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HYBRID CLOUD | EDGE & SOVEREIGN INFRASTRUCTURE | PRESALES SOLUTION ENGINEERING

Azure Local · Azure Arc · AKS · Azure Stack Edge · Hyper-V | VMware Migration Strategy | Executive Briefings

Principal Solution Engineer driving hybrid cloud, edge, and sovereign cloud adoption for Fortune 500 customers — the last ten years at Microsoft as an Infrastructure Global Black Belt. Averaged exceptional impact ratings across ten Microsoft review cycles.

Career Highlights

Marquee Pursuit & Competitive Strategy

- Contributed the Azure Local and Hyper-V technical strategy behind a \$350M Azure commitment at a global logistics leader — a ~25,000-VM VMware exit across dual datacenters.
- Led the technical pursuit of the largest Azure Stack Edge opportunity in company history — a 72,000-unit global restaurant deployment — against GCP and AWS.

Reusable IP & Reference Architecture

- Authored the MCAPS VMware Strategy Whitepaper and the VMware-to-Hyper-V Migration Framework adopted across the Americas field — a funnel for 200+ migration engagements.
- Built the reusable ~800-VM migration template adopted as field IP across a Fortune 500 VMware-exit portfolio.

Enablement & Technical Evangelism

- Founded and host Microsoft's Americas Sovereign Private Cloud community; delivered GTM enablement to 500+ sellers and architects.
- Registered EBC/MTC speaker; lab proctor lead at Microsoft Build 2026 and KubeCon North America; reached 3,000+ customers and partners (FY25–26).

Edge & AI Infrastructure Delivery

- Drove the in-store compute effort supporting a ~\$500M agreement renewal at a major sporting-goods retailer, including a store-edge win-back from VMware scaling to 1,000 clusters.
- Deployed Azure Local and Azure Arc into production manufacturing at two bottling operations of a global beverage leader; drove GPU- and FPGA-accelerated edge AI Vision for major automakers and national retailers.

Product Influence

- Product Group advisor with shipped fixes and feature turns for retail-edge customers.

Core Competencies

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| ▪ Marquee Pursuit & Competitive Strategy | ▪ VMware Migration & Platform-Exit Strategy | ▪ Reference Architecture & Reusable IP |
| ▪ Executive Briefings & Technical Evangelism | ▪ Field Enablement & Lab Delivery | ▪ Community & Program Founding |
| ▪ Edge & AI Infrastructure Delivery | ▪ Sovereign / Disconnected Cloud | ▪ Product-Group Influence |

Professional Experience

MICROSOFT CORPORATION

Principal Solution Engineer, Global Black Belt (Infrastructure), Americas | Dec 2019 – Present

- Contributed the Azure Local and Hyper-V technical strategy behind a \$350M Azure commitment at a global logistics leader, including a formal migration reference architecture spanning a ~25,000-VM VMware exit across dual datacenters.
- Delivered comparable VMware-exit strategy across a Fortune 500 portfolio — financial services, healthcare, apparel, and utilities — anchored by a reusable ~800-VM migration template adopted as field IP.
- Drove the in-store compute effort supporting a ~\$500M Microsoft agreement renewal at a major sporting-goods retailer.
- Won a national retailer's store-edge business back from VMware — an estate scaling to 1,000 clusters — 100 Azure Local plus 900 AKS Edge — by end of CY2026, managed through Azure Arc.
- Grew Americas AKS-hybrid revenue 300% in a single year while the Azure Stack HCI line tripled its run rate.

- Led the technical pursuit of the largest Azure Stack Edge opportunity in company history — a 72,000-unit global restaurant deployment — competing against GCP and AWS into the RFP proof of concept.
- Founded and host the Americas Sovereign Private Cloud community; delivered GTM enablement to 500+ sellers and architects.
- Deployed Azure Local and Azure Arc into production manufacturing at two bottling operations of a global beverage leader, setting the worldwide adoption standard for the program.
- Drove edge AI Vision solutions with GPU- and FPGA-accelerated inference for major automakers and national retailers on Azure Stack Edge, including qualifying and deploying loss-prevention workloads for partner ISVs.
- Authored the MCAPS VMware Strategy Whitepaper and the VMware-to-Hyper-V Migration Framework adopted across the Americas field; created field and customer engagements best practices that created a funnel for 200+ migration engagements.
- Product Group advisor with shipped fixes and feature turns for retail-edge customers.

Cloud Solution Architect, US One Commercial Partner | Oct 2016 – Dec 2019

- Led hybrid cloud solution strategy for the US partner channel, building Azure Stack practices with national systems integrators and service providers.
- Scoped a partner Azure Stack practice projected at ~\$40M annual Azure consumption, anchored by a 100+ deployment federal RFI.
- Delivered partner wins in regulated industries, including a published Microsoft/DellEMC service-provider case study.

HEWLETT PACKARD ENTERPRISE

Senior Hybrid IT Architect, US East/Federal | Mar 2015 – Oct 2016

- Led architectural engagements across HPE's cloud and converged-systems portfolio; Americas lead for an executive customer-visibility program.
- Team lead for Microsoft Private Cloud/Azure and OpenStack capability development; published thought leadership for HP Cloud go-to-market.

ERICSSON INC.

Principal Consultant, Worldwide | Jul 2014 – Mar 2015

- Closed Ericsson's first \$30M+ Cloud Services business.
- Designed services and solutions for a global services organization with \$1B revenue potential; led Global 1000 proposal engagements.

HEWLETT-PACKARD COMPANY

Senior Solutions Architect, Worldwide | Jun 2010 – Jul 2014

- Worldwide presales SME for BladeSystem and Converged Infrastructure; unblocked at-risk revenue through technical positioning, escalation ownership, and executive briefings across Global 1000 accounts — global banks, US federal agencies, and national healthcare systems.
- Scoped and delivered large CloudSystem proofs of concept globally; advised Product Groups on business cases for next-generation platforms.
- Owned the IPv6 Best Practices Guide for ProLiant; mentored presales and services teams worldwide.

EARLIER CAREER

Hewlett-Packard Company, *Account Support Manager* — 7th HP employee worldwide to complete BladeSystem Matrix Master certification; delivered five named-customer installations across the US, Asia, and the Middle East; rack/row, power, and cooling planning for blade deployments at a global bank; created the Blade Technical Review services program. **CBIZ Medical Management Professionals**, *Senior Network Manager* — led network infrastructure and a 7-person team for a national medical-billing company. **NetAlliant Technologies**, *Network Engineer* — built hosted Exchange and Citrix environments for a regional application service provider.

Speaking & Enablement

Registered EBC/MTC Speaker, Microsoft · **Registered EBC Speaker, HP/HPE** · **Platinum-tier event speaker, FY26 (Microsoft ConnectED)**

Microsoft AI Tour (Boston, Washington DC, Houston) · Airlift 2024 · FRONTIER FIRM Roadshow · Red Hat Summit · Dell Technology Forum · Microsoft Build 2026 lab proctor lead — LAB510: Take LLMs from Prototype to Production on AKS · KubeCon North America — lab proctor, Microsoft AKS pre-day (Atlanta)

Reached 3,000+ customers and partners through AI Tour, MCEM, EBC/MTC, and GTM programs (FY25–26) · Delivered 4 executive briefing sessions contributing to \$10M in influenced Azure revenue · Lab leader and proctor, Microsoft and HP/HPE · OpenHack coach (badged, DevOps + Migration)

Certifications & Education

Microsoft Certified: Azure Solutions Architect Expert (active through 2027) · Microsoft Certified: Azure Administrator Associate (active through 2027) · Microsoft Certified Trainer, 2019–2023 · Microsoft Certified: Azure Stack Hub Operator Associate (2021–2024) · MCSE: Cloud Platform and Infrastructure · VMware Certified Professional (VCP) · CompTIA A+

B.Sc., Information Technology – Network Management — Western Governors University

Technical Environment

Platforms: Azure Local · Azure Arc · Azure Kubernetes Service (AKS) · Azure Stack HCI / Hub / Edge · Azure Virtual Desktop (AVD) · Hyper-V · Windows Server · SQL Server · VMware vSphere/ESXi

Verticals: Retail · Manufacturing · Healthcare · Logistics · Media & Entertainment