

## **Brian Cunningham**

### **Sr. Executive and Strategist**

Mr. Cunningham is an accomplished senior executive and strategist with a broad range of global experience. Operating his own consultancy, Mr. Cunningham has been providing strategic consulting, international market development, merger and acquisition services, capital fundraising, government relations, strategic alliance, operational control, talent acquisition, and destination development services across multiple verticals including the hospitality industry (Cruise/Hotel). Under contract, Mr. Cunningham, has created and operated companies in the hospitality and insurance industries and achieved laudable results.

As Managing Director of the State & Local Government and Education (SLED) team at Citrix, Mr. Cunningham currently is responsible for leading the SLED sales organization and developing the vertical market for the company. Previously, Mr. Cunningham served as director of Strategic Systems Integrators at Citrix.

Mr. Cunningham was previously an Area Vice President at NCR Corporation, the Partner/Managing Director responsible for State of Florida Government at KPMG Consulting/BearingPoint, and Managing Partner, Unisys Global Public Sector.

Mr. Cunningham serves on the Florida State University College of Business Emeritus Board, the Board of Directors of the Florida International University Pino Center for Entrepreneurship, and the Board of Trustees for the Florida Virtual School.