



Executive Profile

Ken Kogut

Vice President of Business Development



As Vice President of Business Development, Ken Kogut is responsible for developing strategic partnerships that help Veramark grow business and expand into new markets.

Ken brought a wealth of business experience with him when he joined Veramark in 2007. Most recently, he was Director of Channel Sales/Business Development for Tiburon Associates LLC., a systems integration company that architects, designs and implements global enterprise NAS/SAN systems for the U.S. Intelligence community. Ken managed all sales and business development efforts for the company, increased bid opportunities, and developed key partnerships with contractors and carriers that drove new business.

Prior to joining Tiburon, Ken was Director of Channel Management for Marconi, a global telecommunications equipment, services and solutions company with offices around the world. Ken managed a national channel program to recruit, train and develop certified resellers and integrators to sell the company's video conferencing solution, and developed partnerships with leading medical schools that selected the virtual presence solution as the cornerstone of their telemedicine program.

Ken's experience also includes a stint as Director of Product Marketing at Enterasys Networks, an enterprise network solution provider, where he managed comprehensive global marketing of the company's network LAN switch products.

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