



PHILLIP A. SIMPSON

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SUMMARY OF EXPERIENCE

Dynamic Information Technology professional with over 10 years experience in network and security design, support, maintenance backed by skills and experience in application development. Depth of knowledge encompasses modern security methods including MPLS, IPSec and SSL. Outstanding track record for taking initiative, mining for opportunities, and working in high pressure, aggressive deadline environments. Supported self through self-employment during global travel junkets including the Far East and long term employment in the United States and Europe.

EDUCATION, TRAINING

St. Edwards University • Austin, Texas USA • 2000

Bachelor of Business Administration - Management

Bachelor of Arts – Computer Systems Management

Graduated both degrees – *Summa Cum Laude*

Thesis: “Electronic Privacy in the Workplace”

Certified Information Systems Security Professional (CISSP)

Microsoft Certified Systems Engineer (MCSE)

Cisco Certified Sales Expert

Cisco Certified VPN/Security Specialist

Juniper Networks Sales Associate – Security Specialty (JNSA-Advanced Security, Netscreen, Neoteris)

Juniper Networks Sales Specialist – Routing (JNSS – Enterprise Networking M&J Series, JUNOS)

Juniper Networks Sales Specialist -- Advanced Security (JNSS-S)

Novell Certified Networking Associate (CNA)

Altiga Remote Access Certified

Industry Training

Cisco Advanced Network Security Training I & II

Cisco Remote Access Products

Cisco Router Configuration & Troubleshooting

Juniper Pre-Sales Security Training

NetCom iPlanet LDAP Implementation

Advanced Networking with TCP/IP

Implementing Internet Systems

System Administration for Microsoft SQL Server 7

Implementing a Database in Microsoft SQL Server 7

Publications

Telecommunications Magazine, June 2004, [Online Link](#) “Service providers have a huge opportunity in frame relay replacement”

Communications News, August 2004, [Online Link](#) “Secure your mobile road warriors”

Awards

MegaPath Networks - Presidents Club 2005, 2006

MegaPath Networks – Sales Support Award 2006

WORK EXPERIENCE

SENIOR SALES ENGINEER

Spohn & Associates • Austin, Texas USA

January 2007 – Present

Supported AT&T Alliance Channel nationwide by delivering WAN and security consulting for Fortune 100 AT&T Signature customers. Provided industry specific security consulting and regulations compliance services as part of Spohn's Security Portfolio primarily in the retail, banking and education channels. Participated in trade shows on behalf of our partners as the primary engineering resource.

- **Served as primary engineering resource on a \$30 billion Signature AT&T account. Provided technical expertise for WAN Connectivity (Such as ATM, SONET, Frame, DSx/OCx and Metro Ethernet technologies), Wireless Connectivity (2.5/3rd Generation Cellular Technologies, WiFi and RFID) and Security Technologies (MPLS, Multipoint Dynamic IPsec Tunneling and hybrid public/private networks).**
- **Delivered Advanced Networking and Security Webinar series on behalf of AT&T.**

SENIOR SALES ENGINEER

MegaPath Inc. (via Acquisition of TManage, Inc). • Austin, Texas USA

August 2003 – January 2007

Drove revenue by delivering expert consulting, design, engineering and proposal generation for sales opportunities for customers with 50-15,000 remote locations. Represented the company's technical capabilities to prospective customers and existing customer base. Provided technology consulting for internal contacts in Product Management and Marketing, and translated prospective customer requirements into recommendations for new or enhanced products and features. Supported Sales, prospects and customers with consultative technical expertise throughout the sales cycle. Conducted research and compiled competitive analysis information. Developed and delivered training materials as needed for field and channel sales. Participated in national and international tradeshow and other networking events, as needed. Ensured solutions meet with appropriate industry requirements: PCI CISP, HIPAA, Sarbanes-Oxley etc. Wrote technology articles for national technology magazines.

- **Designed industry-specific secure IP-Based networks for enterprise multi-vendor VPN environments utilizing MPLS, routers, firewalls, VPN Concentrators, networking and security products such as Voice-Over-IP (Cisco, NGT & Avaya), network management systems (NOC), managed in-network security including firewalls, anti-virus/spam, URL Filtering and intrusion detection and prevention.**
- **Designed highly available and carrier class security solutions leveraging both CPE and core based security equipment from vendors including Cisco, Juniper, Fortinet, Netscreen and Redback.**

SYSTEMS AND NETWORK ADMINISTRATOR

TManage, Inc. • Austin, Texas USA

January 2003 – August 2003

Performed system administration of UNIX, Linux and Windows machines for setup, user administration, and software installation. Performed network administration on Cisco routers for LAN, WAN, dial-up, and VPN. Managed CheckPoint firewalls and maintained user database, Altiris Imaging/Management, McAfee e-Orchestrator, MS Terminal Services, Sharepoint/MS Team Services, BIND, DNS, RADIUS servers, enterprise backups (Legato, Backup-Exec) and PBX user/voice mail systems. Managed Microsoft Exchange and Active Directory environments including NT->2000->2003. Executed hardware repair and warranty work for Dell, Sun, Cisco, Mitel, Nortel and other vendors.

- **Build and manage mission critical systems including Oracle Database and Coldfusion on Solaris and Linux platforms.**
- **Migration of Solaris backend systems to Linux platforms.**

INDEPENDENT SECURITY CONSULTANT

Asia • European Union • Africa • Australia • New Zealand

December, 2001-December, 2002

Traveled internationally while performing network, security and VPN consulting for small businesses and internet cafés around the globe. Worked in primitive technical environments to configure, implement, and launch network infrastructure and connectivity. Dealt with business owners and technical professionals in non-English speaking environments in a multitude of cultural settings to provide individual consulting services.

Reason for Leaving: currently still available

TEST ENGINEER

TManage, Inc. • Austin, Texas USA

1999-2001

Worked for this major provider of managed telecommuting solutions to design, test and implement Virtual Private Network Solutions for Fortune 1000 companies. Served as VPN Specialist, performing testing procedures using tools such as Ganymede, Smartbits, Hardware Layer Sniffers, and Protocol Analyzers (Ethernet and ISDN). Designed, tested, and implemented VPN solutions across variety of connectivity including DSL (Cisco DSLam), Cable, Wireless, Frame and Analog. Supported sales force, engineers and clients in contract level demonstrations and post sales solutions. Authored R&D summaries for new technologies and role in corporate strategic vision.

- **Built simulation of corporate network for testing purposes that incorporated Windows 2000, NT 4.0, BackOffice (Proxy Server, Exchange, SQL Server), SecureID, LDAP, iPlanet, MS IIS, Verisign/Entrust/MS Certificates, Cisco routers, switches, firewalls, and DNS/Wins.**
- **Evaluated and tested remote access and routing solutions across hardware vendors.**

Reason for Leaving: Travel opportunity

SYSTEMS ADMINISTRATOR

Golfsmith International • Austin, Texas USA

1999

Teamed on systems administration of corporate WAN. Provided day-to-day maintenance and support. Executed Y2K remediation and support; performed large enterprise hardware rollouts; maintained Frame links, Exchange, and Cisco routers. Deployed Altiris central desktop image management system for corporate compliance and upgrades.

- **Led the Y2K team tasked with redesign and upgrade of corporate desktop imaging and remote administration processes. Assures network device upgrades, servers and workstations were Y2K compliant. Facilitated automatic update of remote location workstations using drive imaging.**

Reason for Leaving: Better opportunity with dynamic start up

NETWORK ADMINISTRATOR

Austin Community College • Austin, Texas USA

1998

Independently maintained and administered 2 NT networks serving over 200 clients. Designed, installed and supported end users. Administered servers, proxy server, firewalls and connectivity. Assigned IP addresses, performed application migrations, maintained security and ensured full uptime and interactivity with the rest of the college campus networks.

- **Improved network efficiency through upgrade of software and migration from IPX to TCP/IP using NT 3.51.**

Reason for Leaving: College Schedule Conflicts

NETWORK SUPPORT/SYSTEMS ADMINISTRATOR

The University of Texas • Austin, Texas USA

1997-1998

Performed advanced computer and network administration across variety of OS and platforms (Windows NT, 95, 3.1, DOS, UNIX, OS/2 and Macintosh) on a 30,000 node network with mix of legacy and modern workstations. Supported Microsoft desktop applications and custom legacy software applications.

- **Teamed on support of diverse network environment supporting over 50,000 students, staff and faculty. Served as main Point of Contact for all faculty IT issues.**

Reason for Leaving: College Schedule Conflicts

NETWORK ANALYST/INTERNAL SUPPORT/PROGRAMMER

Compaq Corporation • Erskine, Scotland

1996, 1997

Teamed on upgrade, installation and support of corporate LAN on Windows NT 4.0 servers and Windows NT & 95 workstations. Served as sole programmer and desktop support specialist.

- **Designed and wrote SQL database to track and control all transactions in Compaq UK Repair/ECN division while retrieving and storing information from company parts inventory database in Houston. Database controls 33,000 transactions per day.**
- **Teamed on migration of 5,000 employees from Banyan Vines to Microsoft Exchange.**

Reason for Leaving: summer employment

PROGRAMMER

International Business Machines (IBM) • Greenock, Scotland

1995

Designed and created automated statistics reporting software that tracks machine build from component level to finished product. Application automatically routed and ordered parts from internal inventory. Application designed using C++, Assembly and REXX in an OS/2 environment retrieving and reporting to the manufacturing mainframe.

Reason for Leaving: summer employment

SPECIAL SKILLS

Linux
Solaris
Windows XP, 2000
Windows NT Server
Windows NT 4.0
Windows 9x
MS Exchange

CiscoWorks
Opsware Change Management
NetFinity
LANtastic
Novell Personal NetWare
Ethernet
Token Ring

Frame Relay
xDSL
AppleTalk
802.11a, 802.11b, 802.11g
802.1x, 802.1q
BGP, EIGRP, IGP

C, C++
Pascal
Visual Basic
VB Script
Delphi, Delphi32
Visual C++
Dbase 2

Oracle
SQL Server
HTML
JavaScript
PHP
Lotus Notes
LotusScript

BSD
NeXTOS
Trend Micro
Altiris
Legato, Backup Exec
McAfee e-Orchestrator
ISS Blackice

SCSI, SCSI-2
ICMP
SMTP, IMAP
TCP/IP
SNMP
IPSec
ARP
IPX/SPX
Kermit
Telnet

LDAP
TFTP
V-42
NFS
Fortinet
POP3
PPP
Cisco
Juniper /Netscreen / Neoteris
Netopia

Efficient Networks
SmartBits
AES
WINS
DHCP
DNS
ZModem
FTP
IDS
AES

PERSONAL

British Citizen

Date of Birth: January 28, 1978, Single

Willing to relocate

Hobbies: Travel, backpacking, rowing, athletics