



## **David Natelson** **Vice President, Government Solutions**

David joined First Data in October 2014 as Vice President of Government Solutions. In 2014 he was responsible for the Government Solutions Payment Products team which is based in Cincinnati and has employees there plus in Denver, Chicago, Austin, and Omaha. He also managed the State and Local Government/Higher Education Eastern Region Sales team – National Account sales and Relationship Managers. Currently, David manages a team of Account Executives and Sales Executives that support State and Local Government, Transportation, Education, and Utility clients in the eastern half of USA.

Prior to First Data, David served as the President and COO of Nasatka Security, a premier manufacturer in the physical and electronic security marketplace. Before that he was a Vice President of Sales at two startups, one focused on Governance, Risk Management and Compliance (GRC) for Fortune 500 and large Government SAP, Oracle, and PeopleSoft clients and one in the Aerospace and Defense area. David spent the majority of his career (15 years) at Oracle Corporation. While at Oracle, David's responsibilities included Product Development, Oracle Consulting, and Oracle Sales/Sales Management. His last position was Vice President of Applications Sales (ERP/CRM) for the U.S. Public Sector Vertical.

David has a Bachelor of Science degree in Mathematics and Computer Science from Vanderbilt University and a Master of Science in Computer Science from The John Hopkins University. He lives in the Tampa Florida area and has three sons, ages 20, 23 and 26.

His publications include "Electro Optic/InfraRed laser illumination sensors for perimeter security" Proc. International Society for Photonics and Optics (SPIE) 6538, Sensors, and Command, Control, Communications, and Intelligence (C3I) Technologies for Homeland Security and Homeland Defense VI, 65381H (4 May 2007); doi: 10.1117/12.722137.

Mr. Natelson has spoken at Conferences including the annual conferences of the National Association of State Comptrollers, Auditors, and Treasurers (NASACT), Federal of Tax Administrators (FTA), Government Finance Officers Association (GFOA), and Oracle OpenWorld/OAUG, SPIE, IFSEC International, and ASIS Middle East.