



**Nicholas Nilan is the Director of Product Development for Public Sector at Verizon.** He is responsible for the development and deployment lifecycle of innovative and mission impacting products and solutions for Federal, State and Local, and Education customers. Previously, he led Federal Marketing strategy at Verizon, and before that, engineering teams supporting mobility and Internet of Things deployments in the Department of Defense. He has been in the telecommunications industry for over 14 years and holds an MBA in Finance and Accounting from Regis University and an undergraduate degree in Political Science from York College of Pennsylvania. Additionally, he is on the Board of Directors and the Chair of the IoT Working Group for AFCEA DC.