

STANLY E. WARD

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Objective: Seeking an opportunity to apply my consulting and network design expertise to large enterprise environments as a Network Architect or vendor Pre-sales Engineer.

Experience: Twenty-five (25) years in telecom and data communications, plus independent consulting projects and ownership of several small businesses.

Career Highlights:

- Led one of Network General's most successful sales rep firms as combined Sales Manager and Sales Engineer, selling the Sniffer line of network analysis tools
- Consulted with Fluke Corporation on the specifications, pricing, and sales channel for the launch of their highly successful LANMeter line of handheld network analyzers; personally sold first production unit ever shipped
- Managed a carrier sales engineering team that supported the professional services sales staff with customer solutions consulting, proposal development, and sales presentations
- Re-established operational stability and standard operating procedures for the third largest school system in Ohio after a period of major staffing, leadership and technology changes
- Designed and developed the prototype of the world's first ship to shore telephone service using a VoIP network and MMDS (Maritime Mobile Data Service) radios
- Designed and developed an International least-cost call routing and pricing model and auto-provisioning tools for Nortel DMS switches for use by a major switched and VoIP carrier
- Performed traffic and BGP route reconfiguration modeling for one of the nation's largest wholesale dialup providers
- Performed a network architecture study for the State of Maine, evaluating current carriers, equipment, overall design, and operating procedures, and recommending a new design and topology
- Led a 40 person engineering team for the State of Illinois migration of over 1500 sites from frame relay to a state owned MPLS network
- Designed and developed a secure network and operations environment for managing Patient Records data across multiple organizations under HPPA guidelines
- Developed a Managed VPN product offering for a large Telecom service provider, including contracts, specifications, provisioning processes, router configs, deployment and configuration SOPs
- Consulted with Nortel Networks on the development of their Optical Certification program

Education: B.S., Computer Science, Southern Illinois University – Edwardsville, IL

Past certifications and achievements:

- PMI Certified Project Management Professional
- Cisco Certified Network Associate
- Cisco Certified Design Associate
- Graduate of the Dale Carnegie Sales Advantage course

Senior Network Engineer, Pomeroy IT Solutions – Cintas account team (December 2010 to present)

- Lead engineer responsible for implementing new systems, such as F5 Load Balancers, Cisco ASA firewalls, site, client and B2B VPNs, a nationwide Cisco LWAPP deployment, and architectural modifications to complete the network core migration from Cisco 6500 to Nexus family switches.
- Consulted with application deployment teams on selecting load balancing and session “stickiness” algorithms, HTTP session header and cookie modification
- Assisted application and server storage teams in application and performance analysis when placing the WAN or a stateful device such as a firewall, load balancer, or proxy between web and application or database servers
- Resolved application problems using WireShark, OpNet, and other network analysis tools requiring an understanding of TCP protocols and state analysis (e.g. three-way handshake, four way close)

Network Architect/Lead Engineer, Cincinnati Public Schools, Cincinnati, OH – April 2010 to December 2010 (contract position)

- Responsible for overall network design, operations, and tier 3 support for the third largest school district in Ohio, supporting 36,000 students and over 22,000 workstations at 66 schools in a switched environment of four major vendors – Cisco, FortiNet, Foundry, and Extreme
- Significantly improved overall network reliability and performance by redesigning the spanning tree and routing architecture, with no new capital expenditure
- Managed FortiNet firewall, VPN, intrusion prevention and web content filter while improving teacher and staff access to web content not available to students
- Designed new data center architecture to support VMWare virtualization of 150+ Windows, Linux and Netware servers, with disaster recovery at the State of Ohio’s Dublin data center
- Redesigned DNS and DHCP systems for improved reliability and reduced hardware costs
- Designed and built a Cisco 802.11b/g/n wireless network with 60 access points to support roaming of 1300 student iPad workstations throughout the Woodward Career High School campus

Technical Project Manager, Omnicare, Dublin, OH – April 2009 to July 2009 (contract position)

- Developed network discovery tools to inventory routers, switches, servers, and specialized automation equipment at long term care (non-retail) pharmacies located across the US as part of short term project to upgrade the network to support document imaging
- Prepared detailed engineering packages, configs, change orders, and task plans for network migration
- Developed procedures to work with third party staging and installation vendor
- Managed test and acceptance of remote network cutovers using vendor and internal support resources

Sr. Network Architect, Lexis/Nexis (Reed Elsevier/CS Technologies), Dayton, OH – August 2008 to December 2008 (contract position)

- Developed a methodology and modeled the data flows of several hundred applications in order to establish routing, firewall and content switching requirements and rule sets, including preparation of the routing plan and all server routing tables to allow applications to control data flow at a server NIC level while maintaining conformance with corporate security policies
- Consulted with the network architecture team on LAN and security design for a new data center being built to support several thousand servers

- Managed the virtual and external IP space for publicly visible and content switched applications; prepared a project configuration management database and network drawings for handoff to a outsourced managed data center provider

Network Project Manager, HP Managed Services/TEKsystems, Dayton, OH – May 2006 to May 2008

- Lead P&G WAN Resilience migration, providing fully redundant and diverse facilities at 30 critical plant locations
- Lead P&G MPLS migration; moving approximately 100 sites in 35 countries from legacy network to Verizon MPLS network
- Lead Gillette WAN Migration – 65 sites in 19 countries; Canadian office and field sales force integration; Dominican Republic office integration; global firewall and External Business Partner migration

Senior Network Architect/ SE Manager, WilTel Communications, St. Louis, MO, 1995 to 2006

- Managed, designed, and/or built dozens of voice and data networks for ISPs, ASPs, and large enterprise businesses as PM, lead engineer, or both
- Developed detailed engineering packages, staging and installation procedures, and quality assurance plans for both wired and 802.11 wireless networks
- Prepared a feasibility study for Illinois rural broadband using 802.11 wireless devices and customer external antennae to connected to the State MPLS backbone
- Participated in development of the internal engineering and operations standards, procedures, and tools used by WilTel Professional Services and their customers
- Wrote, responded to, or evaluated responses for hundreds of technical RFIs, RFPs and RFQs.
- Designed an 802.11 network, built a prototype, and performed certification testing for a wireless ISP offering Internet services to hotel and mobile users.
- Developed, managed, and/or evaluated security systems for ASPs, a health care medical records provider, and the US Department of Justice.

VP Sales & Engineering, DataPort Network Technologies, St. Louis, MO 1993 to 1995

- Ran the sales force and essentially all operations for a small data communications manufacturer's rep and distributor, with a team of eight sales people and five staff in ten Midwestern states
- Responsible for individual and company quotas, inventory management, product management and overall P&L for the company when the network division was spun off from DataPort Technologies

Manager Sales Engineering, DataPort Technologies, St. Louis, MO 1984 to 1993

- Headed a group of SEs who performed pre-sales technical support, consultation, technical demonstrations, and evaluation testing for communications equipment customers of a Midwest regional manufacturer's representative and distributor
- Responsible for post-sales installation work and customer depot maintenance sparing with the assistance of the company's field service group
- Product Manager for test equipment sales (NG Sniffer, Fluke LANMeter, AR data scopes, etc.) responsible for finding new products and managing the relationship with equipment manufacturers for contracts, quotas, sales training, etc.