

**Curt Kolcun**  
**Vice President, Federal Division**  
**Microsoft Corp.**

Curt Kolcun is Vice President of Microsoft Corp.'s Federal Division, part of the company's Public Sector business vertical. He is responsible for sales, contracting, pre-sales technical support, and product marketing for the company's U.S. federal government and strategic federal systems integrator business worldwide. Kolcun was appointed to the position in August 2003.

Kolcun (pronounced "Kol-sun") has been with Microsoft for more than 17 years and has been instrumental in helping grow the company's federal government business. In his current role he has provided the leadership and inspiration to achieve over 22% growth in the business and attain the highest customer satisfaction ratings in North America. Before his most recent appointment, Kolcun was Federal Practice Manager for Microsoft Consulting Services.

When he joined Microsoft, Kolcun was the company's first systems engineer assigned to work on the U.S. Department of Defense account, and worked closely with product groups to lead Microsoft's initial field efforts on security, encryption and standards initiatives, including C2 evaluations and CryptoAPI efforts. He has also managed Microsoft Federal's pre-sales technology and engineering teams.

Kolcun began his professional and technical career as an airman in the U.S. Air Force where he had the opportunity to lead a project team responsible for the first Air Force system designed to automate the creation of Government Bills of Lading. For this effort he was named "21<sup>st</sup> Air Force Freight Traffic Specialist of the Year." Kolcun left public service in 1983 to become a Systems Engineer for the Federal branch of NBI, Inc., where he was responsible for systems engineering and systems support. Kolcun joined Microsoft in 1989 as a Senior Architectural Engineer.

Kolcun is on the executive committee of the USO of Metropolitan Washington as well as on the board of directors of the Northern Virginia Technology Council and the AFCEA National Capital Region. He lives in Leesburg, Va., with his wife, Debbie.

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