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PROFESSIONAL & TECHNICAL PROFILE

- * *Consistent and proven leadership in Storage Networks design and implementation.*
- * *Coordinated teams in mega Meta SAN designs and implementations over 8 petabytes*
- * *Published author in two EMC Proven Professional Knowledge Sharing Competitions*
- * *Over 10+ years hands on experience with Storage, Cloud and Virtualization technology*

CAREER EXPERIENCE

***November 2012 to Current, CloudBursting Consulting (Independent Contractor)
HP Trainer/HDS Trainer and Consultant.***

***June 2010 to November 2012, ViON Corporation,(Washington, DC)
Pre-Sales Engineer - Civilian Agencies***

- Present HDS/ViON vision and technologies, strategy, and product roadmaps to executives, technical management and technical engineers.
- Develop and delivers clear, concise, coordinated presentations, executive facing documentation and advice to customers on complex environments based on input from customers, Sales, Marketing and own personal experiences.
- Provide expert technical and business pre-sales support for HDS/ViON Storage/NAS/Cloud/Virtualization/IAAS products to support revenue generation.
- Support pre-sales POCs and pilots at customer sites either remotely or locally on site.
- Maintain deep technical and business knowledge of Storage as a Service(SaaS)/Infrastructure as a Service(IaaS) and Cloud industry directions and trends
- Trusted advisor to our technical and managerial customer base.
- Brocade Resident Expert called in to provide sales and engineering support to enterprise Customers, (Brocade 7800, DCX, Brocade Encryption Switch (MACE), Thales Key Manager and VDX switches)
- Provide prompt technical responses to Request For Proposals (RFP) to ensure the company has the best technical responses to RFP requests.
- Prepare HDS technical quotes via Partner Quote Management (PQM) system to sales force for submittal to sales management for pricing.
- Post sales Project Management oversight for large sales wins to ensure installation, training and configurations are on time and with superior customer satisfaction.

***January 2009 to May 03, 2010, 3PAR Inc (PAR), Fremont, CA (Washington, DC)
Pre-Sales Engineer- DC Metro***

- Provide prompt and superior support to our local Sales teams to ensure successful sales calls and visits.
- Make routine sales call to prospective customers via onsite visits, phone calls or via computer software.
- Provide prompt technical responses to RFPs to ensure 3PAR has the best technical responses to RFP requests.

- Perform Proof of Concepts to provide customers a solid foundation and reasoning to purchase 3PAR
Provide support to local customer base which provides a rapid response to problem resolutions.

**March 2006 to October 2008, Brocade Communications, San Jose, CA (Washington, DC)
October 2008- November 24, 2008, SBS, A Brocade Communications Company.
Principal Brocade Solutions Consultant (DOD Secret Clearance)**

- Awarded the Brocade Excellence Award for the above and beyond effort in the technical partner program development and execution of the programs.
- Developed and led a worldwide technical partner training program that involved over 39 partners in North America, South America and Asia Pacific.
- Continuously received exceptional customer satisfaction ratings of 5 that consistently exceeded those of other solutions consultants.
- Performed critical risk assessments throughout SAN implementations for customers.
- Designed and implemented technically superior and scalable high end SAN solutions for Brocade's most demanding customer environments.
- Routinely called in to provide prompt and detailed resolution of complex FC, FCIP and Brocade Encryption Switch (48000, DCX, 4900, 7500 and MACE BES) implementation issues. (One of a handful services experts trained in Brocade Encryption Management and FCIP)
- Participate in regular pre-sales calls to assist sales engineers with critical sales cycle leads and provide superior designs to win the business.
- Resident consultant for one of Brocade's most demanding, largest and very complex green field DOD government customers.
- Proven experience in shared services environments (service-oriented architectures) that utilized third party organizations to achieve maximum cost efficiencies in storage management, asset allocation and SAN performance monitoring.
- Resident consultant for two of Brocade's major financial customers in NYC and Canada
- Performed extensive client facing technical presentations that involved project management, solutions development, whiteboard sessions and business requirements to both technical and non technical customers/partners.

**Feb 2005 to March 2006, SAIC , Vienna, VA
Infrastructure Engineer/Systems Engineer (DOD Clearance)**

- Developed and implemented (DRP) Disaster Recovery Procedures for the largest DOD awarded contract.
- Articulated and helped drive the customers technology vision into requirements and solutions that provided mission critical availability.
- Led performance assessments on mission critical IT infrastructure.
- Resident expert on HPUX, HDS, Veritas Netbackup and Brocade hardware/software.
- Defining Data Center requirements and coordinating implementations and validation of power, cooling, cabling, security and documentation.

**January 2005- Feb 15, 2005 General Dynamics, Network Systems Contractor
(CI Software), Natick, Mass.
Senior Systems Engineer (DOD Clearance)**

- SAN technical lead (SME) Subject Matter Expert for a multi-million dollar proposal
- Coordinated technical teams from partner vendors and contractors to translate customers business requirements into the technical proposal responses.
- Created technical presentations and documentation for proposal content.

**August/2004 - 12/31 EMC Corp Contractor (Norwin Technologies), McLean, VA
Senior Implementation Specialist (DOD CLEARANCE)**

- Design and implementation of EMC product solutions for a major DOD Customer with numerous geographically dispersed datacenters.(SRDF, Symmetrix, ECC Controlcenter)
- Design and implementation of Veritas file and backup and recovery solutions.(Netbackup, Volume Manager)
- Implementation of CISCO MDS SAN switches.
- Documentation of processes and monitoring of the SAN Fabrics.

**June/2004 – August 2004 Optimal Solutions/Accenture Contractor Reston, VA
Lead SAN Migration Engineer (DOD CLEARANCE)**

- Design and implementation of data migration services from SUN to HP/STK platform for a major DOD Accenture client.
- Technical lead for the High Availability design and implementation of MC/Serviceguard / Oracle 9i RAC environments.
- Developed and implemented (DRP) Disaster Recovery Procedures for customer.
- Resident expert on HPUX, HDS, Veritas Netbackup and MC ServiceGuard hardware/software

**November 2003 - June 2004 TekSystems (SUB to Northrup Grumman & EDS)
Sr. Systems Analyst/Storage Implementer (DOD SECRET LEVEL)**

- Design and implementation of EMC product solutions for a major DOD Customer with numerous geographically dispersed datacenters.(SRDF, Symmetrix, ECC Controlcenter, Timefinder)
- Performed the implementation of a multiple terabyte EMC storage area network (SAN) for an enterprise level (DOD) Dept. of Defense client at the Pentagon
- Designed and documented testing procedures for the replication designs and data management implementations.
- Maintained relationships with third party contractors and vendors to define solutions.
- Installation of ECC Controlcenter management software for customers and documentation of processes.
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**December 2002 - November 2003, Cairo Corporation(SUB to SAIC), Arlington, VA
Sr. Sun System Administrator/Security Admin(DOD SECRET LEVEL)**

- Technical administration of Sun servers on both classified and unclassified networks for a large international DOD client. (NIPR/SIPR)
- Project lead responsible for implementation of international Veritas Netbackup installations.
- Implement and verify and Disaster Recovery Procedures (DRP) for nationwide International Unix systems

- Documentation of configurations and ISSO security policies(C&A, DODIIS, DCID 6/9, ISSP, SABI, DITSCAP) and various technologies as PKI, SSL , TCPWrappers.

November 2001 - October 25, 2002 Maximus Corporation, Reston, VA 20190
Unix Engineer II/Storage Administrator

- Project lead responsible for implementation of nationwide Veritas Netbackup. Migration of clients from other enterprise backup products such as Legato, Tivoli and Ominback
- . Implement and verify and Disaster Recovery Procedures (DRP) for nationwide unix systems.
- Coordinated technical teams from partner vendors and contractors to translate customers business requirements into the technical proposal responses.
- Created technical presentations and documentation for proposal content

September 2000 - August 30th 2001 Comsys (HP Cupertino) San Jose, CA
Sr. HP Unix Consultant

- Testing of various products new products such as NFS over TCP/IP & HP-UX 11i (11.11) Resolving of MC/Serviceguard, MirrorDisk, IUX, and related issues
- Developed and implemented (DRP) Disaster Recovery Procedures for customer.
- Resident expert on HPUX, HDS, Veritas Netbackup and MC ServiceGuard hardware/software

April 2000 - Aug 31 2000 Ambit Technology(Under contract to HP), Boston MA
Sr. HP/Sun UNIX Consultant

- Project lead for team for technical operators and Unix administrators.
- Provided remote support of Ibasis's HP and Sun servers in NYC and Cambridge, MA from Ibasis's NOC.
- Responsible for the documentation of operator procedures, network diagrams, server configurations and customer issues
- Responsible for the training of computer operators and junior administrators

Jan 2000 - April 2000 The Computer Merchant Limited(TCML), Norwood, MA
Sr. Unix Web Consultant

- On site consulting at CSC's remote client Chematch.com in Stamford., Conn.
- Designed and documented testing procedures for the web server implementations.
- Perform a migration analysis of several Solaris web servers running on Netscape Server 2.0 and Apache

1997 - Jan 2000 SES Inc. , Greenbelt, MD
Sr. Unix Administrator/Task Leader

- Specific primary tasks consist of the system administration of Hewlett Packard servers at Portsmouth Naval Shipyard

- Upgraded several HP 9000 servers OS from HP-UX 9.x to 10.20 or 11.0.
- Created, modified and maintained procedural documentation.
- Routine security analysis on HP and SUN servers which include anything from accounting, logging, and patch or permissions updates.
- Maintained technical relationship with other key support groups in IT , outside vendors and on-site contractors.
- Resident expert on HPUX, HP OmniBack and MC ServiceGuard hardware/software
- Created and maintained internal PNS web server.
- Performed Year 2000 analysis of the shipyard on over 30 HP and SUN servers and applications

**1997-1998 ANALYTICAL SYSTEMS ENGINEERING CORPORATION (ASEC), Burlington, MA
UNIX Administrator/Network Manager**

- Required accurate documentation of maintenance procedures, technical publications and operating instructions
- Specific tasks consist of the administration of several HP and SUN servers and workstations. Duties included the issuance of passwords, files and database administration

**1991 to 1997 US NAVY, USS JOHN F. KENNEDY (CV-67), Mayport, FL
Electronics Technician**

- Maintained complex SATCOM/LOS radio equipment, crypto gear, antenna apparatus,
- Implemented and maintained the first production communications HPUX servers and workstations on a US NAVY flagship.
- Training leader for over 14 personal in work center.

TRAINING & EDUCATION

UMASS LOWELL, LOWELL, MA

- * CERTIFICATE IN PROJECT MANAGEMENT
- * CERTIFICATE IN INTRANET DEVELOPMENT
- * BS INFO SYSTEMS PROGRAM/UNIX CERTIFICATION (current)

CENTRAL TEXAS COLLEGE, Killeen, TX

- * AA, ELECTRONICS TECHNOLOGY

UNITED STATES INTERNATIONAL UNIVERSITY, San Diego, CA

- * Certificate in Total Quality Management

LICENSES & CERTIFICATIONS

- * Brocade Distinguished Architect (BDA) 2013
- * Brocade Certified Fabric Professional (BCFP)
- * Brocade Certified SAN Manager (BCSM)
- * Brocade Certified SAN Designer (BCSD)
- * Brocade Certified Fabric Designer (BCFD)
- * Brocade Certified FCOE Professional (BCFCOEP)
- * Brocade Certified Network Engineer (BCNE)
- * Brocade Accredited Server Connectivity Specialist (BASCS)
- * Brocade Accredited Data Center Specialist (BADCS)
- * Brocade Accredited FCOE Professional (BAFCOEP)
- * CompTia Cloud Essentials

- * Hitachi Data Systems Certified Implementer (HDNAS) HNAS
- * Hitachi Data Systems Certified Implementer (HDSCI) Modular and Enterprise
- * Hitachi Data Systems Certified Professional (HDSCP) Modular and Enterprise
- * Hitachi Data Systems (HDS) Certified Architect (Business Continuity)
- * Netapp Certified Data Administrator (NCDA)
- * NetApp Certified Implementation Engineer (NCIE) Backup & Recovery
- * NetApp Certified Implementation Engineer (NCIE) SAN
- * SNIA Certified Storage Networking Expert (SCSN-E) (World Wide Achiever)
- * SNIA Certified Storage Networking Professional (SCSN-P)
- * SNIA Certified Storage Networking Architect (SCSN-A)
- * EMC Proven Professional SAN (EMCPP)
- * EMC Cloud Infrastructure and Services Associate (EMCCIS)
- * McData Certified Storage Management Professional (CMSP)
- * HP ExpertONE HP0-J49 Designing and Implementing HP Cloud Solutions using HP 3PAR
- * HP ExpertONE HP AIS - Network Infrastructure [2011].
- * HP ExpertONE HPCT- HP Certified Trainer

PROFESSIONAL AFFILIATIONS

ELECTRONICS TECHNICIANS ASSOCIATION, Greencastle, IN

- * Instructed at the 1998 national convention on topic of computer networking.
 - * Instructed at the 1999 national convention on topic of Year 2000
- Committee Member & Deputy Luncheon coordinator, AFCEA NOVA, Fairfax, CA
- * Recieved the "SuperNova" award for distinguished contributions to the organization
 - * Subject Matter Expert 2012 CompTIA Cloud Exams

SECURITY CLEARANCE

- * DOD SECRET clearance

AWARDS

- Awarded by AFCEA NOVA the "SUPERNOVA" award in 2008.
- Awarded the Brocade Excellence Award for his Brocade Services Partner Training Program implementation in 2008

REFERENCES

Professional and personal references provided promptly upon request.