

Biography



Alan Ford
Director of Presales Consulting
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Alan Ford is the Director of Presales Consulting for Teradata Government Systems, LLC, the division of Teradata supporting federal, state, and municipal government agencies in the United States. He is responsible for managing sales engineer activity within the government sector for Teradata.

In his 15 years with Teradata, Ford has worked as a senior solution architect for both the government and communication industry verticals within Teradata. Additionally, as a consulting partner he has also managed post-sales consulting projects and activity in the manufacturing, financial, and travel & transportation divisions of Teradata. Ford also worked at Navy Federal Credit Union managing its enterprise data warehouse team. Prior to pursuing a career in Information Technology, Alan worked as a clinical researcher concentrating in neurological disorders and infectious diseases in the pharmaceutical and biotech industries.

Ford leads his presales team in gathering requirements and architecting leading-edge and comprehensive data warehouse and analytics solutions for Teradata's government customers. He also helps evaluate and manage partnership opportunities between Teradata Government Systems and vendors offering complementary technologies to Teradata's offerings.

Alan attended Arizona State University where he earned a BS in Microbiology with a focus on Bacterial Genetics. He also holds an MBA in Finance and Information Technology and an MS in Information Systems from the University of Maryland at College Park.