

# Making work, work better for the U.S. Army



## Transform soldier quality of life.

Modernizing the Army with digital technologies that improve the quality of life for soldiers.



## Elevate talent management.

Creating a 21st century talent management system with policies, programs, and processes.



## Reimagine Operational Effectiveness.

Improve processes to ensure the Army can plan, source, and deliver mission information, materials, personnel and systems.



# Meet your team



## Mark Jones

SENIOR DIRECTOR

As the leader of the Army Team, Mark applies his deep knowledge of the federal government to help his team solve challenges, provide innovative solutions, and respond to key trends in the defense marketplace. He is always a trusted adviser to his clients, understands the solutions they need to succeed and works to deliver excellence.



## Al Blocker

ACCOUNT EXECUTIVE

Al has been delivering into the federal government for more than 20 years. He is an accomplished adviser who has trusted relationships with clients and providers. He has a consistent record developing and delivering complex software, services, enterprise SaaS cloud deals and is adept at working with cross-functional models, varied channels of distribution, strategic business partnerships and systems integrators.



## Rick Camensky

ACCOUNT EXECUTIVE, SIGNAL COMMUNITY,  
CIO/G6, OUSA-OBT, AFRICOM, EUCOM, CECOM

Rick is a highly motivated, customer centric, solution provider with 20+ years assisting the federal government and its ecosystem in support of modernization efforts. He always listens to understand customer requirements, provides the right solutions, and follows up without fail.



## Mark Degance

ACCOUNT EXECUTIVE, US ARMY

Mark is an honest, hardworking collaborator who delivers enterprise solutions across the Army. He genuinely cares about the priorities of the Army and is focused on digital transformation and service delivery to positively impact the mission.



## Dan Kunze

ACCOUNT EXECUTIVE, US ARMY

As an Army Reservist, Dan has first-hand knowledge of the challenges and needs of the US Army. Dan used this knowledge to breakdown complex situations and devise processes for solving business problems and supporting Army modernization globally. Dan has a unique ability to navigate challenging, intricate scenarios specific to the Army and provide both practical and strategic guidance.



## Sri Murthy

SOLUTION CONSULTANT MANAGER, US ARMY / NAVY

Sri Murthy brings deep engineering experience to his work supporting ServiceNow's U.S. Department of Defense (DoD) customers. His understanding of and experience with modern application architectures including DevOps and AIOps as well as cloud and mobile environments helps drive the modernization efforts of customers. In his role, Murthy is responsible for developing go-to market solutions to address some of the unique challenges of DoD customers. Murthy earned a Master's Degree in Systems Engineering & Engineering Management degree from George Washington University.



## Dave Erickson

SOLUTION CONSULTANT, US ARMY

Dave has been supporting the Army here at ServiceNow for almost 8 years and been in the Service Management industry for over 20 years. Dave has been helping the Army retire their numerous legacy systems and innovate/modernize using ServiceNow by consolidating and rationalizing their aging applications.



## Casey Johnson

SOLUTION CONSULTANT, US ARMY AND DOD

Casey has 15+ years experience and is passionate about turning data into actionable information in an effort to make companies and government smarter. Casey approaches problems with a mission first attitude in order to have the greatest impact on clients. With the Army and DoD moving to the cloud, Casey's innovative solutions have helped ease the cloud transition through proven AI, IaaS, PaaS, and SaaS solutions that can really scale.



## Soroosh Masouleh

SOLUTION CONSULTANT, US ARMY

Soroosh is an experienced consultant focused on helping the Army break down internal silos and making their processes flow more seamlessly, unlocking maximum potential and productivity. Soroosh listens to the pain points and challenges the Army currently faces and helps map solutions to those needs.



## Bryan Payne

GLOBAL ACCOUNT MANAGER, US ARMY

Bryan is an experienced IT executive with a demonstrated history of working with federal government accounts to enable mission success while ensuring national security. He excels at understanding account priorities and aligning solutions that empower organizations to streamline, modernize and transform.



## Holly Horton

MARKETING MANAGER, DOD

Holly's experience delivering innovative and responsive marketing campaigns aimed at helping federal customers advance their digital strategy helps drive forward ServiceNow's support of the Department of Defense. In her role, Holly develops marketing strategy for events and digital campaigns that drive lead generation and educate the DoD market on best practices for more efficient workflows.



## Scott Smith

ACCOUNT EXECUTIVE, AMC, FORSCOM, IMCOM

Scott is a 25+ year solution sales advisor to the US military with a proven track record of transforming complex product solutions and services into compelling and mutually understood high value business propositions. He's laser focused on advancing the mission and improving the lives of our Soldiers and their families.