

# TechNet Pacific Northwest

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**Bill Kalogeros**  
Director of Business Development - Public Sector  
Nutanix

Bill Kalogeros serves as the Director of Business Development - Public Sector at Nutanix Modern Apps and Data, where he leads public sector initiatives to advance Kubernetes and container platform adoption within the Federal Government and Department of Defense (DoD).

As a Senior Advisor for AccuKnox, Bill spearheaded efforts to introduce Zero Trust and Zero-Day Threat Mitigation solutions for Kubernetes, virtual machines, bare metal, IoT/Edge, and 5G assets to government markets. Previously, he served as Director of Business Development for the DoD at D2iQ, a leader in enterprise Kubernetes solutions.

He was also responsible for driving business development for next-generation Advanced Threat Defense (ATD) solutions, leveraging Deception 2.0 technologies to detect, engage, and neutralize malicious activity within secure environments.

His contributions include securing critical DoD Programs of Record such as DISA's ECOS and NRL's DPI-VHE, underscoring his deep expertise in delivering mission-critical cybersecurity solutions.

Over his 25+ years in the industry, Bill has held senior roles at leading organizations, including GE Comstor, Cisco Federal, Bivio Networks, CloudShield, and HP TippingPoint. He has collaborated with prominent defense contractors such as BAE Systems, ManTech, Lockheed Martin, and Northrop Grumman, consistently advancing cybersecurity innovations tailored to public sector needs.

Bill has briefed key decision-makers, including U.S. Senators, Representatives, DISA officials, Canada's Department of National Defense, and the TSA, on topics ranging from information assurance to defense-in-depth technologies and Zero Trust strategies for Homeland Security. A recognized thought leader, he has presented at prestigious conferences such as RSA, AFCEA, the Insider Threat Summit, LinuxWorld, and the Techno Security Conference, sharing insights on secure military networks, the impact of IPv6, and other critical issues. His contributions include articles and podcasts for LinuxWorld Magazine.

A proud U.S. Army veteran, Bill served as an Army Ranger and Arctic Paratrooper from 1981 to 1985. His military service, combined with his extensive industry experience, positions him as a trusted leader in advancing cybersecurity and IT innovation for the Federal Government and DoD.

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