

Education & Workforce Conference

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Matt Pincus serves as Director of U.S. Public Policy for Workday, a leading provider of enterprise cloud services delivering financial management, human capital management, and analytics applications. Mr. Pincus has primary responsibility for Workday's federal IT, procurement, workforce, and cybersecurity advocacy. He has directly supported Workday's U.S. federal business since it entered the market in 2022.



Prior to joining Workday, Mr. Pincus served as Director of Government Affairs for the National Association of State Chief Information Officers (NASCIO), a leading trade association representing 54 State CIOs with an annual cumulative budget of \$60 billion. Mr. Pincus developed, advanced, and executed federal advocacy priorities in state IT and cybersecurity, including IT modernization initiatives, AI, and cloud adoption strategy. He was instrumental in establishing the State and Local Cybersecurity Grant Program, which provides funding to eligible entities to address cybersecurity risks and threats to information systems owned or operated by, or on behalf of, state, local, or tribal governments.

Before joining NASCIO, Mr. Pincus served as Deputy Legislative Director for the National Guard Association of the United States (NGAUS), where he managed a legislative portfolio specializing in Air National Guard (ANG) issues representing the 50 states and four territories. His accomplishments include securing \$400-500 million annually for the National Guard Reserve and Equipment Account (NGREA), and more than \$7 billion in appropriations funding for ANG platforms, as well as improving access and treatment of mental health issues for National Guardsmen.

Additionally, Mr. Pincus served as a senior Legislative Assistant to Congressman John Carney (D-Delaware), where he managed a complex portfolio of issues including aerospace, defense, military, homeland security, intelligence, foreign affairs, veterans and sports. He was responsible for drafting of legislation, including on intelligence and defense acquisition reform, National Guard issues, amendments to annual authorization and appropriations bills.

Mr. Pincus graduated from Skidmore College with a B.A. in History and Government and from Johns Hopkins University with an M.A. in Global Security Studies. He lives in Washington,