Google Public Sector

Google Public Sector Summit

Partner Connect

October 21, 2026



Wednesday, October 21, 2026

7 AM EDT

2 HRS

Amphitheater Foyer

Registration & Breakfast

Maximize your time by networking and engaging directly at our dedicated 'Ask the Expert' booths, where you can connect 1:1 with Google Public Sector field leaders and experts in:

- Federal Civilian
- National Security
- Federal System Integrators
- State & Local Government
- Healthcare
- Transportation
- Higher Education
- ISV
- Carahsoft
- Partner Marketing

9 AM EDT
15 MINS
Amphitheater

Welcome Keynote



Brent Mitchell
Vice President, Go-To-Market
Google Public Sector

Hear from Brent Mitchell, Google Public Sector Vice President, Go-To-Market, in his welcome keynote address “Building the Agentic Era—Together.”

Brent will share how Google is uniquely positioned to lead the public sector's rapid AI acceleration and explain why our collective success in this massive market depends entirely on the specialized expertise of our partners.

What you will learn:
• **The 5 Cs of Gemini**: How to leverage Gemini as a holistic, secure agentic platform that provides government agencies with Choice, Control, Costs, Continuity, and Context.
• **New Program Investments**: How to tap into our major new GTM funding initiatives.
• **Driving AI Adoption at Scale:** How to position your business as the indispensable scale engine that helps federal and SLED agencies move beyond basic prototypes into full-scale mission deployments.

9:15 AM EDT
15 MINS
Amphitheater

Where Mission Meets Moonshot: Architecting What's Next in Partnership



Tony Orlando
Managing Director, Partner and Specialty Sales
Google Public Sector

This session will outline a proactive joint strategy to solve the government's toughest challenges.

What you will learn:
• **How Google is putting its capital directly behind your business**, helping you set the terms of public sector modernization.
• **The Full-Stack Growth Opportunity:** Why Google’s integrated full-stack architecture—spanning custom silicon, cloud infrastructure, AI models, and secure applications—creates an unmatched commercial growth vector for your organization.
• **Incentives:** How our newly redesigned program incentives are engineered to secure and protect your margins.

9:30 AM EDT
25 MINS
Amphitheater

How partners can accelerate the agentic moment



Cameron Groves
Director, Rapid Innovation and Specialty Customer Engineering
Google Public Sector



Brian Schoepfle
Head of Partner Enablement and the Workspace Specialist Customer Engineering Team
Google Public Sector

Hear from Cameron Groves, Director, Rapid Innovation and Specialty Customer Engineering, and Brian Schoepfle, Head of Partner Enablement and the Workspace Specialist Customer Engineering Team, as they demonstrate why deploying a secure AI landing zone is only the starting line for true public sector transformation. They will detail how every partner—whether a professional services firm, consulting agency, ISV, or reseller—can leverage Google's AI solutions to solve the government's most critical challenges and drive lasting mission outcomes on the ground.

What you will learn:
• **The Three Pillars of Public Sector AI Adoption**: How to build high-margin service practices around Mission-Ready AI, Mission-Ready Data, and Mission-Ready Workforce.
• **Overcoming Enterprise Barriers to ROI**: How to address critical public sector hurdles using our pilot-to-production philosophy—tackling the organizational readiness barriers that block 71% of enterprise executives and unlocking significant ROI.
• **Tactical Afternoon Playbooks**: A preview of afternoon workshops covering hands-on agent building, managing customer costs via tokenomics and intelligent model routing, and deploying positive-reinforcement adoption dashboards.

9:55 AM EDT
15 MINS
Amphitheater Foyer

Break

10:10 AM EDT
20 MINS
Amphitheater

Market Landscape



Omid Ghaffari-Tabrizi
Head of U.S. Federal Civilian Policy
Google Cloud

Hear a critical analysis of the legislative, regulatory, and policy forces shaping public sector technology.

Drawing on the speaker's extensive experience guiding major information technology modernization efforts across multiple administrations, they will map out how the intersection of policy and procurement creates major commercial lanes for partner-led growth.

What you will learn:
• **The Policy Landscape**: An update on the Administration's current priorities, upcoming legislative shifts, and how policy interpretations impact federal civilian IT modernization budgets.
• **Advocacy in Action**: Real-world, practical examples of how Google and partners have successfully "moved the needle" for public sector customers through policy advocacy.
• **Partner Teamwork & Procurement**: How to navigate complex procurement issues, competition directives, and the application of cybersecurity metrics to build a competitive advantage in the field.

10:30 AM EDT
25 MINS
Amphitheater

Google Public Sector Executive Panel



Tony Orlando
Managing Director, Partner and Specialty Sales
Google Public Sector



Matthew Schneider
Managing Director, SLED Sales
Google Public Sector



Ron Bushar
Managing Director & Chief Security Officer
Google Public Sector



Jim Kelly
Vice President, Federal Sales
Google Public Sector



Elizabeth Moon
Managing Director, Customer Engineering
Google Public Sector

Join a panel of Google Public Sector leaders as they map out the ultimate blueprint for collaborative co-selling success and share key operational strategies for transitioning from AI experimentation to production-ready, autonomous workflows.

What you will learn:
• **Field Alignment:** How to align your joint sales execution with Federal and SLED go-to-market priorities to accelerate deal close.
• **Procurement Velocity:** Strategies to de-risk customer modernization and drastically shorten the Authority to Operate (ATO) cycle.
• **Full-Lifecycle Value:** How to drive true public sector adoption by pairing Mission-Ready AI with robust data foundations and workforce training.

10:55 AM EDT
5 MINS
Amphitheater

Morning Close

11 AM EDT
1 HR
Amphitheater Foyer

Networking Lunch

Maximize your time by networking and engaging directly at our dedicated 'Ask the Expert' booths, where you can connect 1:1 with Google Public Sector field leaders and experts.

12 PM EDT
3 HRS
Amphitheater

Federal Track



Liz Combs
Head of Federal Partner Sales
Google Public Sector

How to align your solutions with immediate civilian and defense mission priorities, scale AI securely within strict federal security and governance frameworks, and master federal-specific sales operations through dedicated partner selling masterclasses, Carahsoft procurement strategies, and direct alignment with Federal field leadership.

12 PM EDT
3 HRS
Oceanic

ISV Track



Josh Dries
Head of ISVs, Startups & GovTech Partners
Google Public Sector

How to navigate GovRAMP, FedRAMP, and impact level compliance, utilize Google Cloud Marketplace programs for rapid transaction funding, and pitch your solutions directly to field sales managers in interactive workshops.

12 PM EDT
3 HRS
Horizon

State, Local & Education Track



Todd Goldrick
Head of SLED Partner Sales
Google Public Sector

How to solve complex State, Local, and Higher Education challenges under tight fiscal constraints, deploy tailored AI and collaboration solutions for constituent services, and coordinate with SLED regional sales teams to navigate cooperative purchasing lanes and accelerate regional contract wins.

12 PM EDT
3 HRS
Polaris

Technical & AI Labs



Brian Schoepfle
Head of Partner Enablement and the Workspace Specialist Customer Engineering Team
Google Public Sector

How to master cost-controlling tokenomics and AI change management, plus build and deploy secure agents first-hand during our dedicated, hands-on Technical Lab.

3 PM EDT
2 HRS

Closing Networking Reception

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