



## Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

### Joe Sullivan, Director of Alliances at Metalogix

#### Bio:

Joe Sullivan brings more than two decades of experience building successful Partner Channels to Metalogix, including roles at both startups and well established brands. Prior to joining Metalogix, Sullivan served as Global Alliances Director at EMC where he was responsible for the Americas' Field Sales Partner Support organization. Previously, Sullivan built and led the strategic alliance program for eRoom Technology (acquired by EMC), as well as held senior channel partner development rolls at IBM and Marketo.

#### Achievements in 2016:

- 1.) The 2017 launch of new/enhanced Metalogix Partner Program (in process – stay tuned!)
- 2.) Launched enhanced Metalogix Advantage Partner Program (MAPP) – Worked w/strategic partners and across Metalogix departments both in the U.S. and abroad to define requirements, and then designed and launched the MAPP to enable system integrators (SIs) of all sizes to establish repeatable, de-risked and highly successful Microsoft SharePoint and Office 365 content migration, management and/or protection practices.
- 3.) Launched global systems integrator program in 2015 – With the most comprehensive partner oriented solutions in the industry, to enable partners to executive and deliver client content migration, management and protection results.

#### Plans for 2017:

- 1.) Launch new/revamp existing channel program
- 2.) Launch new certifications and/or partner levels
- 3.) Increase the amount of recurring revenue going through partners

