ANN L. ZIMMERMAN

Profile

Ann Zimmerman is a Principal Consultant with Suss Consulting with recent in-depth experience winning deals with solutions and applications for large federal and corporate customers using Splunk and Apache Hadoop, the leading big data analytics platforms.

Relevant Experience

Ms. Zimmerman has spent the past two years as a Senior Systems Engineer with Splunk, where she was instrumental in winning major contracts that led to a record sales year. Among these was an enterprise deal that was one of Splunk's largest sales ever.

Ms. Zimmerman has focused on big data platforms for data analytics in support of security, compliance and operational intelligence.

Ms. Zimmerman has an extensive history in customer-facing positions – consulting, implementing contracts (both in the U.S. and abroad), and managing technical groups on both the sales and delivery side of business. Her teams have competed and won deals that culminated in business that exceeded $250 million with the Veteran Benefits Administration –and enterprise-wide contracts with the U.S. Air Force and the Royal Canadian Mounted Police.

Ms. Zimmerman has over 25 years of experience in IT, with a strong background in systems integration, sales engineering and project management. Over the past 14 years she has had a strong focus on security – working with PKI and PKI-enabled applications, SIEM, network edge defense, managed file transfer and identity management solutions. She has developed system solutions and provided senior engineering sales support for companies including IBM, AT&T, Northrup Grumman, Tumbleweed (now Axway), PureEdge Solutions (now IBM). She has extensive experience in enterprise and virtualized environments with mainframes (including IBM zSeries eServers running both zOS and z/VM with zLinux) numerous Linux/UNIX distributions on Intel and other platforms, Windows Servers, Mac OS X, and VMware vSphere.

Education
Miami University, Oxford, Ohio; BA; Graduated with honors; Member of Phi Beta Kappa
Miami University European Center, Luxembourg; Studied and worked abroad
Splunk, Numerous courses on Splunk Enterprise 5 and 6, and Enterprise Security

SUSS CONSULTING, INC.   *Suss it out*™

Noble Plaza, Suite 313, 801 Old York Road, Jenkintown, PA 19046 • (215) 884-5900 • (888) 984-5900 • *info@sussconsulting.com*
Washington, D.C. (301) 587-5353 • *www.sussconsulting.com*