Andrew Fairbanks

General Manager of IBM Services for the Federal Government

Andrew Fairbanks is the General Manager of IBM Services for the Federal Government. In this role, he leads a team of more than 3,000 people delivering Consulting Services, System Development, and System Sustainment contracts for the Federal Government. Prior to assuming his role as the leader of the Federal Services organization, Mr. Fairbanks served as the Quality & Delivery Excellence Leader for IBM Global Business Services - North America. He oversaw the solutioning and delivery of IBM's portfolio of Digital, Cognitive Computing, Mobile, Enterprise Applications, Cloud, and Application Development programs across IBM's North America services business. He led a team of senior Delivery Partners, certified Program Managers, and Solution Architects to drive client satisfaction, benefits realization, and cost/schedule performance throughout the IBM portfolio of programs. Prior to assuming responsibility for North America Delivery, Andrew led the IBM Public Sector Delivery organization, managing a team of more than 3,000 people in the delivery of programs to IBM's Federal, State & Local, and Health Care clients. Andrew specializes in managing large, complex programs including his work as Senior Program Executive for the $453M eArmyU/GoArmyEd program, which won more than 15 Industry awards for innovation and delivery excellence. He is a recognized expert in the field of distance learning and use of technology to drive improved efficiency and effectiveness of Benefits Administration, Human Resources and Learning functions. Mr Fairbanks was honored in 2014 as a Federal 100 recipient by Federal Computer Week Magazine, recognizing the top 100 professionals from government and industry for their achievements in leading transformation in Federal IT. In 2015, he received the AFFIRM award, recognizing the outstanding Industry Executive serving the Federal government. Andrew received his Bachelors degree from Wesleyan University and his Masters in Public Policy degree from Harvard University.