

IBM Continues Focus on Government Digital Transformation by Adding to its Bench of Federal Market Leaders in Washington, D.C.



WASHINGTON, D.C. – Nov. 17, 2022 – IBM (NYSE: [IBM](#)) today announced senior leader additions to its Federal Market organization, building on the company’s commitment to help accelerate the federal government’s secure digital transformation with hybrid cloud and AI, and strengthening partner ecosystems that can drive better outcomes.

Mark Johnson has joined IBM’s Federal Market organization as Vice President, Federal Technology Sales. In his new role, Mark is responsible for the company’s federal government sales strategy and day-to-day execution. With a career spanning over 25 years, Mark brings a diversity of government technology and leadership experience covering strategy, sales, management, operations and product development. Before joining IBM, Mark spent over ten years with Oracle in leadership roles supporting federal agencies in their IT modernization journeys with the design, development, and implementation of hybrid cloud and automation solutions. He was instrumental in growing Oracle’s cloud footprint with the federal government, most recently as Group Vice President, Federal Cloud Sales. Prior to Oracle, Mark co-founded and was the lead product developer for Desktop Standard, LLC, a software start-up later acquired by Microsoft. Mark also served in the U.S. Navy as a Commanding Officer and FA-18 test pilot.

Terry Halvorsen will now lead all of IBM’s federal government targeted new business growth efforts as Vice President, Federal Client Development. With over three decades of experience working for and in support of the federal government in senior and influential roles, Terry brings a wealth of knowledge and expertise in the complex and evolving federal market and IBM’s corresponding technology and services value proposition.

In addition to Terry, Mark joins IBM’s existing Federal Market leadership team of Susan Wedge (General Manager, IBM Consulting Federal and Public Sector) and Katharyn White (Vice President, IBM Federal Ecosystem).

About IBM

IBM is a leading provider of global hybrid cloud and AI, and consulting expertise. We help clients in more than 175 countries capitalize on insights from their data, streamline business processes, reduce costs and gain the competitive edge in their industries. Nearly 4,000 government and corporate entities in critical infrastructure areas such as financial services, telecommunications and healthcare rely on IBM’s hybrid cloud platform and Red Hat OpenShift to affect their digital

transformations quickly, efficiently and securely. IBM's breakthrough innovations in AI, quantum computing, industry-specific cloud solutions and consulting deliver open and flexible options to our clients. All of this is backed by IBM's legendary commitment to trust, transparency, responsibility, inclusivity and service. Visit www.ibm.com for more information.

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