Bill Suarez Joins the Whalley Computer Associates (WCA) TAM Team

Bill Suarez has recently joined Whalley Computer Associates (WCA) to formalize our Technical Account Management function by drawing on his decades of experience in the enterprise IT space.

By utilizing the wide array of resources in Whalley Computer and our partner portfolios the Technical Account Management team will provide guidance to customers on how best to take advantage of new and emerging technologies, professional\managed services and applications to meet their business objectives.

As vendor/partner liaison the TAM team will ensure customers are up to date on critical information regarding product updates, security, new capabilities.

Bill's background in building and managing enterprise IT infrastructure for companies like Rational Software and Carbon Black allows him to share our customer's perspective as he has sat on that side of the desk as a Whalley customer for over a decade.

The TAM team will partner with the Account Executives to develop a deeper customer relationship on the technical level. This approach will demonstrate to our customers and prospects how the the word solution is central to WCA's reputation as a premiere Solution Provider in the region. The TAM team will give our customers an additional level of expertise that fully understands their business objectives and challenges by bringing relevant technologies and capabilities to the table that can help them meet their corporate objectives.

Some TAM deliverables:

- Establish a cadence for regular customer meetings to review projects, technologies and surface any new challenges

- Deliver outbound communications on new and emerging technologies

- Advise customers on security best practices

- Customized content based on customer's equipment portfolio

Please contact your Account Executive to setup an introductory meeting with the TAM team and let us show you how we can enhance your IT deliverability.

About WCA
Whalley Computer Associates (WCA) is an exceptional technology sales and service organization that partners with customers to reduce their costs and increase efficiency through technology. We accomplish this by providing unbiased presales consultation, exceptional pricing, outstanding deployment, and engineering services throughout North America.

The OEM Division supports customers globally from its headquarters in Southwick, MA and its European Integration and Distribution Center in Nijmegen, Netherlands. WCAOEM supports customer with appliances and services across a variety of industries, including healthcare, retail, cloud storage, network security, digital signage, and manufacturing.

WCA has been a leader in the IT industry for over 40 years, is ranked in the largest one percent of all solution Providers in North America and has been recognized for providing World Class service by all the leading computer manufacturers.

To learn more about WCA click this link https://www.wca.com/about/the-whalley-difference to view a short video, visit **www.wca.com**, **www.wcaoem.com**, or email our company President Michael T. Sheil at **mts@wca.com**.