

Lee Cox

Principal Solution Engineer — Global Black Belt, Infrastructure

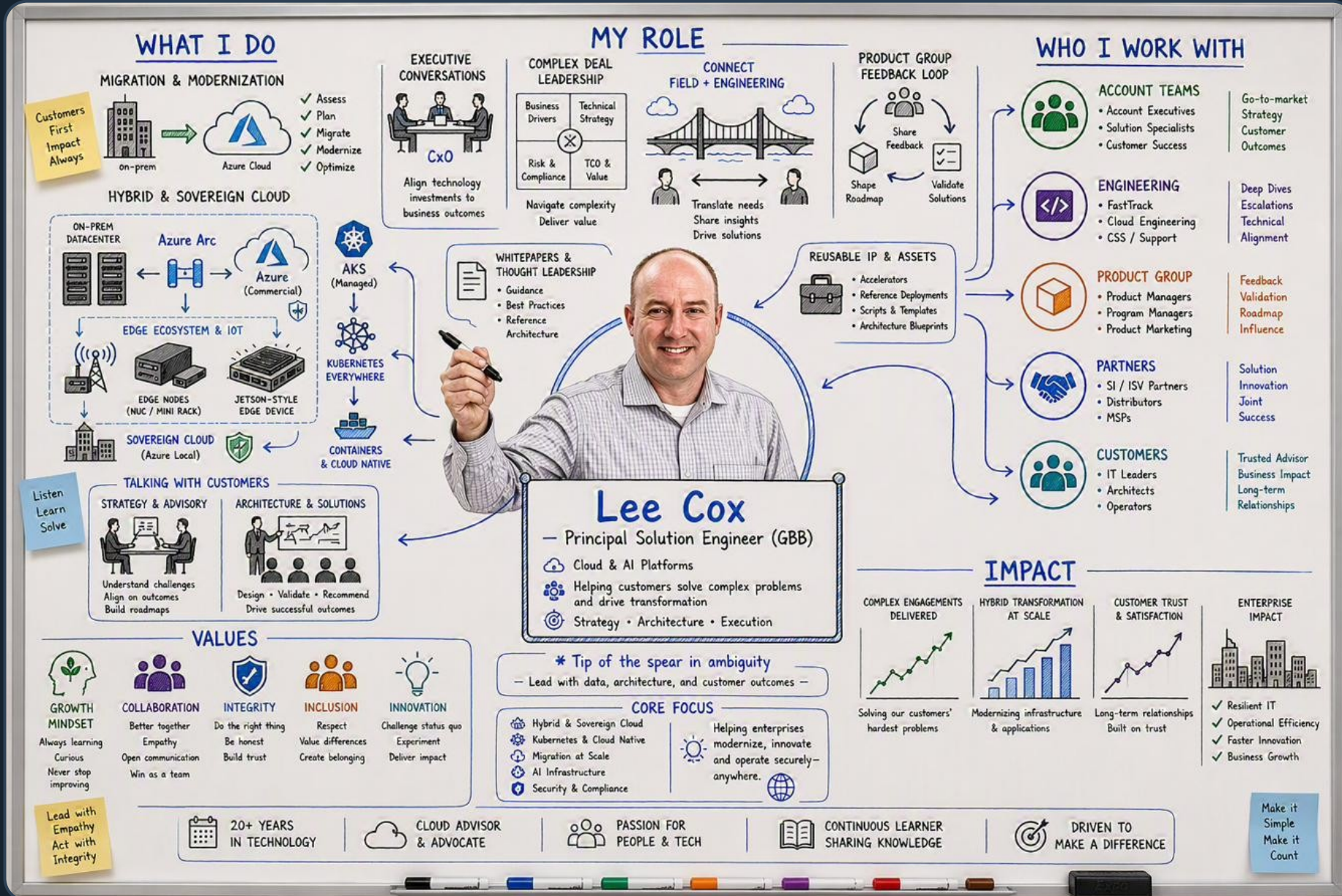
Hybrid, edge, and sovereign cloud for the largest enterprise estates — the last ten years at Microsoft.

Microsoft eliminated the entire Infrastructure GBB organization in a July restructuring. The role went away; the results didn't.

Available to start July 2026.



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What I Do

Tip of the spear on the most ambiguous, high-complexity engagements — from CxO conversation to production architecture.



Hybrid & Sovereign Cloud

Azure Local, Azure Arc, AKS — one control plane from datacenter to edge. Founder of Microsoft's Americas Sovereign Private Cloud community.



Migration & Modernization at Scale

VMware exit strategy for Fortune 500 estates. Authored Microsoft's VMware displacement strategy whitepaper and the VMware-to-Hyper-V Migration Framework adopted across the Americas field.



Edge & Kubernetes

Store and factory edge estates in production — retail, manufacturing, restaurants. “Kubernetes everywhere” with AKS, Arc, and Azure Stack Edge.



AI Infrastructure

Edge AI Vision with GPU- and FPGA-accelerated inference for major automakers and national retailers; AI infrastructure design on Azure platform services.

How I operate: CxO engagement tying technology to business outcomes · field ↔ Engineering / Product Group bridge · reference architectures and reusable IP

Signature Results

\$350M

Azure commitment at a global logistics leader — contributed the Azure Local and Hyper-V technical strategy behind a ~25,000-VM VMware exit across dual datacenters.

~\$500M

Microsoft agreement renewal at a major sporting-goods retailer, supported by the in-store compute effort I drove.

1,000

clusters — national retailer store-edge estate won back from VMware (100 Azure Local + 900 AKS Edge by end CY2026), managed through Azure Arc.

300%

single-year growth in Americas AKS-hybrid revenue while the Azure Stack HCI line tripled its run rate.

72,000

units — led the technical pursuit of the largest Azure Stack Edge opportunity in company history, competing against GCP and AWS into the RFP proof of concept.

200+

migration engagements — created field and customer engagements best practices that created a funnel for 200+ migration engagements.

Averaged exceptional impact ratings across ten Microsoft review cycles.

Track Record — Enterprise Infrastructure

Earlier career



NetAlliant · CBIZ · HP

Network engineering and healthcare IT; 7-person team lead; dedicated field engineer to a global bank.

2010–2014



Hewlett-Packard

Worldwide Presales SME, BladeSystem & Converged Infrastructure; Global War Room forward-deployed lead for at-risk deals worldwide.

2014–2015



Ericsson

Worldwide Principal Consultant; closed Ericsson's first \$30M+ Cloud Services business.

2015–2016



HPE

Senior Hybrid IT Architect, US East/Federal; Microsoft Private Cloud & OpenStack capability lead.

2016–2026



Microsoft

Cloud Solution Architect (OCP) → Principal Solution Engineer, Infrastructure GBB, Americas.

Speaking & Enablement: Registered EBC/MTC Speaker (Microsoft) · Registered EBC Speaker (HP/HPE) · Microsoft AI Tour (Boston, DC, Houston) · Build 2026 lab proctor lead (LAB510) · 3,000+ customers and partners reached FY25–26 · lab leader and proctor at Microsoft and HP/HPE

Certifications & Education: Azure Solutions Architect Expert (through 2027) · MCSE: Cloud Platform and Infrastructure · VMware Certified Professional · CompTIA A+ · B.Sc. IT (Network Management), Western Governors University



Principal Solution Engineer — Technical Presales

Own the technical win on must-win infrastructure pursuits — from CxO conversation through POC to production architecture.

WHAT I'D OWN

Competitive pursuits — technical strategy and POC leadership on the deals the business must win, through production handoff.

Executive engagement — CxO briefings tying platform decisions to business outcomes — registered EBC/MTC speaker.

Field multiplication — every win converted into reference architectures, enablement, and reusable IP for the broader field.

PROOF I POINT TO

\$350M Azure commitment — contributed the Azure Local / Hyper-V technical strategy for a ~25,000-VM VMware exit.

~\$500M renewal — drove the in-store compute effort at a major sporting-goods retailer.

300% AKS-hybrid growth — in one year; VMware exit framework behind a 200+ engagement funnel.

Where this seat lives: solution engineering and specialist teams at platform vendors — cloud infrastructure, virtualization, and storage.



Principal Cloud & Infrastructure Architect

Design authority for hybrid, edge, and sovereign estates — owning the reference architecture from datacenter exit to plant floor.

WHAT I'D OWN

Estate-scale design — datacenter exits, hybrid platforms, and high-availability architectures for Fortune 500 environments.

Sovereign & regulated patterns — disconnected and OT/IT-isolated operating models for regulated industries.

Architecture leadership — reference designs, review boards, and cost-model challenges that de-risk the biggest platform decisions.

PROOF I POINT TO

~25,000-VM reference architecture — dual-datacenter VMware exit anchoring a \$350M Azure commitment.

1,000-cluster store edge — 100 Azure Local + 900 AKS Edge, Arc-managed, designed for a national retailer.

Sovereign community founder — Americas Sovereign Private Cloud; production digital-manufacturing standard at a global beverage leader.

Where this seat lives: enterprise-architect and strategic-pursuit teams at cloud and infrastructure vendors — hybrid, migration, and edge charters.



Forward Deployed / Field AI Architect

Embedded where the customer runs — plant floors, store edges, datacenters — standing up AI infrastructure in production.

WHAT I'D OWN

Embedded delivery — onsite integration, production cutover, and escalation ownership on marquee accounts.

AI & edge infrastructure — GPU- and FPGA-accelerated inference platforms, Kubernetes at the edge, new-hardware enablement.

Field-to-product loop — structured findings back to engineering — shipped fixes and feature turns from onsite work.

PROOF I POINT TO

NVIDIA GTC 2025 — Omniverse-integrated digital manufacturing deployed into live production; onsite integration lead for the joint Microsoft/NVIDIA solution.

Edge AI Vision — GPU/FPGA-accelerated inference across major automakers and national retailers on Azure Stack Edge.

72,000-unit edge POC — largest edge-hardware pursuit in Microsoft history, against GCP and AWS; Build 2026 LLMs-on-AKS lab proctor lead.

Where this seat lives: forward-deployed and field-architect teams at AI platform vendors — where new hardware and AI workloads land with customers first.

What I'm Looking For



Principal-level solution engineering or architecture seats — senior IC track

Hybrid and edge infrastructure, migration and modernization, AI infrastructure — the three shapes on the preceding slides, customer-facing by preference.



Strong fit for retail, manufacturing and industrial teams

Production Azure Local and Arc at two bottling operations of a global beverage leader; edge AI Vision engagements with major automakers; factory and store edge at national scale.



Nashville-based, travel-ready

Ten years covering the Americas from Middle Tennessee — remote-with-travel is the proven operating model.



Available July 2026

Wrapping my Microsoft commitment through September 4. References available — leadership and field.

If you have — or know of — a seat where this profile fits, I'd welcome the conversation.

• [linkedin.com/in/leecoxtn](https://www.linkedin.com/in/leecoxtn)