

enterasys® Focus on Education Secure Networks™ Dedicated Education (K-12) Team



Jonathan Kidwell, Director of K-12 North America jkidwell@enterasys.com

Jonathan Kidwell has over sixteen years of experience in the data communications and telecommunications industry. He has held positions as a Network Administrator for Wayland Baptist University, Network Security Specialist and Regional Engineer for the Kentucky Department of Education, specifically overseeing the technology implementation of 29 school districts in northern Kentucky, and has been with Enterasys for the past 8 years. Jonathan served as solutions engineer for 6 years with Enterasys and now continues to serve Enterasys as the Director of Education K-12 for North America.

Dustin Bello, K-12 Account Executive-Northeast dbello@enterasys.com



Dustin Bello has over 5 years in various positions at Enterasys Networks. A graduate from UNH with a Bachelors of Science in Business Administration. He also holds a minor in the Psychology of Interpersonal Communication. At Enterasys he's performed various functions in support of growing the education business. Starting at Inside Sales support and on to Inside Sales Manager within 2 years. After a brief stint as Channel Manager where he recruited and trained Enterasys partners, he moved on to a Territory Account Executive position in Atlanta. For the past 2 years, Dustin's been primarily focused on the K-16 industry and dedicating his focus to understanding the demands of the 21st century learning environment. As a customer oriented sales professional Dustin brings experience from all aspects of the data networking business and will continue to develop that experience to expand and support our education business.



Rick Edson, K-12 Account Executive-West redson@enterasys.com

Rick Edson has 14 years of K12 public sector experience focusing on program improvement, instructional technology, and infrastructure implementations. Rick held multiple positions as a certificated staff member as well as several technology management positions in the former Grant Joint Union High School District which, in 2008, became the Twin Rivers Unified School District (Sacramento, CA). Most recently, he guided the San Mateo-Foster City School District (Foster City, CA) as the Director of Technology where he was responsible for all aspects of technology. Rick oversees Enterasys K12 initiatives in the Western United States and Western Canada.

Bryan Hudgens, K-12 Account Executive-South bhudgens@enterasys.com



Bryan Hudgens has more than 15 years of extensive experience in IT systems support, systems design and architecture, networking and core infrastructure. He has worked as a technology consultant for many K-12 districts, and most recently held the position of Executive Technology Director for Beaufort County Schools which services approximately 20,000 students and 3000 employees. He has implemented 1:1 programs, virtual learning, BYOD, and understands the challenges involved with optimizing and securing the network while balancing the needs of today's 21st century learners. He has worked in the classroom as an instructor, and developed educational software for early



Tracy Hill, K-12 Sales Development thill@enterasys.com

Tracy Hill, National K-12 Business Development for Enterasys specializing in E-Rate funding opportunities. With over 13 years experience in education technology for a small independent school district in Kentucky, Tracy has had experience working closely with all aspects of Ed Tech. Tracy served on regional and state leadership committees driving state standards and practices. Tracy's experience wearing many hats due to necessity in a small district enables a unique point of view in implementing emerging technologies.

Contact Us

For more information, call Enterasys Networks toll free at 1-877-801-7082, or +1-978-684-1000 and visit us on the Web at enterasys.com