8 months (from start date to end of fiscal year), achieving 160% of goal in first year; 110% in second year and 150% (\$27M) in third year; one of three to lead team for a \$650 Million pursuit to replace IBM.

BMC Software, Inc. **Central Florida, USA**
District Manager **2008 – 2009**

A leader in Business Service Management (BSM), BMC's comprehensive approach and unified platform help IT organizations cut costs, reduce risk and drive business profit. Responsibilities include: Driving new sales opportunities in targeted enterprise and corporate accounts in Southeast Florida

Accomplishments:

- Top Sales Performer in the Southeast US Region in first two quarters with company.
- Closed \$1.1M deal with a net-new customer, a global telecom, in 60 days, from first contact to signed contract.

Citrix Systems, Inc. **Central Florida, USA**
Key Account Executive (promoted from Sr. Account Manager in 2006) **2003 - 2008**

Citrix is a leader in the application and desktop virtualization space. Its Online Division of Citrix Systems was a pioneer in Application Virtualization and Application-related Managed Services. Responsibilities Included: Met/exceeded quote selling to strategic, enterprise customers and prospective clients in the Southeastern US; Engaged C-level in target accounts to qualify/close sales opportunities identified in those accounts.

Accomplishments:

- Awards included: Citrix President's Club, Top Producer Central/Eastern U.S. Region & Top 5% Globally
- Closed two (2) of the five (5) largest revenue deals in both 2005 and 2006 and three (3) of the top ten (10) deals in 2007

Defining Vision, LLC (for Lectra Systems, Inc.) **Central Florida, USA**
Director, Strategic Business Development **2000 – 2003**

Sold enterprise PLM, manufacturing, and e-business solutions to Global 1000 apparel companies

Accomplishments: Promoted to global position after six months because of outstanding performance

Business Profile

1. Listed below are various groups who contribute to campaigns. Please indicate, by each group, whether you believe they will support or oppose your candidacy?

➤ Agribusiness	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Personal Injury Trial Lawyers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Banking & Finance	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Developers	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Environment Groups	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Insurance	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Labor Unions	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Local Businesses	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Manufacturers	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Medical (Physicians)	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Party Leadership	<input checked="" type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Architects/Engineers/CPAs	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Realtors	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Teachers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose

NOTE: Left blank if unknown.

2. The Business community should support my candidacy because:

I am an accomplished business leader with a proven track record of success. I have worked for companies of all sizes and owned my own businesses. Additionally, I've had the rare experience of opening a company in a foreign country. I started the Southern Europe and Middle East Division of an American software company in Paris, France. I understand, first-hand, what happens when government interferes with business, through high taxes and unnecessary regulation. I know that I was only successful in my life because of the unique opportunity afforded us in America by our free-market system.

3. Describe your experience that qualifies you for the position you seek.

When the Walt Disney Company wanted to transform the way visitors experience their amusement parks, they came to my team at Hewlett Packard for help. The three-year, \$1 Billion-dollar project improved Disney customers' experience through the use of innovation and technology. My career has always involved finding creative solutions to novel and complex problems. I know how to bring the right people together to produce the desired outcomes.

Candidates may be asked to fill out more detailed issue questionnaires, specific to their race.

Monique Miller, State Representative District 52

1. Assuming you are elected to the Florida legislature, what will be your primary area of interest and what do you hope to accomplish in this area? What committees will you request?

Whenever a regulation is passed, the first thing a business must do is change their IT Systems to accommodate changes to their processes. These changes can result in enormous costs. Unfortunately, there is no assessment of this economic impact during the legislative process. One of my goals is to create and serve on a technology committee that would provide this important insight as legislation is being considered.

Other committees that interest me include:

Education – I have two main goals for education: 1. Restore local control of our children’s education. Brevard parents and teachers know what’s best for Brevard students. 2. Restore the opportunity for students to take a vocational path in their education. Not everyone wants to or should go to college. Additionally, the workforce is in need of skilled tradesmen.

Regulatory Affairs – Over-regulation is killing job, and regulation is being piled on at every level of government. We desperately need to conduct a regulation rationalization and begin the process of removing regulations that do not directly result in measurable, improved outcomes.

Economic Development and Tourism – Not only is Brevard County competing with other states, it is competing with other countries. We must make Florida the most business-friendly place for companies to invest and remain for the long-term.

2. When serving in Tallahassee how do/will you weight decisions between the needs of your local district constituency and those of the state as a whole?

As a Republican, I believe that those closest to a need or problem are best-suited to address it. However, some business matters call for a broader definition of the operating environment to ensure predictability and enable business planning. The best solution is for the legislative delegation to work closely with county and municipal-level officials. Sadly, that has not been the case in Brevard County to date. By working off of a common plan, there are fewer opportunities for disagreement over jurisdiction.

3. In the next 10 years, what do you believe will be the top three most important critical needs of Floridians/Brevard Country residents? What do you propose we do to cope with these critical needs?

Jobs / Economic Development – We have a unique opportunity here on Florida’s Space Coast as the aerospace industry continues to be driven by the private sector. We must capitalize on this opportunity by making Florida the best place for these companies to do business. Not only is Florida competing with other states for these investments, but we are also competing with other countries. We have a tremendous workforce, but we have a lot of work to do to improve the regulatory environment and the cost of doing business in Florida and Brevard County. Businesses want predictability, so it is important that we align our efforts all levels of government. We must be working off of a common plan.

Healthcare and Health Resources – The Affordable Care Act has proven to be anything but. The costs of healthcare and insurance are rising at an unprecedented rate. Doctors are leaving their profession in droves or becoming concierge doctors that do not serve Medicare, Tri-care and Medicaid patients. This is quickly leading to a shortage of medical resources to serve Florida’s aging population. Furthermore, the implementation of the ACA led to the removal of key safety nets that were in existence - at the state level - for those with life-long health conditions. Florida

must decide what is best for Floridians, regardless of what happens at the Federal level. What we have now is not sustainable – for either patients or providers.

Health of the Indian River Lagoon – Tourism is critical to Florida and to Brevard County. It is also important for us to protect our citizens' single largest investment: their house. Home values will be impacted if the lagoon is not healthy. My plan to address this is detailed below.

4. The Indian River Lagoon is on the forefront of everyone's mind. The fish kill began just days after Gov. Scott vetoed \$700,000 for the Indian River Lagoon project. Knowing how important Agriculture/Water issues to Brevard voters, what problems do you see & how do you intend to help overcome them?

Indian River Lagoon {IRL} The lagoon is what uniquely defines Brevard County. It is our backyard, our playground - a source of fun, food and natural beauty. It also has tremendous economic value to the Space Coast and is one of my top priorities.

There isn't one, single cause for the condition of the lagoon. It is a complex system, but there are things that can be done to help in the healing process. Unfortunately, layers upon layers of government bureaucracy make it almost impossible to execute approved action. There is an urgent need to reduce this complexity, and people on both side of the isle are calling for change.

After the devastating events that impacted the lagoon in 2012 and 2013, I decided to step away from the computer industry for six months to do something about it. Even though I am a conservative, politically, I was able to find common ground with people from across the political spectrum and work toward our shared goals.

I focused my efforts on a community-based, science-led solution for the IRL with Marine Resources Council (MRC) and Florida Institute of Technology (FIT). The project involved identifying and bringing together 100 delegates, representing over 30 community stakeholder groups, for a Lagoon Action Assembly. Over three days, the delegates were driven toward consensus using a process developed by President Eisenhower called the American Assembly.

By the end of the Assembly, the representatives outlined what the community wants for its lagoon. The action plan, a prioritized list of projects and guiding principles for the IRL, was meant to serve as a reference for the scores of government agencies and non-profit organizations actively involved in the lagoon's management.

I traveled to Tallahassee to meet with elected officials about the IRL and the Lagoon Action Assembly. I secured the support of several key legislators, and the program is being assessed as a model for use in other parts of Florida.

The IRL project demonstrated the positive impact I was able to have on a complex problem. Afterward, I realized the importance of my staying directly engaged to see it through. I feel the best way for me to do this is as a State Representative for central Brevard County.

I will focus on simplifying the layers of regulation and clarifying roles and responsibilities among the many federal, state and local government agencies. By simplifying the ecosystem, dedicated community organizations can take over the primary responsibility for managing the lagoon according to the community's wishes.

For example, one of the biggest obstacles to effective lagoon management stems from it being under the jurisdiction of two separate water management districts. By putting the entire lagoon under a single water management district or similar entity, it will simplify permitting, budgeting and management while making it possible to establish more relevant water quality metrics and account for the outcomes of projects involving government funding.

Responses from general questionnaire:

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