

SOUTHEAST Territory Sales Team					
Channel Sales Manager	Account Manager	Territory Name	Territory Description	Inside Territory Account Manager	Inside Channel Account Manager
<b>SOUTH EAST</b>					
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Mike Rech 615-714-4058 m.rech@f5.com	SLED - AL, FL, MS, TN	SLED Southeast	NA	NA
	Steve Levine 336-303-9289 s.levine@f5.com	SLED - GA, NC, SC	SLED Southeast	NA	NA
	Patrick Strong 601-613-0765 p.strong@f5.com	AL & MS Territory Accounts TN Territory Accounts N-Z	AL, MS & TN	Nancy Tam 206-272-7348 n.tam@f5.com	Cara Stagg 206-272-7566 <a href="mailto:c.stagg@f5.com">c.stagg@f5.com</a>
	Jason Winn 615-260-2277 j.winn@f5.com	TN Named Accounts & A-M Territory Accounts	TN	NA	NA
	Mike Marsh 727-515-2423 m.marsh@f5.com	North FL Territory Accounts (Orlando, Jacksonville, Tampa)	N. FL	Nancy Tam 206-272-7348 n.tam@f5.com	Cara Stagg 206-272-7566 <a href="mailto:c.stagg@f5.com">c.stagg@f5.com</a>
	Jim Mann 321-307-0482 j.mann@f5.com	South FL Territory Accounts (Ft. Lauderdale, Miami)	S. FL	Nancy Tam 206-272-7348 n.tam@f5.com	Cara Stagg 206-272-7566 <a href="mailto:c.stagg@f5.com">c.stagg@f5.com</a>
	Dave Lupoli 770-331-5640 d.lupoli@f5.com	GA Named Accounts & A-L Territory Accounts	GA	NA	NA
	Patrick Kidd 770-235-6709 p.kidd@f5.com	GA Named Accounts & M-Z Territory Accounts	GA	NA	NA
	Wendy Kay Diehl 631-338-8033 w.diehl@f5.com	Area Codes 336,919,252,910	Eastern NC	Nancy Tam 206-272-7348 n.tam@f5.com	Cara Stagg 206-272-7566 <a href="mailto:c.stagg@f5.com">c.stagg@f5.com</a>
	Ralph Bozzini 704-860-4680 r.bozzini@f5.com	Area Codes 803,843,864,828,704,980	Western NC & SC	Nancy Tam 206-272-7348 n.tam@f5.com	Cara Stagg 206-272-7566 <a href="mailto:c.stagg@f5.com">c.stagg@f5.com</a>
Jason Roppolo 404-435-2909 j.roppolo@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts	NA	NA	

	Robert Colucci 678-699-3779 r.colucci@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts	NA	NA
	Scott Lesperance 678-595-6069 s.lesperance@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts	NA	NA
<b>Channel Sales Management</b>	<b>Sales Management</b>	<b>Professional Services Sales Team *RENEWALS*</b>	<b>Professional Services Sales Team *IMPLEMENTATIONS*</b>	<b>Inside Sales Management</b>	<b>Engineer Management</b>
Lisa Citron Sr. Director, Channel 973-223-0717 l.citron@f5.com	Kevin McInerny District Sales Manager- Territory Accounts, Southeas 678-982-6510 k.mcinerny@f5.com	Robert Stewart PS Account Mgr - TAM Account, Southeast 206-272-6992 r.stewart@f5.com	Dave Shepard PS Services Manager - Southeast 708-518-8237 d.shepard@f5.com	Patrick Londino Inside Sales Mgr - Territory Accounts 206-272-6289 londino@F5.com	James Quinby Sales Engineer Manager- Territory Accounts, Southeast 615-713-0376 j.quinby@f5.com
	Mark Avery District Sales Manager - Major Accounts, East 978-513-4149 m.avery@f5.com	Cal Freepons PS Account Mgr - TAM Account, Southeast 206-272-6686 c.freepons@f5.com		Greg Gustin Inside Sales Manager, SLED 206-272-7350 g.gustin@f5.com	Andy Franklin Systems Engineer Mgr - Major Accounts, East 508-308-1343 a.franklink@f5.com

**Q316 SOUTHEAST BOUNTY HUNT**  
(Apr - Jun)

**Sorted by: Account Manager**

<b>F5 AM</b>	<b>Account</b>	<b>STATE/ VERTICAL</b>
Jason Roppolo	Home Depot	GA
Jason Winn	Autozone	TN
Jason Winn	Baptist Memorial Health <b>*MOST WANTED</b>	TN
Jason Winn	BlueCross Blue Shield of TN	TN
Jason Winn	Covenant Health Systems	TN
Jason Winn	Delek/Mapco	TN
Jason Winn	Eastman Credit Union	TN
Jason Winn	First Security Group Bank	TN
Jason Winn	Gibson Brands	TN
Jason Winn	Morgan Keegan & Co.	TN
Jason Winn	Regal Cinemas	TN
Jason Winn	Centerstone of America	TN
Jim Mann	21st Century Oncology	FL
Jim Mann	Chico's FAS	FL
Jim Mann	Greenburg Traurig	FL
Jim Mann	Health Choice Networks <b>*MOST WANTED</b>	FL
Jim Mann	Hertz	FL
Jim Mann	Island Hospitality	FL
Jim Mann	Memorial Health Systems (South Broward Hospital Distric	FL
Jim Mann	Mercantil Commercebank	FL
Jim Mann	People's Trust	FL
Jim Mann	Whoa.com	FL
Dave Lupoli	Access Insurance Holdings	GA
Dave Lupoli	AmeriCold Logistics	GA
Dave Lupoli	Ameris Bank	GA
Dave Lupoli	Barco	Ga
Dave Lupoli	Consolidated Container Company	GA
Dave Lupoli	Federal Home Loan Bank of Atlanta	GA
Dave Lupoli	FleetCor	GA
Dave Lupoli	Grady Health System	GA
Dave Lupoli	Habif, Arogeti & Wynne LLP	GA
Dave Lupoli	Northside Hospital, Inc	GA
Michael Marsh	Adventist Health & Florida Hospital	FL
Michael Marsh	All Children's Hospital	FL
Michael Marsh	Baptist Health Systems, Inc. (Jacksonville)	FL
Michael Marsh	Gerdau Ameristeel	FL
Michael Marsh	HCA - West Florida	FL
Michael Marsh	Moffitt Cancer Center <b>*MOST WANTED</b>	FL

<b>Michael Marsh</b>	<i>Orlando Health Systems</i>	FL
<b>Michael Marsh</b>	<i>Sarasota Memorial Hospital</i>	FL
<b>Michael Marsh</b>	<i>Tampa General Hospital</i>	FL
<b>Michael Marsh</b>	<i>TECO (Tampa Electric Company)</i>	FL
<b>Michael Rech</b>	<i>Austin Peay State University</i>	FL - SLED
<b>Michael Rech</b>	<i>Barry University</i>	FL - SLED
<b>Michael Rech</b>	<i>Belmont University - Nashville *MOST WANTED</i>	TN - SLED
<b>Michael Rech</b>	<i>FL - Department of Revenue</i>	FL - SLED
<b>Michael Rech</b>	<i>FL - Agency for State Technology</i>	FL - SLED
<b>Michael Rech</b>	<i>FL - Orange County</i>	FL - SLED
<b>Michael Rech</b>	<i>Nova Southeastern</i>	FL - SLED
<b>Michael Rech</b>	<i>The Metropolitan Nashville Airport Authority</i>	TN - SLED
<b>Michael Rech</b>	<i>TN Board of Regents</i>	TN - SLED
<b>Michael Rech</b>	<i>TN Tech University</i>	TN - SLED
<b>Michael Rech</b>	<i>Troy University</i>	TN - SLED
<b>Patrick Kidd</b>	<i>ABM Industries</i>	GA
<b>Patrick Kidd</b>	<i>Pratt Industries</i>	GA
<b>Patrick Kidd</b>	<i>RPC</i>	GA
<b>Patrick Kidd</b>	<i>Rubicon Global Holdings, LLC</i>	GA
<b>Patrick Kidd</b>	<i>Sertec</i>	GA
<b>Patrick Kidd</b>	<i>Sharecare</i>	GA
<b>Patrick Kidd</b>	<i>Sutherland Asbill and Brennan</i>	GA
<b>Patrick Kidd</b>	<i>UHS- Pruitt</i>	GA
<b>Patrick Kidd</b>	<i>West- Rock</i>	GA
<b>Patrick Kidd</b>	<i>Zodiac Services Americas</i>	GA
<b>Patrick Strong</b>	<i>BanCorp South</i>	AL
<b>Patrick Strong</b>	<i>BankPlus</i>	MS
<b>Patrick Strong</b>	<i>Infinity Insurance</i>	AL
<b>Patrick Strong</b>	<i>Quorum Health Resources Inc.</i>	TN
<b>Patrick Strong</b>	<i>Renasant Bank</i>	MS
<b>Patrick Strong</b>	<i>SergeMD</i>	TN
<b>Patrick Strong</b>	<i>Smith Seckman Reid (SSR)</i>	TN
<b>Patrick Strong</b>	<i>Teledyne Brown Engineering</i>	AL
<b>Patrick Strong</b>	<i>TicketBiscuit</i>	AL
<b>Patrick Strong</b>	<i>Weigel Stores</i>	TN
<b>Ralph Bozzini</b>	<i>Anmed Health</i>	NC
<b>Ralph Bozzini</b>	<i>AVX Corp</i>	NC
<b>Ralph Bozzini</b>	<i>Blackbaud</i>	SC
<b>Ralph Bozzini</b>	<i>Commscope</i>	NC
<b>Ralph Bozzini</b>	<i>Electrolux Home Care Products North America</i>	NC
<b>Ralph Bozzini</b>	<i>Lexington Medical</i>	NC
<b>Ralph Bozzini</b>	<i>Michelin NA</i>	SC
<b>Ralph Bozzini</b>	<i>Milliken &amp; Company</i>	SC

<b>Ralph Bozzini</b>	<i>Mission Hospital</i>	NC
<b>Ralph Bozzini</b>	<i>Sonoco Products Company</i>	NC
<b>Robert Colucci</b>	<i>Duke Energy</i>	NC
<b>Robert Colucci</b>	<i>Hess</i>	NY
<b>Robert Colucci</b>	<i>Mars Candy</i>	VA
<b>Scott Lesperance</b>	<i>E*Trade</i>	NY
<b>Scott Lesperance</b>	<i>International Paper</i>	TN
<b>Steve Levine</b>	<i>Berry College</i>	GA - SLED
<b>Steve Levine</b>	<i>DeKalb County Public Schools</i>	GA - SLED
<b>Steve Levine</b>	<i>Georgia Regents University</i>	GA - SLED
<b>Steve Levine</b>	<i>Georgia Technology Authority</i>	GA - SLED
<b>Steve Levine</b>	<i>Greenville Hospital System</i>	SC - SLED
<b>Steve Levine</b>	<i>MUSC, Medical University of South Carolina (Charleston)</i>	SC - SLED
<b>Steve Levine</b>	<i>Santee Cooper</i>	NC - SLED
<b>Steve Levine</b>	<i>SC DTO Department of Information Technology</i>	SC - SLED
<b>Steve Levine</b>	<i>University of North Carolina Healthcare System (UNC Health)</i>	NC - SLED
<b>Steve Levine</b>	<i>Wake County Schools System</i>	NC - SLED
<b>Wendy Kay Diehl</b>	<i>Cree</i>	NC
<b>Wendy Kay Diehl</b>	<i>First Health of the Carolinas</i>	NC
<b>Wendy Kay Diehl</b>	<i>Grifols Therapeutics Inc.</i>	NC
<b>Wendy Kay Diehl</b>	<i>Krispy Kreme</i>	NC
<b>Wendy Kay Diehl</b>	<i>Merge Healthcare</i>	NC
<b>Wendy Kay Diehl</b>	<i>Moses Cone Health System</i>	NC
<b>Wendy Kay Diehl</b>	<i>Novo Nordisk</i>	NC
<b>Wendy Kay Diehl</b>	<i>Old Dominion (security side)</i>	NC
<b>Wendy Kay Diehl</b>	<i>PPD</i>	NC
<b>Wendy Kay Diehl</b>	<i>Southeastern Regional Medical Center</i>	NC
<b>Wendy Kay Diehl</b>	<i>Vidant Health *MOST WANTED</i>	NC


**ER & MOST WANTED ACCOUNTS**  
(2016)

Sorted by: State		
F5 AM	Account	STATE/ VERTICAL
Patrick Strong	BanCorp South	AL
Patrick Strong	Infinity Insurance	AL
Patrick Strong	Teledyne Brown Engineering	AL
Patrick Strong	TicketBiscuit	AL
Jim Mann	21st Century Oncology	FL
Michael Marsh	Adventist Health & Florida Hospital	FL
Michael Marsh	All Children's Hospital	FL
Michael Rech	Austin Peay State University	FL - SLED
Michael Marsh	Baptist Health Systems, Inc. (Jacksonville)	FL
Michael Rech	Barry University	FL - SLED
Jim Mann	Chico's FAS	FL
Michael Rech	FL - Department of Revenue	FL - SLED
Michael Rech	FL - Agency for State Technology	FL - SLED
Michael Rech	FL - Orange County	FL - SLED
Michael Marsh	Gerdau Ameristeel	FL
Jim Mann	Greenburg Traurig	FL
Michael Marsh	HCA - West Florida	FL
Jim Mann	Health Choice Networks <b>*MOST WANTED</b>	FL
Jim Mann	Hertz	FL
Jim Mann	Island Hospitality	FL
Jim Mann	Memorial Health Systems (South Broward Hospital District)	FL
Jim Mann	Mercantil Commercebank	FL
Michael Marsh	Moffitt Cancer Center <b>*MOST WANTED</b>	FL
Michael Rech	Nova Southeastern	FL - SLED
Michael Marsh	Orlando Health Systems	FL
Jim Mann	People's Trust	FL
Michael Marsh	Sarasota Memorial Hospital	FL
Michael Marsh	Tampa General Hospital	FL
Michael Marsh	TECO (Tampa Electric Company)	FL
Jim Mann	Whoa.com	FL
Patrick Kidd	ABM Industries	GA
Dave Lupoli	Access Insurance Holdings	GA
Dave Lupoli	AmeriCold Logistics	GA
Dave Lupoli	Ameris Bank	GA
Dave Lupoli	Barco	GA
Steve Levine	Berry College	GA - SLED
Dave Lupoli	Consolidated Container Company	GA
Steve Levine	DeKalb County Public Schools	GA - SLED

Dave Lupoli	Federal Home Loan Bank of Atlanta	GA
Dave Lupoli	FleetCor	GA
Steve Levine	Georgia Regents University	GA - SLED
Steve Levine	Georgia Technology Authority	GA - SLED
Dave Lupoli	Grady Health System	GA
Dave Lupoli	Habif, Arogeti & Wynne LLP	GA
Jason Roppolo	Home Depot	GA
Dave Lupoli	Northside Hospital, Inc	GA
Patrick Kidd	Pratt Industries	GA
Patrick Kidd	RPC	GA
Patrick Kidd	Rubicon Global Holdings, LLC	GA
Patrick Kidd	Sertec	GA
Patrick Kidd	Sharecare	GA
Patrick Kidd	Sutherland Asbill and Brennan	GA
Patrick Kidd	UHS- Pruitt	GA
Patrick Kidd	West- Rock	GA
Patrick Kidd	Zodiac Services Americas	GA
Patrick Strong	BankPlus	MS
Patrick Strong	Renasant Bank	MS
Ralph Bozzini	Anmed Health	NC
Ralph Bozzini	AVX Corp	NC
Ralph Bozzini	Commscope	NC
Wendy Kay Diehl	Cree	NC
Robert Colucci	Duke Energy	NC
Ralph Bozzini	Electrolux Home Care Products North America	NC
Wendy Kay Diehl	First Health of the Carolinas	NC
Wendy Kay Diehl	Grifols Therapeutics Inc.	NC
Wendy Kay Diehl	Krispy Kreme	NC
Ralph Bozzini	Lexington Medical	NC
Wendy Kay Diehl	Merge Healthcare	NC
Ralph Bozzini	Mission Hospital	NC
Wendy Kay Diehl	Moses Cone Health System	NC
Wendy Kay Diehl	Novo Nordisk	NC
Wendy Kay Diehl	Old Dominion (security side)	NC
Wendy Kay Diehl	PPD	NC
Steve Levine	Santee Cooper	NC - SLED
Ralph Bozzini	Sonoco Products Company	NC
Wendy Kay Diehl	Southeastern Regional Medical Center	NC
Steve Levine	University of North Carolina Healthcare System (UNC Health)	NC - SLED
Wendy Kay Diehl	Vidant Health <b>*MOST WANTED</b>	NC
Steve Levine	Wake County Schools System	NC - SLED
Scott Lesperance	E*Trade	NY
Robert Colucci	Hess	NY



<i>Ralph Bozzini</i>	<i>Blackbaud</i>	<i>SC</i>
<i>Steve Levine</i>	<i>Greenville Hospital System</i>	<i>SC - SLED</i>
<i>Ralph Bozzini</i>	<i>Michelin NA</i>	<i>SC</i>
<i>Ralph Bozzini</i>	<i>Milliken &amp; Company</i>	<i>SC</i>
<i>Steve Levine</i>	<i>MUSC, Medical University of South Carolina (Charleston)</i>	<i>SC - SLED</i>
<i>Steve Levine</i>	<i>SC DTO Department of Information Technology</i>	<i>SC - SLED</i>
<i>Jason Winn</i>	<i>Autozone</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Baptist Memorial Health *MOST WANTED</i>	<i>TN</i>
<i>Michael Rech</i>	<i>Belmont University - Nashville *MOST WANTED</i>	<i>TN - SLED</i>
<i>Jason Winn</i>	<i>BlueCross Blue Shield of TN</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Centerstone of America</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Covenant Health Systems</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Delek/Mapco</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Eastman Credit Union</i>	<i>TN</i>
<i>Jason Winn</i>	<i>First Security Group Bank</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Gibson Brands</i>	<i>TN</i>
<i>Scott Lesperance</i>	<i>International Paper</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Morgan Keegan &amp; Co.</i>	<i>TN</i>
<i>Patrick Strong</i>	<i>Quorum Health Resources Inc.</i>	<i>TN</i>
<i>Jason Winn</i>	<i>Regal Cinemas</i>	<i>TN</i>
<i>Patrick Strong</i>	<i>SergeMD</i>	<i>TN</i>
<i>Patrick Strong</i>	<i>Smith Seckman Reid (SSR)</i>	<i>TN</i>
<i>Michael Rech</i>	<i>The Metropolitan Nashville Airport Authority</i>	<i>TN - SLED</i>
<i>Michael Rech</i>	<i>TN Board of Regents</i>	<i>TN - SLED</i>
<i>Michael Rech</i>	<i>TN Tech University</i>	<i>TN - SLED</i>
<i>Michael Rech</i>	<i>Troy University</i>	<i>TN - SLED</i>
<i>Patrick Strong</i>	<i>Weigel Stores</i>	<i>TN</i>
<i>Robert Colucci</i>	<i>Mars Candy</i>	<i>VA</i>











**Major Accounts:**

Jason Roppolo - Major Account Manager

Jeff Maddox - Systems Engineer

Robert Colucci - Major Account Manager

Phil Scott - Systems Engineer

Scott Lesperance - Major Account Manager

Curt Kersey - Systems Engineer

**F5 Major Accounts, Southeast**

Account Owner	Customer	City	GA
Jason Roppolo	Advance Auto Parts	Roanoke	VA
Robert Colucci	Aflac	Columbus	GA
Jason Roppolo	Altria	Atlanta	GA
Robert Colucci	Career Builder	Atlanta	GA
Scott Lesperance	Coca-Cola	Atlanta	GA
Scott Lesperance	Cox Enterprises	Atlanta	GA
Robert Colucci	CSX	Jacksonville	FL
Scott Lesperance	Deloitte	Nashville	TN
Scott Lesperance	Delta Airlines	Atlanta	GA
Robert Colucci	Duke Energy	Charlotte	NC
Scott Lesperance	Equifax	Atlanta	GA
Scott Lesperance	e-Trade	Atlanta	GA
Robert Colucci	Hess	New York	NY
Robert Colucci	Home Depot	Atlanta	GA
Robert Colucci	International Paper	Memphis	TN
Jason Roppolo	Macy's	Atlanta	GA
Robert Colucci	Mars Candy Company	McLean	VA
Jason Roppolo	McKesson	Atlanta	GA
Scott Lesperance	NCR	Atlanta	GA
Robert Colucci	Primerica	Duluth	GA

Jason Roppolo	SunTrust Bank	Atlanta	GA		
Jason Roppolo	Time (Atlanta)	Atlanta	GA		
Robert Colucci	Tsys	Columbus	GA		
Scott Lesperance	UPS	Atlanta	GA		
Jason Roppolo	WellPoint/Anthem	Indianapolis	IN		



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404-281-3518	j.maddox@f5.com
678-699-3779	<a href="mailto:r.colucci@f5.com">r.colucci@f5.com</a>
919-606-5426	<a href="mailto:p.scott@f5.com">p.scott@f5.com</a>
678-595-6069	<a href="mailto:s.Lesperance@f5.com">s.Lesperance@f5.com</a>
678-314-1346	<a href="mailto:c.kersey@f5.com">c.kersey@f5.com</a>




**F5 GA Named Accounts**

Account Owner	Account Name	City	ST
Dave Lupoli	Aarons	Atlanta	GA
Patrick Kidd	ACI Worldwide		GA
Patrick Kidd	Acuity Brands / Acuity Lighting	Conyers	GA
Patrick Kidd	AGCO	Atlanta	GA
Patrick Kidd	AGL Resources Service	Atlanta	GA
Patrick Kidd	Alere Health, LLC	Atlanta	GA
Patrick Kidd	Alston & Bird	Atlanta	GA
Patrick Kidd	AON E-Solutions		GA
Patrick Kidd	Aptean		GA
Patrick Kidd	ARRIS Network Technologies	Suwanee	GA
Patrick Kidd	Axis Specialty U.S. Services, Inc.	Alpharetta	GA
Patrick Kidd	BCD Travel	Atlanta	GA
Dave Lupoli	Beazer Homes	Atlanta	GA
Patrick Kidd	Bluefin Payment Systems	Atlanta	GA
Patrick Kidd	Cardlytics	Atlanta	GA
Patrick Kidd	Cbeyond Communications	Atlanta	GA
Patrick Kidd	CEDAR Document Technologies	Atlanta	GA
Dave Lupoli	CedarCrestone	Alpharetta	GA
Patrick Kidd	Chexar	Tucker	GA
Dave Lupoli	Children's Healthcare of Atlanta	Atlanta	GA
Dave Lupoli	Cobb Energy	Marietta	GA
Dave Lupoli	Colonial Pipeline	Alpharetta	GA
Patrick Kidd	Comverge	Norcross	GA
Patrick Kidd	Datalex USA	Alpharetta	GA
Patrick Kidd	Delta Community Credit Union	Atlanta	GA
Dave Lupoli	Federal Home Loan Bank of Atlanta	Atlanta	GA
Dave Lupoli	Genuine Parts Company	Atlanta	GA
Dave Lupoli	Georgia Gulf Corporation	Atlanta	GA
Dave Lupoli	Global Payments Inc.	Atlanta	GA

Dave Lupoli	Greenway Medical Technologies	Carrollton	GA
Patrick Kidd	Haverty's		GA
Patrick Kidd	HealthPort	Alpharetta	GA
Dave Lupoli	IgnitionOne	Atlanta	GA
Patrick Kidd	Ihealth Technologies, Inc.	Atlanta	GA
Patrick Kidd	Imerys		GA
Dave Lupoli	Immucor, Inc.	Norcross	GA
Dave Lupoli	InComm	Atlanta	GA
Patrick Kidd	ING Americas		GA
Dave Lupoli	Inovis, Inc. (GSX)	Alpharetta	GA
Dave Lupoli	Institute of Nuclear Power Operations - Atlanta	Atlanta	GA
Dave Lupoli	Intercontinental Hotels Group	Atlanta	GA
Patrick Kidd	IntercontinentalExchange   ICE	Atlanta	GA
Patrick Kidd	Interface Flooring		GA
Dave Lupoli	Internap	Atlanta	GA
Dave Lupoli	Invesco Ltd.	Atlanta	GA
Dave Lupoli	Invision, Inc.	Duluth	GA
Patrick Kidd	Kilpatrick Townsend & Stockton LLP	Atlanta	GA
Dave Lupoli	King & Spalding	Atlanta	GA
Patrick Kidd	Lease Plan		GA
Patrick Kidd	Lend Lease Corporation	Atlanta	GA
Dave Lupoli	Mag Mutual	Atlanta	GA
Dave Lupoli	Manhattan Associates	Atlanta	GA
Patrick Kidd	MedAssets, Inc.	Alpharetta	GA
Dave Lupoli	Mohawk Industries	Dalton	GA
Dave Lupoli	Morris Communications Corporation	Augusta	GA
Dave Lupoli	Newell Rubbermaid	Atlanta	GA
Dave Lupoli	Norfolk Southern Corporation	Atlanta	GA
Dave Lupoli	Northeast Georgia Health System, Inc	Gainesville	GA
Dave Lupoli	Northgate Arinso-US	Norcross	GA
Dave Lupoli	Northside Hospital	Atlanta	GA
Dave Lupoli	Old Castle	Atlanta	GA
Dave Lupoli	Outcomes Health Solution Systems		GA
Dave Lupoli	Peak 10	Norcross	GA
Patrick Kidd	Piedmont Hospital	Atlanta	GA
Patrick Kidd	PreVisor, Inc.	Alpharetta	GA
Patrick Kidd	PRGX-Schultz International, Inc.	Atlanta	GA
Dave Lupoli	Primerica Financial Services	Duluth	GA
Dave Lupoli	Quality Technology Services, Inc.	Atlanta	GA
Patrick Kidd	RaceTrac Petroleum	Atlanta	GA
Dave Lupoli	Recall Corporation	Norcross	GA
Patrick Kidd	Red Prairie	Alpharetta	GA
Dave Lupoli	Republic National Distributing Company	Atlanta	GA

Dave Lupoli	Ricoh Americas Corporation	Macon	GA
Patrick Kidd	Sage North America	Lawrenceville	GA
Dave Lupoli	SAIA Motor Freight Lines		GA
Patrick Kidd	Scientific Games Int'l	Alpharetta	GA
Dave Lupoli	Shaw Industries, Inc.	Dalton	GA
Patrick Kidd	Simmons Company	Atlanta	GA
Dave Lupoli	SITA - Atlanta	Atlanta	GA
Patrick Kidd	Southern Company Services Inc	Atlanta	GA
Dave Lupoli	SP Richards Company	Smyrna	GA
Patrick Kidd	Synovus	Columbus	GA
Patrick Kidd	The Southern Company	Atlanta	GA
Dave Lupoli	Thiele Kaolin Company		GA
Dave Lupoli	Thyssen-Krupp	Atlanta	GA
Patrick Kidd	TMX Finance	Savannah	GA
Patrick Kidd	Total System Services (TSYS)	Norcross	GA
Patrick Kidd	Transunion LLC	Atlanta	GA
Patrick Kidd	Travelport, LP (de)	Hapeville	GA
Dave Lupoli	Troutman Sanders		GA
Dave Lupoli	TRX Inc.	Atlanta	GA
Patrick Kidd	Wandering Wi-Fi	Atlanta	GA
Dave Lupoli	Warranty Corporation of America	Norcross	GA
Patrick Kidd	Weather Channel	Atlanta	GA
Dave Lupoli	William Carter Company	Griffin	GA
Dave Lupoli	Worldpay Us, Inc.	Atlanta	GA












## Southeast Territory Engineer Team

**Sales Engineer Manager, East Region - Gary Walderich**  
 404-597-1106 g.walderich@f5.com

Channel	Territory Name	Territory Description	Sales Engineer (SE)
<b>Territory Accounts, Southeast - Jay Quinby , Field Sales Engineer Manager</b> 615-713-0376 j.quinby@f5.com			
<p><b>Channel Account Manager</b>                      Southeast Region                      Bridget Kamarad                      770-287-4829                      b.kamarad@f5.com</p> <p><b>Channel Engineer</b>                      Region &amp; Canada                      Mitchell                      813-404-1628                      e.mitchell@f5.com</p>	SLED - AL, FL, MS, TN	SLED Southeast	Reed Shipley 727-475-1825 r.shipley@f5.com
	SLED - GA, NC, SC	SLED Southeast	Reed Shipley 727-475-1825 r.shipley@f5.com
	AL & MS Territory Accounts TN Territory Accounts N-Z	AL & MS	Jonathan Sanders 205-222-5364 J.Sanders@f5.com
	TN Named Accounts & A-M Territory Accounts	TN	Stephen Anderson 865-806-1751 stephen.anderson@f5.com
	North FL Territory Accounts (Orlando, Jacksonville, Tampa)	N. FL	Carl Brothers 813-486-7532 c.brothers@f5.com
	South FL Territory Accounts (Ft. Lauderdale, Miami)	S. FL	Tim Kambourelis 954-614-3223 t.kambourelis@f5.com
	GA Named Accounts & A-L Territory Accounts	GA	Chad Herren 404-229-5254 c.herren@f5.com
	GA Named Accounts & M-Z Territory Accounts	GA	Patrick Kidd 770-235-6709 p.kidd@f5.com
	Area Codes 336,919,252,910	Eastern NC	Leon Archambault 203-901-0298 l.archambault@f5.com

	Area Codes 803,843,864,828,704,980	Western NC & SC	David Larsen 704- 290-6989 d.larsen@f5.com
	<b>Major Accounts, East - Andy Franklin, Sales Engineer Manager          508-308-1343 a.franklin@f5.com</b>		
	Major Accounts tab for accounts) (See	Major Named Accounts	Jeff Maddox 404-281-3518 j.maddox@f5.com
	Major Accounts tab for accounts) (See	Major Named Accounts	Phil Scott 919-606-5426 p.scott@f5.com
	Major Accounts tab for accounts) (See	Major Named Accounts	Curt Kersey 678-314-1346 c.kersey@f5.com

<b>F5 ALABAMA &amp; MISSISSIPPI Territory Sales Team</b>					
<b>Channel Sales Manager</b>	<b>Account Manager</b>	<b>Territory Name</b>	<b>Territory Description</b>	<b>Inside Sales (ISR)</b>	<b>Sales Engineer (SE)</b>
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Mike Rech 615-714-4058 m.rech@f5.com	SLED - AL, FL, MS, TN	SLED Southeast	Rich Leonard 206-272-7227 r.leonard@f5.com	Reed Shipley 727-475-1825 r.shipley@f5.com
	Patrick Strong 601-613-0765 p.strong@f5.com	AL & MS Territory Accounts TN Territory Accounts N-Z	AL, MS & TN	Vince Iverson 206-272-6676 v.iverson@f5.com	Jonathan Sanders 205-222-5364 J.Sanders@f5.com

<b>F5 FLORIDA Territory Sales Team</b>					
<b>Channel Manager</b>	<b>Account Manager</b>	<b>Territory Name</b>	<b>Territory Description</b>	<b>Inside Sales (ISR)</b>	<b>Sales Engineer (SE)</b>
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Jim Mann 321-307-0482 j.mann@f5.com	South FL Territory Accounts (Ft. Lauderdale, Miami)	S. FL	Vince Iverson 206-272-6676 v.iverson@f5.com	Tim Kambourelis 954-614-3223 t.kambourelis@f5.com
	Mike Marsh 727-515-2423 m.marsh@f5.com	North FL Territory Accounts (Orlando, Jacksonville, Tampa)	N. FL	Vince Iverson 206-272-6676 v.iverson@f5.com	Carl Brothers 813-486-7532 c.brothers@f5.com
	Mike Rech 615-714-4058 m.rech@f5.com	SLED - AL, FL, MS, TN	SLED Southeast	Rich Leonard 206-272-7227 r.leonard@f5.com	Reed Shipley 727-475-1825 r.shipley@f5.com

<b>F5 GEORGIA Territory Sales Team</b>					
<b>Channel Sales Manager</b>	<b>Account Manager</b>	<b>Territory Name</b>	<b>Territory Description</b>	<b>Inside Sales (ISR)</b>	<b>Sales Engineer (SE)</b>
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Steve Levine 336-303-9289 s.levine@f5.com	SLED - GA, NC, SC	SLED Southeast	Rich Leonard 206-272-7227 r.leonard@f5.com	Reed Shipley 727-475-1825 r.shipley@f5.com
	Dave Lupoli 770-331-5640 d.lupoli@f5.com	GA Named Accounts & A-L Territory Accounts	GA	Nancy Tam 206-272-7348 n.tam@f5.com	Chad Herren 404-229-5254 c.herren@f5.com
	Patrick Kidd 770-235-6709 p.kidd@f5.com	GA Named Accounts & M-Z Territory Accounts	GA	Nancy Tam 206-272-7348 n.tam@f5.com	Patrick Kidd 770-235-6709 p.kidd@f5.com
	Jason Roppolo 404-435-2909 j.roppolo@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts		Jeff Maddox 404-281-3518 j.mazzox@f5.com

	Robert Colucci 678-699-3779 r.colucci@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts		Phil Scott 919-606-5426 p.scott@f5.com
	Scott Lesperance 678-595-6069 s.lesperance@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts		Curt Kersey 678-314-1346 c.kersey@f5.com

### F5 NORTH & SOUTH CAROLINA Territory Sales Team

Channel Manager	Account Manager	Territory Name	Territory Description	Inside Sales (ISR)	Sales Engineer (SE)
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Steve Levine 336-303-9289 s.levine@f5.com	SLED - GA, NC, SC	SLED Southeast	Rich Leonard 206-272-7227 r.leonard@f5.com	Reed Shipley 727-475-1825 r.shipley@f5.com
	Wendy Kay Diehl 631-338-8033 w.diehl@f5.com	Area Codes 336,919,252,910	Eastern NC	Kevin McCabe 206-272-6336 k.mccabe@f5.com	Leon Archambault 203-901-0298 l.archambault@f5.com
	Ralph Bozzini 704-860-4680 r.bozzini@f5.com	Area Codes 803,843,864,828,704,980	Western NC & SC	Kevin McCabe 206-272-6336 k.mccabe@f5.com	David Larsen 704- 290-6989 d.larsen@f5.com
	Robert Colucci 678-699-3779 r.colucci@f5.com	Major Accounts (See tab for accounts)	Major Named Accounts		Phil Scott 919-606-5426 p.scott@f5.com

### F5 TENNESSEE Territory Sales Team

Channel Manager	Account Manager	Territory Name	Territory Description	Inside Sales (ISR)	Sales Engineer (SE)
Bridget Kamarad 770-287-4829 b.kamarad@f5.com	Mike Rech 615-714-4058 m.rech@f5.com	SLED - AL, FL, MS, TN	SLED Southeast	Rich Leonard 206-272-7227 r.leonard@f5.com	Reed Shipley 727-475-1825 r.shipley@f5.com
	Patrick Strong 601-613-0765 p.strong@f5.com	AL & MS Territory Accounts TN Territory Accounts N-Z	AL, MS & TN	Vince Iverson 206-272-6676 v.iverson@f5.com	Jonathan Sanders 205-222-5364 J.Sanders@f5.com
	Jason Winn 615-260-2277 j.winn@f5.com	TN Named Accounts & A-M Territory Accounts	TN	Nancy Tam 206-272-7348 n.tam@f5.com	Stephen Anderson 865-806-1751 stephen.anderson@f5.com

**Q316 SOUTHEAST BOUNTY HUNT**  
(Apr - Jun)

**Sorted by: Account Manager**

<b>F5 AM</b>	<b>Account</b>	<b>STATE/ VERTICAL</b>
Jason Winn	Covenant Health Systems	TN
Jason Winn	Delek/Mapco	TN
Jason Winn	Eastman Credit Union	TN
Jason Winn	First Security Group Bank	TN
Jason Winn	Gibson Brands	TN
Jason Winn	Morgan Keegan & Co.	TN
Jason Winn	Regal Cinemas	TN
Jason Winn	Centerstone of America	TN
Jim Mann	21st Century Oncology	FL
Jim Mann	Chico's FAS	FL
Jim Mann	Greenburg Traurig	FL
Jim Mann	Health Choice Networks <b>*MOST WANTED</b>	FL
Jim Mann	Hertz	FL
Jim Mann	Island Hospitality	FL
Jim Mann	Memorial Health Systems (South Broward Hospital Distric	FL
Jim Mann	Mercantil Commercebank	FL
Jim Mann	People's Trust	FL
Jim Mann	Whoa.com	FL
Dave Lupoli	Access Insurance Holdings	GA
Dave Lupoli	AmeriCold Logistics	GA
Dave Lupoli	Ameris Bank	GA
Dave Lupoli	Barco	GA
Dave Lupoli	Consolidated Container Company	GA
Dave Lupoli	Federal Home Loan Bank of Atlanta	GA
Dave Lupoli	FleetCor	GA
Dave Lupoli	Grady Health System	GA





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**ER & MOST WANTED ACCOUNTS**  
(2016)

Sorted by: State		
F5 AM	Account	STATE/ VERTICAL
Jim Mann	21st Century Oncology	FL
Michael Marsh	Adventist Health & Florida Hospital	FL
Michael Marsh	All Children's Hospital	FL
Michael Rech	Austin Peay State University	FL - SLED
Michael Marsh	Baptist Health Systems, Inc. (Jacksonville)	FL
Michael Rech	Barry University	FL - SLED
Jim Mann	Chico's FAS	FL
Michael Rech	FL - Department of Revenue	FL - SLED
Michael Rech	FL - Agency for State Technology	FL - SLED
Michael Rech	FL - Orange County	FL - SLED
Michael Marsh	Gerdau Ameristeel	FL
Jim Mann	Greenburg Traurig	FL
Michael Marsh	HCA - West Florida	FL
Jim Mann	Health Choice Networks <b>*MOST WANTED</b>	FL
Jim Mann	Hertz	FL
Jim Mann	Island Hospitality	FL
Jim Mann	Memorial Health Systems (South Broward Hospital District)	FL
Jim Mann	Mercantil Commercebank	FL
Michael Marsh	Moffitt Cancer Center <b>*MOST WANTED</b>	FL
Michael Rech	Nova Southeastern	FL - SLED
Michael Marsh	Orlando Health Systems	FL
Jim Mann	People's Trust	FL
Michael Marsh	Sarasota Memorial Hospital	FL
Michael Marsh	Tampa General Hospital	FL
Michael Marsh	TECO (Tampa Electric Company)	FL
Jim Mann	Whoa.com	FL



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F5 AM	TN BOUNTY HUNTER
Jason Winn	<i>Blue Cross Blue Shield of TN</i>
Jason Winn	<i>Baptist Healthcare (Memphis)</i>
Jason Winn	<i>Community Health Systems (CHS)</i>
Jason Winn	<i>Covenant Health</i>
Mike Rech	<i>Nashville International Airport (AKA: Wright Travel Agency)</i>
Scott Lesperance	<i>International Paper</i>
Jason Winn	<i>Pilot Travel</i>
Mike Rech	<i>University of Memphis</i>

STATE/ VERTICAL	F5 AM
FL	Jared DeLuca
FL - SLED	Paul Thomas
FL	Paul Thomas
FL	Scott Lesperance
FL	Steve Levine
FL	Paul Thomas
FL	Steve Levine
FL - SLED	Steve Levine
FL	Paul Thomas
FL - SLED	Jared DeLuca
FL	Jared DeLuca
FL	Jared DeLuca
FL	Jared DeLuca
FL	Paul Thomas
FL - SLED	Jared DeLuca
FL	

STATE/ VERTICAL	F5 AM
AL	Jamin Hester
MS	Steve Levine
AL	Steve Levine
MS	Steve Levine
AL	Jamin Hester
AL	
AL	Jamin Hester
MS	Jamin Hester
AL	Jamin Hester
AL - SLED	Steve Levine

STATE/ VERTICAL
TN
TN
TN
TN
TN - SLED
TN - MAM
TN
TN - SLED

F5 AM
Mike Rech
Mike Rech
Steve Levine
Steve Levine
Mike Rech
Mike Rech
Steve Levine
Mike Rech
Steve Levine
Mike Rech
Mike Rech
Mike Rech
Steve Levine


GA BOUNTY HUNTER	STATE/ VERTICAL
<i>ABM Industries</i>	GA
<i>Asbury Automotive</i>	GA
<i>Credigy</i>	GA
<i>eTrade</i>	GA - MAM
<i>Georgia Regents Health System (Augusta)</i>	GA - SLED
<i>Morris Communications</i>	GA
<i>New State Agencies - GA - GTA, Public Safety</i>	GA - SLED
<i>New State Agencies GTA</i>	GA - SLED
<i>Newell Rubbermaid</i>	GA
<i>Park N' Fly</i>	GA
<i>Rock-Tenn</i>	GA
<i>Sutherland, Asbill &amp; Brennan LLP</i>	GA
<i>Transcentra</i>	GA
<i>Troutman Sanders</i>	GA
<i>Young McLarens International</i>	GA

NC/SC BOUNTY HUNTER	STATE/ VERTICAL
<i>Continental Tire The Americas, LLC</i>	NC
<i>Division of State Information Technology (DSIT)</i>	SC - SLED
<i>MUSC, Medical University of South Carolina (Charleston)</i>	SC - SLED
<i>New State Agencies - Public Safety, NC DHHS</i>	NC - SLED
<i>First Citizens Bank</i>	NC
<i>Martin Marietta Materials</i>	NC
<i>Springs Global</i>	SC
<i>Tanger Factory Outlets</i>	NC
<i>University of North Carolina Healthcare System (UNC Health Care)</i>	NC - SLED

<u>SLED BOUNTY HUNTER</u>	STATE/ VERTICAL
	AL - SLED
<i>Barry University</i>	FL - SLED
<i>Division of State Information Technology (DSIT)</i>	SC - SLED
<i>Georgia Regents Health System (Augusta)</i>	GA - SLED
<i>Jacksonville International Airport</i>	FL - SLED
<i>Jefferson County School District</i>	AL - SLED
<i>MUSC, Medical University of South Carolina (Charleston)</i>	SC - SLED
<i>Nashville International Airport</i>	TN - SLED
<i>New State Agencies - GA/NC</i>	GA/NC - SLED
<i>Nova Southeastern University</i>	FL - SLED
<i>Troy Univeristy</i>	FL - SLED
<i>University of Memphis</i>	TN - SLED
<i>University of North Carolina Healthcare System (UNC Health Care)</i>	NC - SLED

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