

Steve Charles
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For more than two decades, Steve Charles has helped hundreds of technology manufacturers succeed in the government marketplace. His expertise on the government technology ecosystem provides technology manufacturers with a strategy and clear focus for success. Charles' adept at mapping technology product lifecycles and revenue models with appropriate channel and contract vehicle strategies in light of current procurement regulations.

Charles co-authored *The Inside Guide to the Federal IT Market* and he's regularly quoted by *Federal News Radio*, *Washington Technology*, and the *Washington Business Journal*. He also writes for immixGroup's *Government Sales Insider* blog.

Prior to immixGroup, Charles was vice president of contract management with Selbre & Associates. He has a B.A. in communications and business, Magna Cum Laude, from Temple University and completed extensive government procurement coursework at American University, George Washington University, University of Virginia, and NCMA.