

# Executive Biography

## North America Management Team



### **JENNIFER MORGAN**

**President**

**SAP North America**

Jennifer Morgan was appointed president of SAP North America in May 2014. She is responsible for leading the business in the North America region, serving more than 89,000 customers in 25 industries across the United States and Canada.

Previously, Jennifer was president of the regulated industries market unit for SAP U.S., which encompasses federal, state, and local government, as well as the higher education, aerospace and defense, healthcare, and utilities industries. In her role, she was responsible for leading the strategy, business operations, revenue performance, customer relationships, and overall customer satisfaction in the market segments throughout the United States.

SAP Regulated Industries was formed in 2013, adding the healthcare and utilities businesses to SAP Public Services Inc., which Jennifer led since 2011. As president of SAP Public Services, she was directly responsible for the company's federal civilian and defense, aerospace, state and local government, and higher education industry practices. She has more than 20 years of experience in helping develop, sell, and implement enterprise-wide solutions for government and private sector customers.

Before joining SAP, she served in a variety of positions for Siebel Systems. Earlier, Jennifer served as a client manager at Accenture, where she primarily oversaw large system modernizations at consumer products companies, as well as numerous government agencies.

Jennifer is a graduate of James Madison University in Harrisonburg, Virginia.

