



## **Don Turner**

**DoD Sales Engineering Manager  
Avaya Government Solutions**

Don Turner is currently the DoD Sales Engineering Manager at Avaya Government Solutions. The Sales Engineering Team provides technical guidance to DoD customers worldwide. His key role is to evangelize technology trends and industry-wide shifts to create engaging, collaborative solutions for audio, web, and video technologies that meet the demanding security requirements of the DoD.

Throughout his 22-years with Bay Networks, Nortel and Avaya, Don has built a reputation for understanding many technology areas and how they directly relate to solving customer needs. He assists in developing business strategies, marketing programs, and whitepapers to reinforce the accurate positioning of collaboration solutions to the Federal Government customer segment.

Embracing the core values of integrity, innovation, and growth, Don is constantly involved in presentations at major events like Enterprise Connect and International Avaya User Group (IAUG) conferences. He also consults with Avaya's business partners to ensure that they have a clear and concise understanding of the application of technology to solve customer problems.