

Digital Fuel Taps Nick Boswell to Lead Federal Government Sales Growth

Digital Fuel has hired Nick Boswell to head up Federal Government sales efforts. Nick will help Digital Fuel set the channel and direct strategy.

WASHINGTON, DC, USA, March 13, 2017 /EINPresswire.com/ -- [Digital Fuel](#) SV, LLC (“Digital Fuel”) has hired senior sales executive Nick Boswell to head up the firm’s Federal Government sales efforts. Nick will be responsible for helping Digital Fuel set the channel and direct strategy for the Federal practice.

“Federal Government requires an IT Business Management (ITBM) solution that provides high levels of financial transparency and also meets their application security needs,” said Nick. “This is critical for financial and security compliance.”

While other ITBM solutions use a “black box” approach where allocations, logic and data transformations are hidden or completely decentralized, Digital Fuel leads with its transparent use of obvious and centralized cost allocations, logic and data transformations. The high levels of transparency provided allow the Federal Government to meet and exceed financial compliance requirements.

“

Federal agencies spend billions of dollars on IT each year. We help agencies organize their IT assets and services and provide the clarity that financial and technology leaders need. ”

Nick Boswell

With the only full-featured on-premise ITBM solution offered today, Digital Fuel is uniquely qualified to meet the security needs of the Federal Government. The on-premise solution allows the Federal Government to confidently manage security compliance within their trusted datacenters.

These features and more have allowed Digital Fuel to serve as a trusted ITBM advisor and partner to the Federal Government for many years.

“Federal agencies spend billions of dollars on IT each year.

We help agencies organize their IT assets and services and provide the clarity that financial and technology leaders need to easily understand exactly where their money is going, while optimizing the efficiency of each dollar they spend on IT. We invite all agencies to review our whitepapers and case studies and contact us to get started,” said Nick. “As we grow in Federal Government we are looking



for partners. We encourage groups with an interest in becoming partners to reach out to us.”

Nick brings over 15 years of experience in the technology industry to Digital Fuel. Nick was most recently VP of Sales at Expert Choice, a SaaS company focused on collaborative decision making and resource allocation of project portfolios (R&D, Capital Asset, and IT Portfolios). Nick began his career at Bindview Corporation and holds an MBA from Darden at the University of Virginia.

HOW CAN DIGITAL FUEL HELP?

- GAIN TRANSPARENCY**
Understand the cloud resources and IT services you offer, as well as your costs, quality, and consumption
- ALIGN IT WITH THE BUSINESS**
Enable IT to meet the business expectations for each line-of-business (LOB)
- CIO TRANSFORMATION AGENDA**
Demonstrate the value of new IT investments designed to accelerate business growth
- CONTROL AND OPTIMIZE IT BUDGET**
Increase the economies of scale reducing IT unit costs and TCO

Digital Fuel Services

“We are pleased to add Nick Boswell to head up the Federal Sales division at Digital Fuel,” said Rick Bigelow, Digital Fuel COO and General Manager. “Nick brings a deep understanding of the Federal marketplace and is a proven leader in setting up partnerships in the space.”

To find out more about Digital Fuel’s Federal Government solutions, visit our dedicated Federal Government page on our [website](#).

About Digital Fuel SV, LLC

Digital Fuel is an IT Business management (ITBM) tool that provides transparency and control over the costs of cloud environments and quality of IT services. Its suite of products allows businesses to optimize costs and sourcing across internal virtual infrastructure/private cloud and public cloud. Infrastructure teams use Digital Fuel to understand the costs of supplying private and public cloud environments, while CIOs and IT executives can understand the costs of supplying IT services. For additional information, please contact Public Relations at Digital Fuel at (925) 997-2557 or via email at PR@digitalfuel.com.

Stay connected with Digital Fuel by following our LinkedIn Account at <https://www.linkedin.com/company/digital-fuel>

Brett Arnott
Digital Fuel
(925) 997-2557
email us here

This press release can be viewed online at: <http://www.einpresswire.com>

Disclaimer: If you have any questions regarding information in this press release please contact the company listed in the press release. Please do not contact EIN Presswire. We will be unable to assist you with your inquiry. EIN Presswire disclaims any content contained in these releases.

© 1995-2017 IPD Group, Inc. All Right Reserved.