



## Introduction

At MicroAge we pride ourselves in building long-lasting, mutually beneficial relationships... with our clients, our associates, and with our partners. We think it's one of the main reasons we've been around for 40 years.

To bolster collaborative efforts with our supply chain, we have developed a strong Partner Relations team made up of marketing and technical enthusiasts, ready to make things happen!

Let's meet the team...

## The Front Line

The Partner Relations Front Line team are your main contacts at MicroAge. They manage most aspects of the relationship with our supply partners, and we've made navigating engagement as easy as 1-2-3!

1. First and foremost, you'll want to chat with Loretta Yu. She's your go-to person for 90% of your questions and requests – especially when it comes to getting time with our Sales team. (Read: Loretta is the gatekeeper.)
2. Lauren Oxford is focused on joint business and marketing plans with our preferred partners.
3. And Amanda Woody manages the team. She concentrates on partner programs, authorizations and go-to-market plans with preferred partners.

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**LORETTA YU**  
Marketing Coordinator  
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#### WHEN TO ENGAGE

- Introduction and engagement with the sales team
- Training and enablement scheduling
- Client event requests

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**LAUREN OXFORD**  
Marketing Specialist  
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#### WHEN TO ENGAGE

- Joint-business planning
- Marketing planning and execution for preferred partners

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**AMANDA WOODY**  
Director of Partner Relations & Marketing  
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#### WHEN TO ENGAGE

- Strategic business planning with preferred partners
- Partner program and legal agreements
- Partner authorization management
- Marketing campaign development

## Solutions Engineering

Our Solutions Engineering team is headed up by Wyatt Bowman. Talk to Wyatt when it comes to:

- Data center design and architecture
- Cloud architecture and cloud hosting services
- Professional services
- Partner certifications and accreditations



**WYATT BOWMAN**  
Director of Solutions Engineering  
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## Practice Management

The MicroAge Practice Management team is dedicated to driving awareness, adoption and revenue around new and innovative technologies with both our account executives and clients. Responsibilities include:

- Technology evangelists
- Provide thought leadership around established and emerging technologies
- Strategic initiatives
- Partner certifications and competencies
- Client activities and events
- Training and enablement
- Account executive engagement
- Proactive and reactive engagement
- Proactive campaigns
- Account mapping

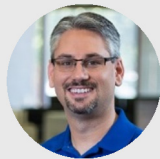


**PERRY PETERSON**  
DIRECTOR OF PRACTICE  
MANAGEMENT

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PRACTICE AREAS

- Virtualization
- Cloud



**JASON LASSOURREILLE**  
SECURITY & NETWORKING  
PRACTICE MANAGER

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PRACTICE AREAS

- Security
- Networking



**PHIL TUCKWILLER**  
TELECOM  
PRACTICE MANAGER

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PRACTICE AREAS

- Communications
- Collaboration



**DALE JANDA**  
DISASTER RECOVERY & STORAGE  
PRACTICE MANAGER

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PRACTICE AREAS

- Disaster Recovery
- Storage

## Executive Team

At an executive level, MicroAge is represented by Tracey Hayes and Mark McKeever. They work with our preferred partners to ensure they have a strong relationship with the entire MicroAge organization. Both regularly serve on partner advisory boards for industry leaders, including Cisco, Dell, Hewlett Packard Enterprise, HP Inc., Microsoft and VMware. Press inquiries should be directed to Tracey and Mark.



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**MARK MCKEEVER**  
PRINCIPAL

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