

Sales Territories & Contact Information
Strategic Partner Manager Team

MicroCorp's team of Strategic Partner Managers boast an average of 18 years of channel experience.

Engaging with Strategic Partner Managers

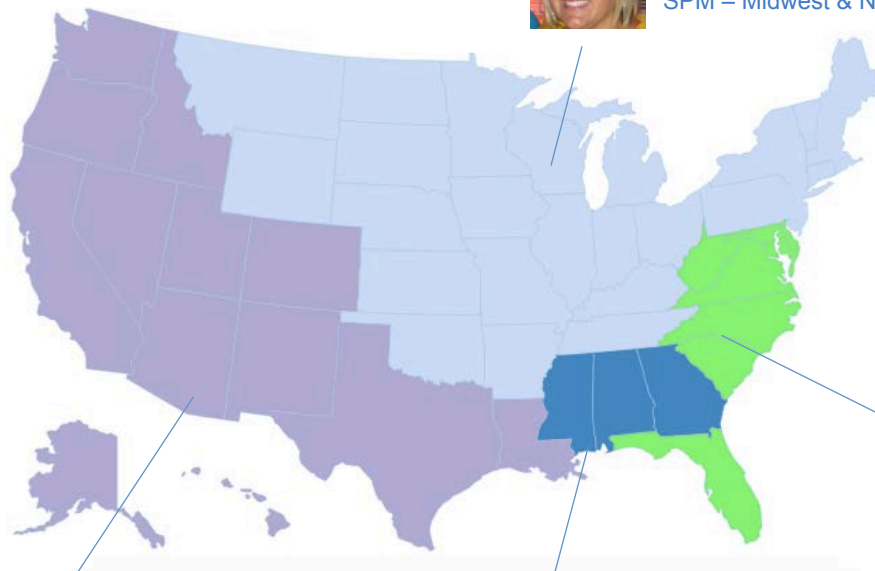
- Introductions to MicroCorp partners
- Providing new partner leads
- Arranging local events
- Managing complex sales



Chris O'Brien
VP of Sales



Erica Hering-Kovacs
SPM – Midwest & Northeast



Monica Lester
SPM - Southeast



David Burgeson
SPM - TX & Southwest



Cyndie Briggs
SPM - GA, AL, MS

Chris O'Brien	VP of Sales	678-810-0285	chris.obrien@microcorp.com
Cyndie Briggs	Strategic Partner Manager – GA-AL-MS	678-810-0289	cynthia.briggs@microcorp.com
David Burgeson	Strategic Partner Manager - Texas & SW	972-457-3681	david.burgeson@microcorp.com
Erica Hering-Kovacs	Strategic Partner Manager – Midwest, NE	513-280-4116	erica.hering-kovacs@microcorp.com
Monica Lester	Strategic Partner Manager - Southeast	678-810-0282	monica.lester@microcorp.com

The Support Team

Sales Support – Engineering – Commissions – Provider Management

Engaging with Partner Managers

- Introductions to MicroCorp Partners
- Managing quotes and sales
- Escalations
- Developing partners

Partner Management Team

Eric Ruby Mgr. Partner Support	678-975-3829	eric.ruby@microcorp.com
LaKisha Billings - PM	678-810-0305	lakisha.billings@microcorp.com
Doug Bradshaw - PM	352-304-6275	doug.bradshaw@microcorp.com
Paul Clinton - PM	678-810-0307	paul.clinton@microcorp.com
Gordon Kracoff - PM	678-810-0279	gordon.kracoff@microcorp.com
Mary Loeffler - PM	303-928-3447	mary.loeffler@microcorp.com
Trina Tharpe - PM	770-865-0949	trina.tharpe@microcorp.com
Bob Wagner - PM	678-810-0299	bob.wagner@microcorp.com

Additional Contacts

Engineer	Sean Weisenburger	sean.weisenburger@microcorp.com 502-554-9011
Director of Operations	Kim Goolsby	kim.goolsby@microcorp.com 678-810-0295
Cable PM	Ashley Brooks	ashley.brooks@microcorp.com 678-894-9735
Commissions	Commission Team	teamcomm@microcorp.com 770-649-1919
Provider Management	Open	Open

Nautilus Submissions

Spiffs, promos, trainings, events, contact info carrierinfo@microcorp.com

State	Strategic Partner Manager	Partner Manager
Alabama	Cyndie Briggs	LaKisha Billings
Alaska	David Burgeson	Mary Loeffler
Arizona	David Burgeson	Mary Loeffler
Arkansas	David Burgeson	LaKisha Billings
California	David Burgeson	Mary Loeffler
Colorado	David Burgeson	Mary Loeffler
Connecticut	Erica Hering	Bob Wagner
Delaware	Monica Lester	Bob Wagner
Florida	Monica Lester	Trina Tharpe
Georgia	Cyndie Briggs	LaKisha Billings
Hawaii	David Burgeson	Mary Loeffler
Idaho	David Burgeson	Mary Loeffler
Illinois	Erica Hering	Bob Wagner
Indiana	Erica Hering	Bob Wagner
Iowa	Erica Hering	Paul Clinton
Kansas	Erica Hering	Paul Clinton
Kentucky	Erica Hering	Bob Wagner
Louisiana	David Burgeson	LaKisha Billings
Maine	Erica Hering	Bob Wagner
Maryland	Monica Lester	Bob Wagner
Massachusetts	Erica Hering	Bob Wagner
Michigan	Erica Hering	Bob Wagner
Minnesota	Erica Hering	Paul Clinton
Mississippi	Cyndie Briggs	LaKisha Billings
Missouri	Erica Hering	Paul Clinton
Montana	Erica Hering	Mary Loeffler
Nebraska	Erica Hering	Paul Clinton
Nevada	David Burgeson	Mary Loeffler
New Hampshire	Erica Hering	Bob Wagner
New Jersey	Erica Hering	Bob Wagner
New Mexico	David Burgeson	Mary Loeffler
New York	Erica Hering	Bob Wagner
North Carolina	Monica Lester	Trina Tharpe
North Dakota	Erica Hering	Paul Clinton
Ohio	Erica Hering	Bob Wagner
Oklahoma	David Burgeson	Paul Clinton
Oregon	David Burgeson	Mary Loeffler
Pennsylvania	Erica Hering	Bob Wagner
Rhode Island	Erica Hering	Bob Wagner
South Carolina	Monica Lester	Trina Tharpe
South Dakota	Erica Hering	Paul Clinton
Tennessee	Erica Hering	LaKisha Billings
Texas	David Burgeson	Mary Loeffler
Utah	David Burgeson	Mary Loeffler
Erica Hering	Erica Hering	Bob Wagner
Virginia	Monica Lester	Trina Tharpe
Washington	David Burgeson	Mary Loeffler
West Virginia	Monica Lester	Bob Wagner
Wisconsin	Erica Hering	Bob Wagner
Wyoming	Erica Hering	Mary Loeffler