

**Harm Jan Arendshorst**  
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Harm Jan Arendshorst is Head of Business Development EMEA in the Global Consulting & Integration Services (GCIS) organization of Verizon Enterprise Solutions. He is responsible for the Executive Consulting Partner Program and Presales teams of Consulting Partners and Solution Architects to drive the growth of our cloud, machine to machine, data center, security solutions and professional services across EMEA. He inspires innovation and complex ecosystem development by passionately driving industry partnerships while transforming and building new capabilities in Verizon GCIS en Verizon Enterprise Solutions.

He is a member of the Board of Directors of Trust in Digital Life (TDL) and member of the Open Identity Exchange (OIX) Steering Group for the UK Cabinet Office Identity Assurance Program (IDAP) and of the Steering Group of AssureUK, a Personal Data exchange for the private sector in the UK and working closely with the GSMA on global standards for Personal Data Exchange. Arendshorst delivers world class strategic consulting at C-level to various organizations, industry and government bodies around the world and frequently speaks at leading events like the ITU Telecom World 2013 in Bangkok and Mobile Wallet Summit in London.

Arendshorst has more than 6 years' experience in Verizon, successfully developing and leading new regions and multi-cultural practices across EMEA and internationally within professional services. He has more than 20 years' experience at companies like PWC, Getronics, RSA Security, ABN AMRO and Fortis Bank where he has been responsible for Professional Services, Product Management, Sales and Business Development around new technologies like Cloud, Security, Mobility, M2M and Management Consulting.

Harm Jan holds a Bachelors degree of the Saxion University of Applied Sciences in Business Informatics and a Master's of Science in Cooperative Computing of the Middlesex University