
DAVE KORNS

Information Technology
Solution Consultant

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SUMMARY

Information Technology professional with solution sales and problem solving experience serving small, medium and large IT organizations. Industry experience spans 20+ years of IT Networking and Telecommunications experience followed by 10+ years of IT Storage experience. Looking to make a career refocus that capitalizes on my broad experience and new southeastern US location. Strong decision making skills and ability to plan and execute initiatives autonomously. Experienced in relationship building, needs discovery, solution design, and translating varying client business requirements into custom solution proposals in both a sales and consulting capacity. A history of working with CIOs, IT architects, network and storage admins in addition to working closely with sales and consulting resellers and partners.

TECHNICAL SUMMARY

Networking: LAN / WAN, TCP/IP, DNS/DHCP, HTML/Web, VoIP, video surveillance, (aloosynho)
Operating Systems: macOS, Windows, Linux, mobile iOS (aloosynho)
Hypervisors: vSphere6/ESXi6, VMware: Fusion (macOS), Workstation, **Cloud:** some Amazon AWS
Storage: NetApp File/Block: NFS, CIFS, iSCSI, FC[oE]; OpSys: ONTAP [Clustered, Cloud, 7-Mode]
Desktop Tools: MS Office Suite (Word, Excel, PowerPoint), Photoshop, Mobirise Web Development
Automation: WFA, PowerShell, Perl, Python, VMware vRealize, Microsoft Service Manager

WORK EXPERIENCE AND ACCOMPLISHMENTS

NetApp, PBS, TSP – Storage Management and Automation Sales and Consulting

Sales Engineer and Professional Services Consultant - Austin, 2005 - 2017

Maintained a NetApp storage focus over a decade while serving with three companies: PBS (2-years), NetApp (8-years) and TSP (1-year). Over that period account engagements included: *Southwest Airlines, Verizon, ExxonMobil, Disney, Southwest Energy, LDS Church, USAA, Capital One, Electronic Arts, American Greetings, Nielsen, Sentara Healthcare, Capitol One, Touro Health, Freescale Semiconductor, and Oracle*. While with *Pinnacle Business Systems (PBS: 2005-'06, pbsnow.com)* served as their first central-Texas Sales Engineer for NetApp products teamed with sales executives and providing needs discovery, solution design architectures, and consulting. While with **NetApp** (2007-'16) specialized in Data ONTAP, Clustered Data ONTAP, and Storage Service Automation including a wide range of client DevOps initiatives and workflow development. **Key accomplishments:**

- Smoothed the introduction of NetApp's new Clustered Data ONTAP operating system while serving as a nationwide early-adaption consultant (2nd wave) providing planning, implementation, disaster recovery, and knowledge-transfer consulting to many of NetApp's early Clustered Data ONTAP customers.
- Built skills in Storage Service Automation (WFA, SQL, PowerShell, Perl) including the development and testing of custom workflows for a nationwide list of clients. Scope of automation ranged from application data provisioning, data protection, data migration, and ONTAP setup steps to integration with 3rd-party end-user self-service portals (e.g.; VMware vRealize, Microsoft System Center).
- Developed and submitted the first user developed package into NetApp's automation-store for a widely-used package integrating Excel data into WFA's MySQL database allowing business-policy aware workflows.
- Built and maintained a home-office development lab allowing off-premises remote development and testing (vSphere/ESXi 6, vRealize, ONTAP 8/9, OnCommand UM, PM, Grafana, WFA, Linux, Windows AD/DNS)

After leaving NetApp in 2016, continued serving with Technology Service Professionals' (TSP) Strategic Services team (a NetApp partner) as their storage automation consultant covering NetApp accounts (TSP: 2016-2017, *mytsp.net*)

VIEO, Inc. – Application Infrastructure Management Appliance Startup

Corporate Sales Engineer - Austin, 2003 – 2005

Served as Corporate Sales Engineer at the Austin based startup VIEO supporting corporate sales and marketing functions. VIEO designed and built a hardware appliance-based dynamic provisioning solution for 3-tier web application infrastructures (based on integrated L2/L3 switch with tunable QoS, Apache/ISS, Web Logic, J2EE, ASP, COM+, WMI, and Moonlight a predecessor to Chef / Puppet like toolsets). Responsibilities included technical presentations, corporate demo environment and demo narrative script, consultant technical briefings, and training (developed and delivered 1-week course with labs). Clients and partners included *Morris Technologies, Cyrus One, Boy Scouts of America, and Smith & Associates*. **Key accomplishments:**

- Managed the product install and Proof of Concepts testing at our key European partner, Morris Technologies, which resulted in a successful evaluation, resale agreement, and a \$250k stocking order.
- Managed the product evaluation effort by InfoWorld magazine staff that resulted in a positive article and VIEO winning the *Best System Mgmt Solution of 2003* in their annual awards issue (ref: <http://bit.ly/1kadkxh>).

SAN Valley Systems – Fibre Channel SAN over IP Appliance Startup

Sales Engineer - Austin, 2001 - 2002

SAN Valley was a startup pioneering an ASIC-based Fibre Channel over IP (FCIP) storage networking gateway appliance. Responsible for technical sales and support activities in central US during the company's beta development stage up through the initial revenue shipment. Major clients included: *Compaq, Dell, LSI Logic, StorNet, Datalink, ABN AMRO, MCI/WorldCom, Carolina First National Bank*. **Key accomplishments:**

- Won the first FCIP product qualification with Compaq's Data Replication Manager (DRM) product where was responsible for the customer relationship with Compaq's POC lab, test plans, bug and objection handling.
- Every install of the SL1000 in the territory was a technical success. The company's first OEM sale was based on the successful Compaq product qualification effort and later represented 90% of company revenues.

NaviSite, Inc. a CMGi Company – Managed Internet Hosting Provider Startup (aka: Cloud Provider)

Sales Engineer - Austin, 1999 – 2001

Served as the sole technical member of the Austin sales office responsible for sales activities throughout the central US (www.navisite.com). Conducted staff training, client presentations, and 3-tier data center infrastructure designs including Internet content distribution and caching (Akamai), L2/L3/L4 routing, firewall, VPN (Cisco), clustered web/app/DB servers (MS and Veritas), NAS/SAN (NetApp, Sun, Dell), Servers (Sun, Dell, Compaq) and application support services. Major clients: *QuickArrow, Texas Instruments, Compaq, Arco, Staffmark, and OneNet*. **Key accomplishments:**

- Served key technical role in closing two multi-year contracts worth \$3m within 2 months of office opening
- Established NaviSite's technical credibility in dealings with clients and partners in the territory

Digital Equipment Corporation, and Compaq Computer Corporation

Systems Engineer, Consultant, Project Manager – Austin - 1976 - 1999

Developed my IT credentials over a rewarding 23-year career with Digital Equipment Corporation and Compaq after the 1997 acquisition. Gained experience serving in roles including: *Software Specialist* providing programming and support for territory accounts; pre/post sales Systems Engineer and Consultant in the Networking and UNIX Business units; and technical project and group manager in corporate Service Engineering for network performance monitoring and design tools. Served in field offices (Columbus and Austin), Regional offices (Chicago covering the Central US), and Headquarters (Boston). Major clients: *Ohio Bell, Dow Chemical, Caterpillar, General Motors, Ford, Motorola, Austin Diagnostic Clinic, State of Texas, University of Texas, Texas A&M, VIA Metro, Capitol Metro*.

Partners and resellers: *Pioneer, Wyle, Avnet, Anixter and Sierra Technologies*. **Key accomplishments:**

- Grew the south Texas & Louisiana territory Network Product Business Unit from \$4m to \$14m over a 4-year period as the territory Systems Engineer (1993-'97). Responsible for technical support and roll out for new technologies: Ethernet, Ethernet/FDDI switching, FDDI, ATM, TCP/IP, X.25, SNMP, RMON, and NetView.
- Instrumental in win with State of Texas Comptroller on an RFI for an integrated data/voice statewide network. This relationship lead to our subsequent RFP win (1991-'92) for a metropolitan FDDI over dark-fiber network spanning from the Capitol complex to the State building campus 5 miles north at 45th & Lamar.
- Successfully created and managed the Software Engineering team that designed and produced VAX/NSS WAN Monitoring tool and LTM-Reports, a graphical LAN performance monitor (an SNMP RMON predecessor built with C, RMS, and LANbridge 100 hardware with interfaces to DEC/Oracle/RDB relational database.
- Digital Sales-100 and Services Excellence award winner: 1980, 1989, 1991, 1992, 1993, 1997, 1998

INTERESTS AND HOBBIES

- Old English Sheepdogs, networked home video monitoring, web site development

CERTIFICATIONS / EDUCATION

- NetApp: NCD A (currently ONTAP-9, 7-Mode since 2005)
NCIE-SAN since 2013, ASE3 since 2016, NCSIE since 2016
- ITIL: V3 Foundations Certification since 2013
- Prior expired certifications include:
 - *SNIA SCP – Storage Networking Industry Association Certified Professional (2005);*
 - *IBM SNS IBM Storage Networking Solutions (2006);*
 - *Digital ASE Tru64 UNIX (1997)*
 - *And lots of other stuff you've never heard of from the 1980s and 90s*
- Wright State University (Dayton, OH) – 2 years course work in Computer Science
- Franklin Pierce College (Nashua, NH) – 4 years evening course work in Business Administration

