

Matt Miszewski

Public Sector CIO, Global GM, SVP, ELT Member, BoD Member

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128 people have recommended Matt

"I remember meeting Matt for the first time when I interviewed for my current role almost exactly a year ago. He shared his management philosophy and the fact that he welcomes (and even sometimes demands!) honest and direct feedback from team members, even if your point of view goes against those more senior than you. I have found this to be very refreshing and energizing. He also encourages his team to take chances and not worry about failure. This approach then instills a level of confidence in us which allows the team to push forward, test new ideas and strategies, without fear of failure, and has resulted in our team being able to achieve great things in the last year!"

— **Roxy Gribben**, *Senior Marketing Director, Digital Realty*

"I have had the privilege of working with many dynamic, charismatic, and trailblazing leaders in various industries throughout my career. When it comes to Matt Miszewski, the short answer is I would follow him anywhere. "

— **Laura Matheney**, *Director, Learning and Development, Digital Realty*

"I had the privilege of working with Matt for three years and, from the beginning, it was clear that he was a leader devoted to our customers' success. Matt brought a different perspective to the sales process, focusing on how our service to our customers translated directly to the greater good because it allowed our customers to enable positive change to those who depended on them. When you realize that your efforts are enabling others to focus on the great issues facing society, changing lives for the better, it changes your own perspective on the world and your role in it. And your work goes from being a job to being a passion. It's no surprise then, that Matt is a person of great integrity. I worked closely with him to assist one of his employees who suddenly and unexpectedly found himself in a potentially dangerous situation. Matt's sole focus was the safety of his employee and he worked tirelessly to ensure that the employee received the support he needed until the situation was resolved. Matt also genuinely values the input of others, even those who disagree with him. I once challenged him during a public forum, even though I knew my question was potentially controversial; relying on our friendship and mutual respect to ensure it would be taken in good faith. It was. Matt acknowledged my concerns and pledged to raise them with management. Afterward, he thanked me privately for my comments as well. That's what a leader does. I'm happy to recommend Matt as a seasoned

executive leader who stands by the integrity of his beliefs, is dedicated to the success of his customers and is committed to the well-being of his colleagues and employees. He is a thought leader who is well positioned to bring value and would be an asset to any organization seeking to drive growth through increased employee commitment and dedication to customer success."

— **Gary Smith, CISSP, Vice President, Portfolio Security, Digital Realty**

"Working with Matt, and experiencing the leadership, guidance, knowledge, and enthusiasm that he brings to his job every day was truly a privilege. He is a leader who challenges, empowers, and motivates those around him. When I think of Matt I immediately think of the two following statements (which will forever stick with me throughout my career and throughout life): Never, ever, ever give up. Never be afraid to speak your mind, even when your voice is shaking. Enough said # Thank you, Matt!! "

— **Chelsea Robinson, Competitive Intelligence, Digital Realty**

"The first time I met Matt was during the last step of my interview process at Digital, where he had, without hesitation, extended his return flight back from NYC to San Francisco just to take the time to meet with me in person. That is simply the type of person he is. Matt wants to understand his people in depth... not only if they are "qualified" for the role, but seeks depth in understanding his team as complete individuals. It was not too long after that meeting before I came to understand the ingredients that comprises Matt into the extraordinarily rare Sr. Leader that he is- hustle, intellect, industry knowledge (anything from technology, sales & marketing, legal, finance, customer relationship skills, and much more) combined with an absolutely genuine personality which embodies his passionate character. He teaches & leads by example, is not afraid to roll up his sleeves and fight with you to the end, and truly wants what is best for you. Whether the matter is large or small, Matt will always be there to take your call and give you the advice that you seek... and then some. One of the smartest individuals that I have come across in my career, I would recommend Matt without hesitation to any corporation that is looking for an executive that will bring them to the level. "

— **Dean Chenarides, Regional Sales Manager at THousandEyes**

"Every SVP of Sales demands success. That's a given but it's not what makes a great leader. A great leader understands what that he needs to do more than just deliver a quota. Matt has pushed from day 1 to make sure our team has the support we need from a product, pricing, and operations perspective. He's designed the sales force in such a way that we all know how to play our part in making a positive impact to the company. As sales professionals, we demand results from our leaders too and Matt delivers. If he doesn't for some reason then he owns it. One of the best characteristics of Matt's leadership style is that he welcomes input from his team regardless of role or title. When you have an opportunity to add value personally, even with a company as large as Digital, it's truly meaningful. After working under Matt's leadership I would go into battle with him any where any place. "

— **William Bentley, Sales Manager, Digital Realty**

"It is a very rare opportunity to work closely with someone who had a significant role in creating over four billion dollars in shareholder value in a short period of 10 quarters. Matt is an exceptional sales leader who injected a sense of purpose into the sales team resulting in raising the level of performance of the sales team to new heights. Under Matt's leadership the sales team produced quarter after quarter of exceptional results. Matt is one of those rare leaders who can see the forest and the trees at the same time. Matt brought out the best in his team, truly believed in the power of diversity and created a challenging, productive and fun environment. "

— **Chethan Prabhu**, *Vice President, Global Sales Operations and Customer Success, Interim VP of sales EMEA, Digital Realty*

"When Matt joined Digital Realty to lead our sales team his presence was immediately notice and his efforts were immediately impactful. Matt quickly put in place operational, marketing and sales support needed to focus/energize our teams. During such endeavors, Digital Realty placed interest in Mexico and Latin America, Matt was a big supporter of not only the region expansion but also of all the efforts and resources required to explore market entry. Matt showed care on making sure we as an organization had the proper tools to be successful and equally, brought a sense of personal/professional work ethic exemplary for us to follow. "

— **Martin Antunez**, *Director Latin America, Digital Realty*

"Matt values everyone's opinion and you have the ability to speak freely with him about whatever is on your mind. At the same time, you will never have to guess where Matt stands on a particular issue. I have seen how Matt brings a passion and energy to everything he does and it permeates the entire organization. Matt glances in the rear view mirror only long enough to remind himself of where he has come from, but he drives for what lies ahead. "

— **Mike McIntyre**, *Senior Sales Engineer, Digital Realty Trust*

"Matt is a genuinely and deeply passionate leader. Having attended three sales kickoff events that he led, I can confidently say that it is almost impossible for him to speak publicly without saying something inspirational. And he walks the walk. He models the behaviors that he asks of his team, and does not shy away from revealing who he is on a very personal level. Despite having a full calendar and significant responsibilities, he has always been available to me for external communications matters. On occasion, I have hesitated to ask for his time, but he has never said no, which I greatly appreciate. "

— **Rebecca Bergman**, *Director of Corporate Communications, Digital Realty*

"I've had the privilege of working with Matt for nearly five years at Digital Realty. There are a number of positive ways I could speak about Matt but I think the most important one is his special ability to connect

with people. During our time working together what I've learned the most from him is how to communicate to peers & customers that transpires to the most successful way possible. Listen to what your customer's needs, and I don't necessarily mean a customer but anyone whom you are building a relationship with. In addition to building relationships, how to capture a room; Matt is exceptional at corralling people behind one goal and leading by example."

— **Michael Ibrahim**, *Director, Portfolio Planning & Analysis, Digital Realty*

"Matt has a very high intellect combined with a broader set of experience (sales, marketing, legal, product, I.T.) than virtually anyone. He does a terrific job of combining these skills and experiences to help clients while ensuring our firm is meeting our goals. Matt is destined for bigger things, his drive and passion and these talents ensure it. It's nice to work with someone whose love of career makes it difficult to discern if he is working or playing, it's infectious! "

— **Brian Doricko**, *Chief Revenue Officer, DuPont Fabros Technology*

"I remember the first time I met Matt and to say he "arrived" would be an understatement. Digital had been successful but was running into roadblocks and difficulties as we take the company to the next level. Matt created a "firestorm" of excitement, commitment and energy that impacted the whole sales team. His leadership allowed us to take back a leadership position which seemed to be slowly fading. I look forward to each chance for some of his energy to rub off on me so I can be a better contributor - kind of says what LEADERSHIP is all about."

— **Dennis Kniery**, *Senior Sales Engineer, Digital Realty*

"I had the privilege of working with Matt and cannot say enough good things about his leadership skills and ability to see the big picture. His knowledge and experience in a multitude of industries makes him a dynamic asset to any company. Plus, he is an encourager through and through and elevates everyone around him with his innovation and handwork. "

— **Kial Long**, *Marketing at CannaCraft, Inc.*

"I'm honored Matt would even ask me to recommend him, and even though it might seem self-serving to evangelize your boss, I am happy to do so. I can honestly say with proper deference to previous employers and mentors, that Matt is one of a kind, and an incredible guide and motivator. I find myself stretched and challenged every day, yet energized by Matt's authenticity, clarity, and humility. We work too hard in this life not to sincerely enjoy the people we work with, as well as be able to learn deeply from them, and I consider myself very fortunate to have landed in Matt's org and benefit from his leadership and friendship."

— **Jeff Baumgarten**, *Sales, Marketing and Operations Executive*

"Matt is an exceptional leader and motivator of people, a communicator with outstanding results that not only captures attention but has meaningful impact. A true executive that is able to get the best out of people and an individual that believes that nothing is impossible and potential is limitless. Matt is relentless in driving high performance results, results that build long term and sustainable value as evidenced by the change in sales velocity, margins and shareholder value over the last 2 years. A leader of his own destiny!"

— **Warren Barrie**, *Commercial Director at Carbon-12*

"Matt is a great leader & game changer in a very niche technological industry. I had the pleasure of working for Matt at Digital Realty and his leadership, global strategy, and wealth of knowledge was truly a pleasure to see and be part of. He truly understands what it means to empower his frontline leadership, making them truly elastic to win!"

— **Jhoan Checo**, *Vice President of Sales, CyrusOne*

"Matt's infectious energy, drive, and ambition has had visible effects on the direction of our company. And as the Senior Vice President of Global Sales and Marketing for one of the world's largest data center providers, this is no easy feat. He combines his experience in diverse verticals, information technology, and technical real estate with a deep understanding of client needs with a sincere focus on the customer experience. Matt extends this human-focus to our internal teams, where you know that he truly wants you and the company to succeed. As Digital Marketing Manager in the marketing department, I worked with Matt on multiple global campaigns. His knowledge of best practices around social media and online engagement have been a tremendous boon to the company in building both our community and brand equity online. His past experience in technology have also been leveraged in areas of search optimization, online advertising, and website analytics as he has been both a resource for audience insights and an advocate for expanding our efforts. For these reasons and my past experience working with Matt, I wholeheartedly recommend him for an executive leadership role in Global Sales and Marketing."

— **Jonathan Franks, MCM**, *Digital Marketing Manager & Guru, WeVideo*

"Living and working on the opposite coast from Matt meant very little personal interaction, but that does not mean I did not feel his presence. What a dynamic guy! I was truly impressed with how quickly he came to terms with the challenges facing our organization and then how quickly he was able to enact the changes required to drive our company toward the future. His influence was felt not only within the Sales organization, but throughout the company and in a positive way."

— **Alan Le Pera**, *Senior Sales Engineer, Digital Realty*

"I personally think the sales operation at DLR as never been better under Matt's direction. The Sales Directors seem to have a better understanding about how deal structure impacts returns and for me this is critical. As

part of the Investment committee Matt articulates the business side of individual deals and why or why not we should do them. He is well connected into some of the largest firms which is invaluable in gaining insight into what their needs truly are. DLR is fortunate to have a person of Matt's talents and abilities helping guide our future growth."

— **Steven Smith**, *Senior Asset Manager, Portfolio Management, Digital Realty*

"Matt is a detailed oriented sales driven individual who has assured solid deals for our company in the past. He never met a stranger and is warm and welcoming on all occasions. He is the consummate salesman! Happy to work with him again anytime anywhere! "

— **Bowdoin Pfeifer**, *Director of Construction, Asia Pacific Region, Digital Realty*

"Matt exemplifies true leadership. He is a visionary and has the ability to execute, which he has proven with effective results. Difficult decisions alongside productive conflict have not escaped Matt's professional make up and this will continue as he leads in placing Digital Realty in this continuously evolving industry. "

— **John Sarkis**, *VP Strategic Sales at NTT America*

"Matt consistently saw the big picture and the long term and was able to quickly grasp and fit new or 'out of the box' solutions into his understanding of our business. It was a pleasure to have worked with Matt. "

— **Aaron Binkley**, *Director of Sustainability, Digital Realty*

"Matt has an excellent ability to see talent and know when to insert himself to guide great things to happen. Matt has the leadership abilities to manage superior performers, long term thinkers, and extended teams critical to ensure meaningful wins and consistent performance."

— **Kevin Shanahan**, *Director, Western Region Sales, Digital Realty*

"I've worked with Matt at Digital Realty for over two years now, and during this time he has provided the direction and vision that have enabled our Sales and Marketing teams to achieve success for our clients, employees and shareholders. I recommend Matt as someone who is able to stand up organizations or increase ROI within existing ones. He is extremely intelligent and lays it all out on the line to support his teams. "

— **Greg Mann**, *Demand Marketing Manager, Digital Realty*

"Matt is a true leader who has the confidence to stand alone and has the courage to make tough decisions, and the compassion to listen to the needs of others within his team. Matt ensures that everyone performs at

their best, by not creating followers only more leaders time and time again. Matt doesn't predict the future he creates it. "

— **Scott O'Brien**, *Sales Director Australia, Digital Realty*

"Multi-million dollar targets? Hundreds of employees in multiple departments across the Globe? Complex & bespoke Customer needs? Pressure to stay ahead of an ever-evolving market? All requiring one point of leadership, limitless energy and strong direction? Call Matt..."

— **Carrie Biddulph**, *EMEA & APAC Commercial Operations, MediaMath*

"First I am honored at having the opportunity to recommend Matt. I have had the pleasure of working with Matt over the past two years and can honestly say that he has had a positive impact on me as well as the extended team. Matt expects and demands the absolute best out of the entire sales organization and through his leadership and coaching I can honestly say I have grown as a professional. I truly appreciate the opportunity I have had in working with Matt and look forward to many more years under his leadership."

— **Lance Poole**, *Sales Director, Digital Realty*

"Matt is one of the most versatile sales leaders that I've had the privilege to work with. Aside from his varied background which allows him to draw on relevant technical and sales experience, he is able to communicate his strategy in a manner that both inspires and motivates. Matt's candor and energy is also infectious. I would submit, whether you work with Matt or are a client of his, that you cannot walk away from an interaction with him where you haven't learned something or been uplifted in some way."

— **Scott Huguenin**, *Global Director High Tech Solutions at Verizon*

"Matt enjoys his job and it shows. He is extremely passionate about technology and its impact on our world. He has found his calling as an enabler of organizations, big and small, to realize their dreams. He is hugely successful because at his core he is a people person. I have worked with him for 2 years and watched him transform Digital Realty into an adaptive and agile technology thought leader. He brings out the best in people by challenging them to challenge themselves. And he makes it fun. It is a privilege to work with such an inspirational and dynamic leader."

— **Jason Rafkind**, *Senior Sales Engineer, Digital Realty*

"In my first two years of tenure at Digital Realty Trust, I have seen significant progress under Matt's Leadership in taking Digital Realty Trust to a new plateau. He has been instrumental in strengthening the One Digital Brand. He has implemented several new strategic sales and marketing initiatives that have resulted in record sales growth. He has also been influential in aligning the sales and operational processes to be in step

with our customer's needs. It is refreshing to be part of Matt's culture and philosophy that every employee can make an impact. "

— **Jason Bell**, *VP at JLL*

"I work in the IT Department of Digital Realty. What I have noticed about Matt is that he is not afraid to take on challenges in new technology. He has always expressed an interest in trying out new devices in our department and being a part of our Pilots. He shows an intense focus on learning new technology to better service new customers in this industry. I have had the privilege of sitting in on two Investor Relations calls while Matt was speaking to our Investors and the company. I was impressed with how he delivered his part of the information while on the call, by speaking clearly and concisely on the information pertaining to him and his team. When faced with questions from the Investors, he showed confidence in his ability to answer the questions, while under tremendous pressure. On a personal note, I have had a few conversation with him at work and he is a pleasure to talk to. He is very easy to approach, which for someone in Sales, I would think that would be an extreme advantage."

— **Bob Griffin**, *IT Analyst, Digital Realty*

"Hello Matt: looking back over the past twelve months our company has changed in various approaches. One paramount change that you championed is being more customer centric. Sure all companies need to be focused on customer satisfaction, that goes without saying but let's drill down and view the long term picture. Being a REIT in a growth segment such as data centers the customer centric model is actually a market share model. I commend your recognition that future growth is fueled by the recognition of market needs and positioning our offerings to capture long term share of the market "

— **Walter Greaney**, *Senior Asset Manager, Digital Realty Trust*

"Under Matt's leadership, I have seen the sales and marketing functions at Digital become more strategic and appropriately robust over the last two years. He has brought an infectious energy that demands continuous forward progress with the ability to get disparate corporate silos all pulling in the same direction toward a common goal. He's also damn funny, which helps. "

— **Jeff Stephens**, *Director, Bid Management, Digital Realty*

"I have worked with Matt during the earnings of our company. This has been my third earnings with the company and every time I am amazed by his confidence and ability to speak in public. He is an excellent orator and the way he tackles all the questions by analysts and investors is remarkable. He is always well prepared with all the knowledge necessary before every earnings call. I believe he is an outstanding senior leader of Digital Realty."

— **Shourya Sengupta**, *Senior Financial Analyst, Digital Realty and PwC*

"It was great to work with Matt while he was at salesforce. He was always willing to jump in, focus on what needed to be done to get the outcomes for our customers/partners/employees, and motivate the team to always improve on what we were doing."

— **Tony Owens**, *Executive Vice President, Salesforce.com*

"Matt was a fantastic resource and contributor to our team as we explored ways to engaging with our Enterprise customers at a new and higher level. He brought a wealth of experience, insight and well thought out action plans on how to really impact our GTM model. I truly enjoyed working with Matt and would welcome the opportunity at any point in the future!"

— **Dru Shiner**, *Chief Sales Officer at C2FO*

"In this digital revolution, Matt Miszewski leads the charge. Matt is an approachable, charismatic thought leader who gives much of himself to invent, engage and change things for the better. If you have seen his blog, FixingthePotholes.com, or heard him at his many public speaking appearances, you would also see his unique ability to make technology innovation leadership and solutioning look easy. I personally am very inspired by his leadership and vision of next generation government. He has an impressive depth of knowledge, diverse networked community and broad business expertise. Even more as a sought after senior executive, I truly appreciate that Matt readily makes himself accessible to others. He leads and inspires various stakeholders at multiple levels. It is my great pleasure to work with Matt."

— **Karina Homme**, *Senior Program Manager Azure Government at Microsoft*

"Matt is a visionary and a change agent. It is always a treat interacting with Matt, he has diverse knowledge and passion for everything that he does. Matt has the unique ability to assemble disparate information in creative ways to come up with effective solution with clear road map for solving complex problems. He is a consumat strategist and effective leader."

— **Rosa Akhtarkhavari**, *Chief Information Officer City of Orlando*

"Matt knows the public sector extremely well and is a strong evangelist who can relate to the most senior levels within organizations (public and commercial). He is witty and passionate about how cloud computing can change governments - improving efficiency, costs and the effectiveness of governing."

— **Sherrick Murdoff**, *VP Partner Investments at Salesforce.com*

"Matt is a passionate leader who knows the public sector and the technology that runs it very well. His creative thinking allows him to constantly come up with effective solutions to customer's needs."

— **Russell Murphy**, *Senior Sales Manager, APAC & Verticals at Salesforce.com*

"I first met Matt while giving a presentation at Microsoft headquarters about the Office of eDiplomacy's suite of home-grown collaborative platforms. We immediately clicked and found that we had much in common – helping non-techies translate their needs into business requirements that can be easily met by technologists. Our worlds also collided in Milwaukee, where Matt studied and now sits on the board of tech start ups and where I took Italian proto-angel investors to learn how to ignite an entrepreneurial ecosystem with smart early-stage investors. I hope Matt and I have the opportunity to work together more formally in the future. You should too."

— **Richard Boly**, *Principal at Beaurichly, LLP*

"I have had the pleasure of working with Matt for the last year and a half. To say that he is at the top of his class is an understatement. I have been thoroughly impressed with his passion, drive and vision for transforming the way government delivers solutions to its constituents. Second only to his drive and passion is his network of leaders across the globe. On more than one occasion he has reached out to that network to assist me on projects that I have worked on, and for that I am grateful."

— **Jim Harper**, *Senior Director of Business Development & Operations at Docusign*

"I had the pleasure to work with Matt on some very high profile projects at salesforce. His ability to analyze and dissect a situation is phenomenal. On several occasions we had antithetical positions, but Matt has the ability to take conflicting views and bring them together in a workable solution. I can always count on Matt giving me honest unbiased feedback that drives real results. I highly recommend Matt."

— **Kevin T. Simmons**, *Chief Revenue Officer at GizmoCreative*

"Matt is an exceptional relationship builder and collaboration agent. We were introduced earlier this year from an industry standpoint (vertical market development & cloud services) and have been able to work together to find opportunities around our business development objectives as well as strategic alignment of our IT ecosystem(s). I look forward to continuing to team with Matt..."

— **Gene Chao**, *VP and GM*

"The Woodrow Wilson Public Diplomacy Initiative included members from the private sector and especially the technology sector. Matt's unique background, understanding of global dynamics and governments as well as the potential impact of the tech sector in informing and engaging global audiences was a tremendous asset to the development of the business plan for a new Center for Global Engagement."

— **Goli Ameri**, *Under Secretary Humanitarian Diplomacy at International Federation of Red Cross Red Crescent*

"It has been a pleasure working with Matt for the last year and a half. His combination of business acumen and deep knowledge of the State & Local market made him a valuable part of our business at Salesforce.com. In his role, Matt helped our organization establish a strong presence in the Public Sector market and his

efforts directly contributed to a 3X growth in our pipeline for FY13 and FY14. Matt is tireless in his travel and his dedication to cultivating new customers. There is no one better to speak at events and evangelize the cloud message than Matt. On a personal level, Matt has a deep commitment to the success of each of his employees."

— **Carrie-Anne Mosley**, *VP Sales at SAP America*

"Matt has tremendous experience with enterprise software and with the information technology industry. He brings a fresh perspective on how information technology can drive positive transformation and value in the public and private sector."

— **Allyson Fryhoff**, *Chief Revenue Officer at Salesforce.org*

"Working under Matt executive guidance was really great: highly inspirational and motivational top executive leader, Matt is a great communicator and enabler, enjoying to share his unique experience related to IT&C based Government effectiveness for the benefit of the citizens and businesses. Matt is a great IT&C ambassador to governmental bodies as well as a great "voice" of governmental challenges and opportunities towards technology providers and communities. I would be very excited to work with Matt again."

— **Ovidiu Artopoulos**, *Secretary of State Ministerul Comunicațiilor și pentru Societatea Informațională*

"I have had the pleasure of working with Matt over the past year and a half. He has been a great asset to not only our team, but to Salesforce.com as a whole. He is able to provide perspective to our customers, as he has not only been in their shoes but understands what it takes to tackle large projects and make change happen. In a meeting, or conference where Matt is speaking customers are engaged and eager to learn more. He can paint a vision for our customers and help them build a path to be successful. I have learned a lot from Matt and feel that he would be a value added addition to any team he works with."

— **Stephanie Bogdanovic**, *Dynamics Sales at Microsoft*

"Matt has the ability to make people want to do more than they ever thought possible. He is critical but not adversarial, helpful but not uncritical. He understands organizational goals and the people that can get those done. I had a great time with Matt making the world a better place."

— **Pedro A. Colon**, *Milwaukee County Circuit Court Judge*

"Matt is a natural leader and has the ability, capability and capacity to set sales strategies with the understanding of how many organizations impact and provide value to the business capture efforts. He has more energy and grasps and retains more information than almost anyone I have met and worked with in my long career. Matt listens, guides, collaborates, solves problems - does what it takes to bring an entire public sector organization together. Everyone looks to Matt for that leadership. He's also a great guy and I am happy I had the chance to work with him."

— **Shelagh Long**, *Strategic Channel Development in Public Sector*

"Matt is a strategic leader who was great to have on the team. His reputation precedes him and was instrumental in getting us in front of a number of state and local executives."

— **Arielle Schwartz**, *Head of Data Partnerships Latin America, Twitter*

"Matt is a very bright guy who has a very deep understanding of public sector inner workings. Valuable asset to any company who needs to engage with local/state/federal government. I enjoy working with him immensely."

— **Igor Tsyganskiy**, *SVP at Salesforce.com*

"Matt is fantastic to work with at Salesforce.com. He has the ability to keep conversations at an executive level, while keeping the conversation casual, honest, and open. Customers feel comfortable talking with Matt because he speaks their language, as he has been faced with the same challenges they face today. He is able to address their problems, provide solutions, and be a trusted advisor. I recommend Matt and appreciate all the value he has brought to me and my customers."

— **Wendy Blatt**, *Client Executive at Telogis*

"Matt's Public Sector's vision was a driving force to make things happen at every level of government entities. His drive and efforts were always to push the best of the technology for the best citizen experience. And we had fun doing it, for the long run!"

— **Flavio Calonge**, *Industry Director, Local & Regional Government, LATAM, Microsoft*

"Matt is a powerful combination of experience that enables him to connect with customers move deals forward. He walked in the shoes of the customers as the CIO of Wisconsin. He provided vision for Salesforce.com and Microsoft. I never hesitated to bring Matt into one of my accounts. His passion, knowledge and experience changed the dynamic of the meeting. I respect him as a friend and professional and look forward to working with him again."

— **Brian Bentzen**, *Senior Strategic Account Manager at Salesforce.com*

"Matt's gift is the ability to understand and explain technology and translate that into government solutions to help citizens. While many people can grasp one side or the other of that equation, Matt exhibits mastery on both sides. His experience in both business and government means that he can relate to both groups, and his passion for both is readily apparent. I enjoy working with Matt."

— **Chris Spina**, *BDM Federal at VMware*

"Matt was an invaluable member of our Public Sector team and brought a level of energy to our leadership that paid dividends in pipeline creation and market awareness. Matt reinvigorated our pipeline generation team with new and innovative ways of tapping previously untouched market opportunities. Additionally, Matt's evangelism and speaking engagements increased our market awareness across the board. A great addition to any team..."

— **John Pellet**, *Regional Sales Director at Workday*

"Matt is superb evangelist who can convey the value of cloud computing to any audience with passion that shows. He understands underpinnings of cloud solutions and what it takes not just to buy, but to truly adopt. He knows the public sector community very well, what they need, where their pain points are, what their constraints are, and what they will listen to. He keeps close to the public sector community and is well respected there. I have personally watched him pitch and gain the respect of customers and partners in the space. A clear asset to Salesforce."

— **Sherrick Murdoff**, VP, Partner Investments, Salesforce.com

"Matt is a true leader and visionary in the government/technology space. His passion for change and healthy disruption in government is unmatched. It is clear that he cares deeply about helping government move to a more innovative and cost effective model. He has great ideas and knows how to execute."

— **Cameron Kahn**, *Senior AE, Public Sector at Salesforce.com*

"I supported Matt at salesforce.com while I was a part of the legal team, and he served as a senior vice president. He has a fantastic vision for technology along with a great understanding of the necessary details to get deals closed. He is incredibly easy to work with and knows how to navigate the various commercial and public sector business challenges. I fully endorse Matt's work."

— **Jason Barlow**, *Corporate Counsel for Public Sector at Salesforce.com*

"Matt is a natural leader who brings invaluable experience, dedication and commitment to his work everyday. In a highly competitive and sometimes exhausting industry, Matt consistently exudes passion and energy, and the results are there to prove it."

— **Eric Teasdale**, *Apptio, Area Director Federal Civilian*

"During the time that Matt was the CIO for the State of Wisconsin, I found him to be an aggressive forward thinker. Strategically, Matt is ahead of the curve and well-informed. Matt thinks on his feet quite well and is an excellent public speaker."

— **Mike Biagioli**, *CIO Waukesha County, Wisconsin*

"Matt was the WW Government GM was I first met him in Redmond HQ, during the visit of the HK Government delegation led by Ms Rita Lau, the Secretary of Economy and Commerce Bureau. Matt warmly received the delegation and shared the company strategies and direction on cloud, and was well received by the delegation. That conversation had reinforced the confidence of HK Government on Microsoft capabilities to lead in the IT industry, and also provided insight for the delegation and was impactful to their future IT direction strategy. Matt is a person always walk the talk. He promised to pay a trip to HK to visit Rita, and he did it. Matt also helped presenting the cloud strategy, as that time, the early stage of development, to one of the very important Government department in HK, and was well received, and laid an important milestone for our future engagement."

— **Christopher Chan**, *EPG Director, Microsoft China*

"Matt is the kind of guy you always hoped you would have as a colleague or manager. Someone you could talk to, and trust; but also someone who exudes competence & professionalism. Matt is an asset to any company, and an inspirational leader to any team."

— **Chris Browne**, *GAM G500 at Dell*

"Matt is an exceptional person with a strong ability to understand any given situation. Over the years I have known him he has proven to be a great resource and always has sound advice for how to proceed. Whenever I have a problem it seems Matt knows of a solution which is a attribute that I truly value. He is a person that can be trusted completely and his advice is always with your interest in mind. I am happy to call upon him and happier still to be able to call him a friend."

— **John D. Conley**, *Customer Success at Salesforce.com*

"Matt has a unique set of skills. He has both SLG and Global knowledge of IT issues and mission requirements. He has helped to build a framework of Global government solutions that are assisting in rebuilding economies."

— **Teresa Carlson**, *Vice President, Worldwide Public Sector Amazon*

"Matt is an amazing industry leader who has developed innovative strategies for improving government agencies in emerging, developing, and developed economies. He pioneered eGovernment programs aligning business strategy, marketing, sales, and services to drive market penetration and significant revenue growth annually. He built one world view of the Citizen Service Platform connecting local, national, and multi geo based government services in a cloud environment for people around the globe - a FIRST for the industry. Matt is an evangelist and visionary leader who champions the cause for people of all demographics and socio economic status to have access to the right services, however they want it, when they need it most. I would love the opportunity to work with Matt again. He changes the world we live in for the better!"

— **Kim Smith**, *Chief Digital Officer at CapGemini*

"I have had the pleasure to work with Matt while CIO at two Federal agencies, and while Matt was in State Gov and also while he has been at Microsoft. He is as collaborative of a leader as you will find. He listens to the issues and develops a roadmap that also supports his partners."

— **Scott Charbo**, *Chief Information Officer Department of Homeland Security*

"Matt is a complete package. He is solid technically and is a very good communicator. He has a good mix of private sector and government experience and can operate well in both environments. Matt has great vision and energy. I was particularly impressed with his willingness to dive into a project and get things done. I would love to work with him again."

— **Wendy Haig**, *Chief Operating Officer at Iron Horse Interactive*

"I worked with Matt for almost three years in the Public Sector organization. I had the privilege witnessing how Matt led a global organization through significant change--to make Microsoft's technology offers every more relevant to public sector functions, all in a customer-centric manner. His command of the public sector is unrivaled at Microsoft. His collegiality is contagious. He is always looking for a way to help others, and when he makes tough decisions he strives for consistency and transparency. It is a joy to work with Matt."

— **Diana Pallais**, *MD Partnerships for Technology Access at Microsoft*

"When it comes to evangelizing technology's impact on government services, Matt doesn't just talk the talk, he walks the walk. As a trusted advisor to government leaders, he's seen firsthand the positive impact of creating IT environments that deliver sustainable citizen services in the new economy. This is one of the reasons he has become an industry expert on how technology is making a difference on environment, infrastructure and government services."

— **Charlynn Duecy**, *Consumer, Crisis & Cybersecurity Comms Strategist*

"Matt is a tremendous asset to Microsoft team and the government industry. I am continually impressed by Matt's approach--listening to understand the true nature of the customers' and industry's issues and adding strategic and applicable solutions that are 'purposeful' [if I can borrow his term]. He is passionate about his work and his ability to really connect with people, especially his team, is invaluable. I have worked with Matt over the past two and a half years. I truly respect Matt as a thought leader and a genuine team player."

— **Carmen Mantalas**, *President Mantalas Communications*

"Matt's passion and relentless energy and enthusiasm shines through in everything he does. He combines practical, professional experience as a former CIO of Utah State with a strong, insightful understanding of geopolitics. Matt brings practical insight into the relationship between technology and governmental policy, including its wider impacts on socio-economic development. His awareness of local and national cultural differences in many parts of the world, both political and technical, helps him to provide practical, innovative

guidance relevant to specific needs. I have witnessed Matt bringing a new, positive perspective to senior political and policy issues, enabling the smarter, better use of technology in the design and support of public policy. He inspires and energises those around him, both in his own team and in those he works with. I'd have no hesitation recommending Matt or working with him again."

— **Jerry Fishenden**, *CTO/NTO United Kingdom, Microsoft*

"Matt was really the "evangelist" of our cloud mission in public sector. he really was instrumental as a change agent in our teams, and created full awareness a "new" approach was needed. it was great to have these visionairs in the company. thanks Matt"

— **Wilfried Grommen**, *Chief Technology Officer HP Enterprise*

"Matt has been a great addition to the Microsoft team. His experience as CIO of Wisconsin has allowed him to share the customer needs when it comes to technology. His number one priority is the customer and making sure that Microsoft keeps that a priority as well. His embrace of social media keeps him on the cutting edge of government as well as he effortlessly combines his former and current lives. Matt is an amazing partner and leader!"

— **Kristin Bockius**, *Senior Product Marketing Manager at Microsoft Corporation*

"I've had the pleasure of working with Matt for a number of years. He is a passionate committed believer in the power of IT to help build better lives, societies and economies around the world. He is a tireless advocate for the needs of our customers and brings his wealth of direct experience to bear in every interaction. At the same time he always drives for results, has been one of the best collaborative partners with me and my team and always delivers on commitments made even during very tough and stressful projects."

— **Jonathan Murray**, *Chief Technology Officer dprism, NYTimes, Warner Music*

"Matt is a world class leader. Though we worked in different industries within Worldwide Public Sector, he demonstrated a sincere interest in helping me to onboard to MSFT. Matt has a firm grasp on how existing and new technologies can serve the needs of customers. He is an impressive communicator both oral and written, and has a realness to him that makes him very approachable by colleagues at all levels of an organization. He's the kind of person you want on your team."

— **Larry Nelson**, *Managing Director Global Education at Microsoft Corporation*

"Matt is a visionary and passionate IT leader both in USA and the international arena. He brought such a rich experience as CIO of State of Wisconsin to his position as GM, WW Government at Microsoft. As such, he understands the critical needs(pain points) of the users-digital(eHealthcare, eLearning) inclusion, security/privacy, green IT, etc and is always user-centric which is very different from Microsoft's steamrolling mindset. He fully understands the value of IT, how IT can become valuable assets of governments and their

constituents, how IT can make governments more efficient, how IT can provide citizens "My Services". He visited China several times during the past several years and met many central government level CIO's and opinion leaders in China. He was very influential on those decision makers on the aspect of technology policies and strategies. Moreover, Matt is very personable and friendly, a true team player. I would not hesitate to hire him as CIO if I were a CEO of a major corp or a Governor anywhere in the world."

— **Joseph Lee**, *Chief Technology Officer Greater China at Microsoft Corporation*

"I found Matt a creative and resolute leader who could get things done and always keep a valuable sense of humor with his team and colleagues. Great to work with him and hope we cross roads again soon."

— **Erik Goldenberg**, *CEO at StrateVast LLC*

"You can count on Matt."

— **P.K. Agarwal**, *Chief Technology Officer State of California*

"Matt has the ability to produce and discuss solutions that resonate with all folks involved with his projects. Matt has a way of delivering discussions that make you want to listen and take in. Matt sees the bigger picture and is a delight to work with"

— **Colin Nurse**, *National Technology Officer at Microsoft Corporation*

"Matt is a technology visionary and leader, with a rooted perspective. Through direct interaction with Government Leaders, Technology Experts and Business Executives – Matt stays at the forefront of innovation and thought leadership. It has been a privilege to work with and for Matt for several years."

— **Daniel Maly**, *Senior Vice President of DACH and CEE*

"Matt is one the most energetic, engaged and mission oriented people that I have encountered. He is an incredible organizer and always understands that the ultimate clients/users/constituents/members are people who want to achieve positive results. Whenever I go to fight for something, I make sure Matt is with me."

— **Pedro A. Colon**, *Milwaukee County Circuit Court Judge*

"Matt is both thoughtful and passionate about public policy -- and he's always an interesting guy to talk to."

— **Steve Towns**, *Editor at Government Technology*

"Matt has brought his experience as a leader in Government into the Microsoft Public Sector organization. This has created a strong culture of putting the Government and Citizen perspective on everything Microsoft

does to serve Public Sector customers. Matt has limitless passion and energy to drive positive results with technology in Government and has been an impactful leader for the Worldwide Public Sector organization."

— **Chris Bunio**, *Senior Director at Microsoft Corporation*

"Matt is an experienced leader in government use of technology and has a overview of global trends and a global network of contacts that enable him to create high quality ideas and conversations."

— **Laurence Millar**, *Chief Information Officer for New Zealand*

"Matt is a creative thinker who is adept at driving value creation within an organization. Furthermore Matt is a dynamic manager whose leadership skills allow him to excel in even the most challenging environments. Matt is a uniquely gifted professional who has my strong endorsement for any endeavor he wishes to pursue."

— **Steve Schepps**, *Director at KKR*

"Matt is an energetic visionary who is always thinking of what the future could be. He inspires his employees, makes work fun and is great to work for. His passion and excitement is contagious."

— **Werner Gade**, *Chief Information Officer University of Wisconsin*

"Matt is a great thought leader in eGovernment around the world and has made wonderful contributions to Microsoft's and the gov'ts he has worked with on behalf of the corporation."

— **Brett Cocking**, *Sales Manager Amazon*

"Matt's knowledge and enthusiasm for how technology can transform government is plain to see; he is truly an asset to everyone in our business. He has the technical insight into how solutions work, and the rare capacity to turn this into business vision and then customer reality."

— **Jonny Chambers**, *CIO*

"Matt is a great visionary and out of the box thinker who can bring in new ideas and get people from different camps to work together and get things done. His work as CIO in Wisconsin and as President of NASCIO broke new ground and revitalized both organizations to do things differently."

— **Jon Fyffe**, *Publisher Public CIO Magazine*

"Though I worked in a different division than Matt's, I am grateful for the partnership we were able to develop. Sharp and at the same time amicable, kept a sound balance between strategy and results. He showed a clear commitment for emerging markets and a desire to drive business in such challenging geographies,

which was my area of business. I consider Matt a seasoned professional and a valuable asset to Microsoft's Public Sector business."

— **Hans P Theyer**, *Executive Director Fairtrade America*

"Matt has unparalleled enthusiasm and passion to create positive change. He possesses the rare ability to inspire and lead a team while successfully challenging them to tap into their creativity to emerge into new paradigms and heightened levels of success."

— **Beth Roszman**, *SPHR, Director of Operations*

"I have the greatest respect for Matt. I was the CIO of the State of Utah when he was the CIO of Wisconsin. Matt was a powerful leader and was willing to share his vision of where he wanted us to go. That vision was clear and well articulated. I would love to work with Matt again sometime and recommend him highly."

— **Val Oveson**, *CEO*

"I love to work with Matt as he has great vision, but at the same time executes with rigid discipline. The programmatic approach he has adopted to drive solution selling in Public Sector is best practice, but Matt is also always thriving to think outside the box. It is great fun to work with you and I look forward to the great things we will achieve in working together."

— **Ruediger Dorn**, *Strategic Markets, Public Sector at Microsoft Corporation*

"Matt was the CIO of the Division of Enterprise Technology, Department of Administration. I served under his leadership. Matt has an incredible vision for the organizations that he leads. He has high expectations for his subordinates and often motivates them to achieve his expectations. He continually remains up to date on the latest technologies and is always looking for ways to apply those technologies to the organization that he leads. He has an energizing personality and electrifies a crowd."

— **Ty Letto**, *Assistant Director University of Wisconsin*

"Matt has a deep knowledge of the government industry, coupled with strong strategic thinking and the ability to seamlessly work across organizations toward a common goal. He has a great sense of humor and he has been a pleasure to work with."

— **Lorenzo Bergamaschi**, *Senior Director at Microsoft Corporation*

"Passionate, articulate, informed, intense, charismatic. These words describe how Matt leads. I first met Matt when he was CIO of Wisconsin. His true dedication to public service inspired his organization. This enthusiasm has only increased with his work at Microsoft. He believes that technology can improve governments around the world. This may seem idealistic, but Matt makes it a living lesson every day."

— **Paul Christman**, *Executive Director Dell Federal*

"Matt is an energetic visionary who inspires others to reach beyond what seems to be possible, and he makes it seem all too easy. His character and professionalism always make difficult and complex challenges into fun projects that deliver consistently positive results."

— **Mickey Crittenden**, *Director of IT, Rock County*

"Matt is a driving force in government IT. He's an opinion leader, open thinker, and is well-respected in the public sector IT community. He has real experience both as an entrepreneur and a government business leader. Matt's enthusiasm for public sector innovation and performance and his professional drive make him unique in our industry. He is refreshingly honest in presenting his views."

— **Thom Rubel**, *IDC*

"As a former Issues Coordinator with the National Association of State Chief Information Officers, (NASCIO), I worked with and for Matt Miszewski in his capacity as Chief Information Officer for the State of Wisconsin and as President of NASCIO. Mr. Miszewski displayed the highest level of commitment to the organization and was a strong and effective national advocate for issues concerning state information technology. I highly recommend Mr. Miszewski for any position or professional role that seeks outstanding leadership qualities, effective communication and extraordinary dedication. Sincerely, Drew Leatherby"

— **Drew Leatherby**, *NASCIO*

"Matt brought fresh ideas, solid principles and decisive leadership to the workplace. And his natural humor and quick wit always made our interactions positive and enjoyable."

— **John Grisa**, *Strategic Accounts VMWare*

"Matt is a true technology visionary who thinks "outside the box." While in Wisconsin government as their CIO, he was one of the top ones we watched for new trends and ideas regarding breaking down traditional boundaries. He led NASCIO as its President, and he was a leader in state government partnering. Now with Microsoft, I'm glad Matt continues to forge ahead with new approaches to solving tough challenges and budgets in governments around the world."

— **Dan Lohrmann**, *Chief Information Security Officer at State of Michigan*

"I have worked with Matt numerous times over the past 7 years. I have always found him to have significant drive to stay on a strategy. He has great insight and intuition into situations and people, Matt can certainly be called a visionary."

— **Christian Fuellgraf**, *Managing Partner at Gartner*

"Matt is a solid leader, personable, and highly driven. He provides trusted, strategic thinking and insight into government decision-making and how IT can help address public sector needs. Vitally, he sees the customer perspective, and can articulate it clearly."

— **Mark Hodgson**, *WW Head of Partner Program, Google*

"Matt is always full of idea to solve issues in field. He is also good at creating new strategy to expand business. Matt is always sincere to listen field voices and shows very collaborative attitude."

— **Kazuhiko Oigawa**, *Board of Directors, Dwango, Head of Microsoft Public Sector Japan*

"Matt is the goto guy on e-gov. We worked together with multiple public sector customers and at various events to redefine the conversation about technology and give it context. Matt is well respected among the public sector community and has a keen sense for how technology will influence the evolution of municipalities, regions, governments and citizenry."

— **Daniel W. Rasmus**, *Futurist*

"Matt is a great motivator and strategic thinker that allowed you the freedom to execute on achieving the organizational mission. Overall it was a great experience working with Matt to try and take government to the next level."

— **Allen Poppe**, *Digital Business at Pandata Corp*

"Matt is a very tech suave guy who has an deep appreciation of the complications of government procurment"

— **Bill Broydrick**, *principal at Broydrick and Associates*

"I found Matt to be very creative with a fantastic ability to grasp complex subjects and to clearly communicate those concepts to others."

— **Bob Martin**, *Director at Employee Trust Funds*

"Matt is a great leader that you can count always with. He has a lot of track record experience in IT and he always ready for change. Focused, hard worked and very Intelligent. He can make the difference in any team."

— **Pedro André Martins**, *GM at EggNest, Public Sector Director Portugal, Microsoft*

"Matt served as the CIO for the State of Wisconsin. He was incredibly energetic, innovative and hard working. His enthusiasm is inspirational."

— **Mike Harmless**, *Mayor of Greencastle, Indiana, ED of Indiana Democratic Party*

"Matt is a tenacious and passionate visionary in the Government space. I've known him for quite some time and he's one of kind who has lived the battle as a State CIO and has done a phenomenal job transitioning to the private sector. He's a forward thinking guy who always has a vision and way to get there."

— **Rock Regan**, *Chief Information Officer State of Connecticut*

"It was a pleasure working with Matt when he was CIO for the State of WI. He had a great vision to streamline government, provide enterprise IT services and build an efficient, customer focused organization."

— **Dennis John**, *Chief Information Officer City of Arlington*

"Matt is a visionary in information technology. His unique blend of political astuteness and technical knowledge provide him the ability to change the world. He is an inspiring leader who truly wants to make a difference. Matt taught me many things in the time I worked for him - to dream, to take chances, to aim for the stars and to be relentless in pursuing the things you are passionate about. Beyond his technical abilities, Matt is a humanitarian who sincerely cares about the people he works with and strives to make the world better."

— **David Mockert**, *Geographic Information Officer State of Wisconsin*

"While Matt was the State CIO, I found him to be thought provoking and very aggressive about getting things done. He took the initiative to get things going and cared deeply about accomplishment. He was open to new ideas and was very high energy. He is an excellent speaker and presents ideas in a structured and thoughtful manner. He is not shy about taking on tough issues. When we were on the opposite side of an issue, he listened well and was always open to discussions. Despite the tough position he was put into, he excelled at organization and focused on the end result."

— **Mike Biagioli**, *CIO Waukesha County*

"Matt is a decisive leader and visionary who can bring together very disparate areas of business, technology, and policy to make sound decisions. I had the pleasure of working with Matt when he was WI State CIO. He was able to see beyond the immediate and departmental for the good of serving the state and its people. His passion for finding ways to apply technology to the common good is admirable. He is practical in his approach and routinely solicited knowledge from others."

— **Ravi Kalla**, *CEO Symphony*

"Matt has a knack at getting to the heart of the problem and understanding all the elements of driving a solution to the problem, from politics, collaboration, buy-in from both executives and front-line managers, and thinking outside the box to get something accomplished! Matt was a driving force in moving Wisconsin forward while he was CIO of the state."

— **Pamela Carr**, *Business Transformation Cisco*

"I met Matt a few years back when we were both working in Worldwide Public Sector at MSFT. I think the world of Matt and have learned a good deal from him about how business decision making works in the context of Government. In our industry we often talk about 'solution selling', but this is a different game when one is working with Public Sector entities - large and small; local or foreign. I've seen Matt work with US customers in local Government and with even the PRC Govt, we first met in China during a Corp event there. His ability to grasp Public Sector value points and then fit them into a given Govt's rhythm of business is great and effective. When it comes to the new world of Cloud and Govt, Matt gets it. He knows how to partner with Govt and commercial entities alike to determine what workflows work in the Cloud and how to get the best value while managing risk in the process. He provides genuine and experienced strategic insight. Finally, I hope in the future to see Matt take the plunge back into the political world. We don't often agree there, but I totally believe he has our country's highest and best interests at heart - we need more like Matt and the passion he brings to public service! I'd serve with him anytime."

— **Eric Ashdown**, *Founder and CEO*

"I worked with Matt while I was running MSFT public cloud business and found Matt to be a deep thinker focused on addressing customer needs and issues to ensure a win-win situation - Matt was very good at articulating his customers needs and mapping it to our company agenda. Matt was also great at thinking out of the box and working across groups to drive teamwork."

— **Zane Adam**, *VP of IBM Cloud*

"Matt is a transformational thought leader in eGovernment Worldwide. Matt is always extremely thoughtful, articulate and a firm believer in technology's ability to assist in making government more efficient and responsive to it's citizens. Working with Matt is always a pleasure and a wonderful learning experience. His success is a testament to his focus and vision."

— **Brett Cocking**, *Sales Manager AWS*

"Matt and I worked together when he was the chief information officer for the state of Wisconsin and I was a writer for Governing magazine. He impressed me with his high energy level, friendliness and willingness to take my calls and answer my questions so I could do my job. He always had good information and insights to share. Matt also served on an information technology panel I moderated and proved to be a stellar participant. I would welcome the opportunity to work with him again."

— **Ellen Perlman**, *Editor at Partnership for Public Service*

"Matt Miszewski gets it. Plain and simple. Matt is among those unique senior executives who understand technology and how people want to use it. For this reason he is very valuable to anyone seeking to achieve

goals in sales, marketing, product development, productivity and performance, globally or domestically. I have known him for almost 10 years as a colleague, competitor and government technology leader. You will not find a better teammate, leader, or ethical professional. Matt's accomplishments in Wisconsin as the state CIO, as the President of the National Association of State Chief Information Officers (NASCIO) and as General Manager Worldwide Government at Microsoft are innovative extensive and impressive. I have had the great pleasure of watching him collaborate with others to identify issues, create options, and implement effective solutions given very short deadlines, time and time again. It is a credit to his preparation, strong work ethic, intellectual curiosity, and terrific ability to negotiate and work productively with others from diverse areas of expertise and even different cultures. He is always committed to getting things done, done right and with some fun too. I recommend Matt Miszewski without any hesitation to anyone who wants to work hard, understand your clients and have a resourceful leader and innovative teammate at your side.
Charles S. (Steve) Dawson Former CIO and CTO State of New Jersey"

— **Steve Dawson**, Chief Information Officer State of New Jersey

"As a new CIO at the State of WI Matt approached immediate problems with a level of confidence that allowed others to feel his energy. Matt empowered even the most discouraged among us to take new risks. As the CIO for the WI Dept of Administration, Matt seemed to approach long range problems with a big picture, proactive perspective that is not easily workable in State Govt. Government wants to be proactive but with all the layers of sticky rules etc, the best ideas often fall into the cracks of oblivion. Matt's energy was too big to hold still that long. No one was surprised when he left State Govt. Although Matt was well liked, he needed an environment where unique ideas were acted on MUCH more quickly.."

— **Judy Snell**, *Enterprise Auditor, State of Wisconsin*

"There are a lot of talented tech people out there. But talented tech people who can breakdown complex issues into understandable nuggets for businesspeople and non-techies? Those are few and far between. Matt Miszewski is one of those diamonds in the rough. "

— **Scott Larrivee**, *Public Information Officer / Spokesman, Wisconsin Department of Administration*

"I met Matt through the National Association of State Chief Information Officers (NASCIO). From the beginning Matt was willing to help me learn the ropes and get involved in the organization. He was very active in NASCIO serving as an Executive Board member, Vice-President then President. Matt provided countless hours of service to NASCIO, led the organization in advocacy efforts with U.S. congress members and forged working relationships with stakeholder organizations. Matt is a friend and former peer."

— **Dan Ross**, *Chief Information Officer State of Missouri*