



## GREG DAVIS

*SageNet, SVP of Product Management*



Greg Davis has more than 30 years of experience developing and marketing technology services to enterprise clients to help them protect and grow their businesses.

### Previous Experience

#### SVP, Sales & Marketing, Convergent

- At Convergent, a national digital signage provider, Greg managed the entire sales and marketing team and led the company's effort to develop the company's suite of fully managed Digital Signage as a Service ("DSaaS") solutions.

#### Sales & Marketing Officer, Advocate

- Greg built a team to evaluate, source and implement IaaS, VoIP, SIP, Wireless and Network solutions and managed relationships with more than 120 cloud and connectivity service providers at this technology consulting firm helping global enterprises transform and optimize their IT and communications infrastructure.

#### VP, Cloud Services, MegaPath

- At this national business phone, network and cloud services provider, Greg developed, launched and managed a new Cloud Services line of business, including Public/Private/Hybrid Cloud Hosting, Hosted Exchange/SharePoint and Data Backup & Recovery services. He also managed a nationwide field sales team supporting 85 resellers, including AT&T, Verizon and British Telecom.

### Topics Greg can speak on

- Building high-growth technology companies:
  - Corporate strategy / M&A
  - Sales leadership
  - Channel development
  - Product management
  - Marketing communications
  - Enhancing the customer experience
- Enabling customers to grow their businesses using transformative technologies:
  - UCaaS to improve organizational agility and productivity
  - Digital signage to control the in-store customer journey and drive retail sales/margins
  - Data-driven signage content to increase employee engagement and improve operational effectiveness

### Additional Expertise

- Greg specializes in SaaS, UCaaS and Network Security services and has led sales and marketing teams that have achieved industry firsts within the data networking, security and telecom industries:
  - The first mobile satellite telephone service provider: AMSC
  - The first managed hosting service provider: Digex
  - The first broadband Virtual Private Network (VPN) service provider: MegaPath
  - The first Digital Signage as a Service (DSaaS) provider: Convergent
- He has held executive positions for two IPOs generating over \$450 million and a six-acquisition roll-up to grow a company from \$25 million to \$465 million in revenue



## About SageNet

SageNet is passionate about trusted connections. The company believes that by creating, discovering and nurturing trusted connections with its customers, associates and community, SageNet enhances the world that connects us all.

As a leader in managed network and cybersecurity services, SageNet connects, manages and protects technologies and devices across the enterprise. The company offers world-class service and support via its three US-based 24/7 Network Operations Centers (NOCs) and Security Operations Centers (SOCs), geographically-diverse teleports, a central National Logistics Center, multiple data centers, and a nationwide field service organization.

With a three-decade track record in managed services, SageNet boasts a long-term customer base that includes the nation's largest retail, healthcare, financial, utilities and energy organizations. SageNet manages communications at more than 160,000 locations. Headquartered in Tulsa, SageNet has regional offices in Atlanta, Chicago, Philadelphia, Toronto and Washington, D.C.

*A lot of digital signage companies are not security and network savvy.  
Some are just software companies and quickly move on after the sale, while others  
are integrators and just want to install everything and hand over the keys.  
SageNet is uniquely positioned to help customers with everything, from their  
digital signage strategy and content to network operations and maintenance.  
We become more of what they really need – a strategic partner.*

**Greg Davis**  
SVP of Product Management  
SageNet

**To schedule an interview, please contact:**

Reyan Carpenter at 703-848-1141 or [reyan.carpenter@sagenet.com](mailto:reyan.carpenter@sagenet.com)  
Barrett Waller at 918.284.0796 or [barrett@thinkpropeller.com](mailto:barrett@thinkpropeller.com)

