

## Access to Experts



**Suzanne Mersch**  
Governance & Strategy, Global Alliances  
Dell

Suzanne Mersch serves as Governance Manager, Dell Global Alliances. In this role Ms. Mersch is responsible for developing strategy and governance plans for Dell's most strategic partnerships.

Prior to her current role, Ms. Mersch was responsible for managing the inside sales organization for Dell software for the Large Enterprise business unit, which delivers solutions and services to the world's largest corporate IT users. In this role, Ms Mersch worked with Dell's most strategic alliances and managed Go To Market programs and Sales Strategies.

Ms. Mersch came to Dell in 2007 after almost twenty years in the Information Technology industry including IBM, Hartford Computer Group and Applied Graphics Technologies.

Ms. Mersch earned a bachelor's degree in Computer Engineering from The University of Illinois and an MBA from Northwestern University, Kellogg Graduate School.

Ms. Mersch lives in Chicago with her husband and two children.

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