

# Tony DeGonia

Senior Sales Engineer | Senior Solutions Architect

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I help enterprise and public sector organizations make faster, more defensible cybersecurity decisions through architecture-led discovery, executive communication, and strategic technical alignment.

**\$300M+**

TCV Influenced

**75%**

Competitive Win Rate

**45+**

Enterprise PoCs Led and Won

**500+**

Technical Demonstrations

**2X**

President's Club Winner

**15+**

Years in Cybersecurity

## PRE-SALES EXECUTION

- Technical Discovery & Workshops
- PoV / PoC Leadership
- RFP / RFI Ownership
- Solution Architecture Design
- Executive Presentations

## SECURITY DOMAINS

- MDR / XDR
- SOC Operations
- SIEM Architecture Use Cases
- Incident Response
- Threat Management
- Network Security (FW/IPS/WAF)
- Zero Trust / SASE / ZTNA

## PLATFORMS & COMPLIANCE

- AlienVault USM
- IBM QRadar
- Microsoft Defender
- Azure Sentinel
- Palo Alto / Fortinet / Watchguard
- AWS / Azure / GCP
- HIPAA, CJIS, PCI-DSS

## TARGET ENVIRONMENTS

Enterprise Cybersecurity Vendors · MDR / XDR / SIEM · Public Sector & SLED · Healthcare · MSSP / MSP · Strategic Pre-Sales Sales Engineering Leadership · Solutions Architecture

## NOTABLE ENGAGEMENTS

1. Nueces County TX – SASE / Zero Trust, 21 sites
2. Tulane University – \$3M MTDR rescue, \$900K TCV
3. WellStreet Urgent Care – 18 to 54 clinic expansion-
4. AT&T MTDR – 55% - 80% close ratio improvement

“Tony is a technical sales Rockstar. His approach to making complex technical problems understandable to all has translated into epic business deals.”

- David Segura, Solutions Engineering Leader, Lacework

## STRATEGIC DIFFERENTIATORS

- Architecture-led discovery that compresses deal cycles
- Technical-to-business translation at the C-suite level
- Proven PoV frameworks that close contested evaluations
- Deep public sector & healthcare vertical expertise
- AI-augmented RFP and executive deliverable development
- CJIS authorized across 100+ agencies – 15 years

**200+** Sales Engineers  
Trained & Enabled

**12** AT&T Enterprise Business  
Center Presentations