Mike Tabassum

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**Work Summary:**

Developed and deployed WAN/LAN systems solutions for complex networking environments including Multi-Protocol routing and various Disaster Recovery solution, FireWall design for large corporation. Experience with Storage Technologies such as Storage Area Network (SAN), Network Attached Storage (NAS), iSCSI and Direct Attached Storage (DAS) and Fiber Channel & FCoE Switches such as Brocade and Cisco MDS. Experience with Databases Oracle, MS SQL, MySQL, NoSQL and Operating Systems, Win2K3, Win2K8 R2, Win 2K12 R2, Microsoft HyperV, VMWare ESX, ESXi, Xen Hypervisor, Citrix XenApp, Egenera’s Data Center Virtualization & PAN Manager solution, networking including SSH, Terminal Services, DHCP, DNS, SMS. Additional experience in Linux (RedHat, SUSE, etc.), PKI, Encryption technologies, SUN Solaris (10.x, 11, 12) networking and administration including DNS, Sendmail, NFS, X-Windows, and serial line and WAN connectivity through Frame Relay, T1& T3 and Optical networking. Developed several Internet / Intranet sites using Web technologies (SSL, HTML, XML, etc.) and SUN/Oracle Enterprise Servers.

**Education / Certification:**

MS in Telecommunication Management from **University of Maryland at College Park,** May 2001.

B.S. in Electrical Engineering with minor in Computer Engineering from **State University of New York** **at New Paltz.**

**AWS Certified Solutions Architect - Associate**

**VMware Certified Professional (VCP)**

**Cisco Certified Network Associate (CCNA)**

**Cisco Data Center Specialist for Architecture (CDCSSA)**

**Cisco Data Center Networking Specialist (CDCNSS)**

**Cisco Specialist for Unified Fabric Technology (CSSUFT)**

**Cisco Specialist for Unified Computing Technology (CSSUCT)**

**EMC SAN Management, Design and Architecture**

**EMC Storage Network Design**

**Brocade Certified Fabric Professional (BCFP)**

**SUN Enterprise Computing 2000 Certified (ECC)**

**CheckPoint FireWall-1 (CCSA, CCSE, CCSI)**

**Certified Unicenter Engineer (CUE)**

**Tivoli Technical Partner Training**

**HP OpenView Network Node Manager**

**CiscoWorks for UNIX**

**Troubleshooting with the Sniffer, Network Associates**

**Certified NetWare Administrator (CNA)**

**Computer Skills:**

***Operating systems:***

Linux (RedHat, SUSE), UNIX (Solaris 2.3, 2.4, 2.5.1, 2.6 & 2.7, 2.8, SunOS 4.X, HPUX 9.X & 10.X, etc.), Windows NT 4.0, 2003 & 2008 R2, Windows XP, Windows 8.

***Applications:***

UNIX - mail (sendmail / POP), DNS (BIND), NIS, NIS+, NFS, Volume Manager; Remote Authentication (TACACS+, RADIUS/PAP/CHAP); EMC’s Storage management software, Inktomi’s Caching & Search technologies; Web (httpd, Netscape Enterprise, iPlanet, Apache & IIS); Basic IPv4/v6 networking, Access Control List,, Data Security (CheckPoint FireWall-1 2.X, 3.X & 4.X, RealSecure, CiscoPIX, IPSEC, LDAP, PKI, SSL, INFOSEC, VPN, PKI & AES Encryption Technologies, RSA SecureID, CiscoSecure 2.1.2); Network Management (HP OpenView 4.X & 5.1, Solstice Domain Manager, CiscoWorks, Bay Optivity 7.X & 8.0, ForeView, ManageWise, LanDesk Manager); NT- network (printer / file sharing, RAS/FTP, Proxy & Windows 2000); Databases (Oracle, NoSQL, MS SQL, MySQL, & Sybase). SELinux, Remote Administration (e.g. SSH, SCP, Syslog, ftp, etc).

***Hardware:***

EMC Vblock (Series 300, Series 700), EMC Symmetrix VMAX (10K, 20K, 40K), EMC VNX, Data Domain (DD660, DD860, DD890, DD990), EMC Isilon, Egenera Blade Servers, HP C-Class Servers, SUN Sparc Servers / Workstation (Ultra's, Netra's, Workgroup Servers, Network Computers (NC's), Enterprise Servers), Sparc Storage Arrays; Cisco Routers / Switches (2000, 4000, 7000 series, Cat 5000 & 5500, AS5200 Remote Access Server); Bay Hubs / Routers / Switches (2700, 3000, 5000, BCN, LN, CN, ARN & ASN routers, Centellion & Accelar switches); Bridges, X.25 cards, AT&T Paradyne Multiplexcers, Paradyne CSU / DSU, Asynchronous & Synchronous Dialing Modems, and NT1. HP 9000, HP 3000, HP NetServers, Disk Array RAID (Levels 0,1,5), Symmetric Multiprocessing (SMP), IBM Compatible PC's and HP Printers.

**Work Experience:**

# SAIC INC. Jan 2014 - Present

Principal Cloud & Security Solution Architect

Working as Cloud & Security Solution Architect to support DoD, Civilian and commercial customers. Helping customers to integrate technologies including, IaaS, SaaS, PaaS for Private, Public, Community and hybrid Cloud Service Provider offerings, cloud management tools, and converged infrastructure. Responsible for participating in and established project objectives, plans, schedules, and budgets and managing the technical, operational, and financial performance of projects. Responsible to support RFI/RFP/RFQ, supporting opportunity evaluations against strategic, POCs and Pilots, account plans, core service categories and capabilities. Responsible for qualifying and evaluating opportunities against business objectives, gathering requirements, designing and architecting the solution based on customer requirements. Managed staff and providing leadership, guidance and mentoring. Engaged in new technologies research to facilitate innovative and leading edge approaches to internal and external opportunities. Helping customers with advances Cloud technologies, SDN (Software Defined Networking), Software Defined Datacenters, Data Center Application Security (NGFW/NGIPS, Application FWs, ATP, Network Security, etc.), performing Vulnerability Scans, Penetration Test, Audit/Risk assessments, Compliance, architect and deploying IDS/IPS, SIEM/SOC and Firewalls and DLP technologies. Working with Cloud providers (AWS, Verizon/Terremark, Rackspace/OpenStack, Redhat OpenStack/Openshift, etc.), Storage Vendors (EMC, NetApp, HP, IBM) to define storage solution, designing solution based on EMC/VCE Vblock, Virtualization technologies, VMware/VCloud Director and VMware tools (vMotion, vCAC, NSX, SRM, vCOps, etc.), KVM Virtualization and Linux Redhat Enterprise Virtualization. Also, supporting Cisco Networking (Routers and Switches, Catalyst and Nexus), Cisco UCS and HP platform environment and converged infrastructure.

**NIKSUN, Inc**. **April 2012 – Dec 2013**

Security Systems Engineer

Working as Systems Engineer/Consultant supporting Niksun’s sales organization in generating revenue. Working with sales to present Niksun technical solution to customers during the pre-sales and implementation cycles. Taking on the role of a key accounts and with dedicated assignment to special accounts. Present Nisun technical solution to customers, responding to RFI/RFQs, supporting customer evaluations of Niksun products, POCs and Pilots, act as technical resource to the customer in support of sales during the entire sales cycle, installation of Niksun products and other post-sales roles as required. Working with partners, Cloud providers, Networking and Security vendors, proficient in Linux, BSD and using my scripting and programming knowledge to certain situations at customer sites.

# Harris Corporation, CIS division March 2011 – March 2012

# Sr. Cloud-Security Solution Consultant

# Working as Cloud Solution Consultant, supporting Federal Civilian, DoD and commercial

# customers to position Harris Trusted Cloud Solution for Private, Public, Community and Hybrid

# Clouds with On-Premise workloads. Responsible for product presentation, white board

# discussion, requirements gathering, architecting, configuration, and quoting the Cloud solution

# based on the customer’s business requirements. Play primary role in the development,

# architecting and implementation of business solutions and addressing, identifying customer needs

# and defining target applications for Harris Trusted (Secured) Cloud. Providing input to RFI’s

# RFP’s responses and generating SOW’s. Working and Communicating with C-level, technical

# and non-technical audience to articulate the value prop and explaining how the Cloud solution

# will meet business requirements. When working on designing a custom solution, I work closely

# with partners, i.e. Security Vendors, EMC, Cisco, VMware, BMC Software, and Security partners

# to design and architect the solution based on customer business requirements. Position various

# Cloud Security solutions, such as IaaS (Infrastructure-as-a-Service), SaaS (Software-as-a-Service)

# and PaaS (Platform-as-a-Service) for CRM (SAP, Oracle, RightNow, Salesforce, etc.)

# applications, VDI, EaaS (Email-as-s-Service) and Web based applications.

# Avaya Inc. (Nortel Networks), VA Sep 2010 – Feb. 2011

# Sr. Data Center Specialist Architect

Working as Data Center Specialist and helping PLM (Product Line Management) and Pre-Sales organization to architect Avaya’s UC and Data Solution best fits with customer needs, deliver technical presentation, demonstrations, proof of concepts and trials on VENA (Avaya’s Virtual Enterprise Network Architecture), Enterprise Network Switching and third-party Virtual Computing and Data Storage products. Providing Avaya’s data solution products technical leadership for Data Center to field sales organization. Helping writing white papers, assist with RFP’s RFI’s, RFQ’s responses, trade show participation, field sales and customer consulting, and customer briefing technical presentations. Play primary role in the development, architecting and implementation of business solutions and addressing identified customers’ needs and defining target applications for Avaya’s Data Solution for Data Center, UC, Virtualization, Cloud Computing, Databases, SAN, NAS, Unified Storage and Internet based applications solution. Providing support for customer calls, technical & white board discussion, architecting the solution, articulating to both technical and non technical audience in order to successfully selling Avaya’s Data Solution products. Assisting and providing feedback to product marketing on product features.

# ArcSight (HP), McLean, VA July 2009 – Feb 2011

# Sr. Security Systems Engineer

Working as Systems Engineer for Federal business segment, deliver technical presentation, demonstrations, proof of concepts and trials on ArcSight’s Security products, SIEM, Logger, Express, IdentityView, Connectors, Compliance and other HP Security solution. Providing ArcSight and HP products technical leadership to federal field sales organization. Supporting ICAM (Identity, Credential and Access Management) and GRC (Governance, risk management and compliance) initiatives, and supporting FICAM, PIV (Personal Identity Verification), HSPD-12 and IAB projects in public sector. Helping writing white papers, assist with RFP’s RFI’s, RFQ’s responses, trade show participation, field sales and customer consulting, and customer briefing

# Data Domain/ EMC Corp. McLean, VA Nov. 2007 – April 2009

# Principal Technology Consultant (Pre-Sales)

Working as Technology Consultant/Systems Engineer for Federal business segment, deliver technical presentation, demonstrations, proof of concepts and trials on BRS (Backup Recovery Systems) and Data Storage products. Providing EMC BRS products technical leadership to federal field sales organization. Helping writing white papers, assist with RFP’s RFI’s, RFQ’s responses, trade show participation, field sales and customer consulting, and customer briefing technical presentations. Play primary role in the development, architecting and implementation of business solutions and addressing identified customers’ needs and defining target applications for Data Domain/EMC’s data center, Data Deduplication, VCE, Cisco UCS, Virtualization, Cloud Computing, SAN, NAS, Unified Storage and Internet based applications solution. Providing support for customer calls, technical & white board discussion, architecting the solution, articulating to both technical and non technical audience in order to successfully selling BRS products. Assisting and providing feedback to product marketing on product features. ***Builds and maintains loyal customer relationships that can be significantly leveraged into additional Data Domain/EMC business. And follow up with customer during and after deployment of solution to ensure customer achieves full value from the solution.***

# Egenera Inc., McLean, VA Oct. 2006 – Nov. 2007

# Senior Systems Engineer (Pre-Sales)

Working as Systems Engineer for Federal & Southeast (private sector) business segment, deliver technical presentation, demonstrations, proof of concepts and trials on Egenera products. Act as the primary technical interface on customer sales calls and assist in preparing responses to RFP’s, RFI’s and RFC’s. Participate in customer calls, technical & white board discussion, architecting the solution, presenting to C’level audience, and articulating to both technical and non-technical audience in order to successfully selling Egenera products. I play a primary role in the development, architecting and implementation of business solutions and addressing identified customer needs including defining target applications for the Egenera’s Data Center Virtualization and PAN solution. I provide feedback to product marketing on product features. Also, help customers architecting the solution around virtualization technologies such as Egenera’s vBlades, VMWare ESX, Xen Source, Citrix Xen, Microsoft Virtual Server, etc. and Storage partners (EMC, 3PAR, NetApp, Data Domain, IBM SVC, HP EVA, Hitachi HDS, etc.) and performing benchmark with Oracle RACs, BEA WebLogic, multi-tier applications, etc. ***Builds and maintains loyal customer relationships that can be significantly leveraged into additional Egenera business. And follow up with customer during and after deployment of solution to ensure customer achieves full value from the solution.***

# Computer Associates (CA), Herndon, VA. March 2004 – Sep. 2006

Senior Systems Consultant (Pre-Sales)

Working as Systems Consultant for Federal (Civilian & DoD) business segment, deliver technical presentations, demonstrations, and trials on the Storage products supported by the CA Inc. Review, Develop Proof of Concepts and perform needs analysis as required. Act as technical liaison to the customer, while interacting with multiple departments with in that customer organization. Providing Pre Sales support for CA’s Storage Software Products (SRM, SAN Manager, SAN Designer, BPAM, BEB, ARCserve, BHA, HSM, etc). I specialize in architectures involving a mix of management software solutions for storage and security in various enterprise-wide IT infrastructures. I am responsible with projects that involve assignments such as consolidating storage systems for Sun Solaris, Linux and MS Window/Intel environments, and provide clients with requirements, market research studies/solutions, and recommendations to meet the business requirements. I advise management/clients concerning problems affecting applications and network performance and have completed studies, designs, installations, testing, and related life cycle tasks involving networked hardware/software solutions. Able to determine solutions that, for instance, support a variety of requirements such as those related to storage networking devices to provide ease of use and facilitate administration allowing improved management of SANs. ***Builds and maintains loyal customer relationships that can be significantly leveraged into additional CA business. And follow up with customer during and after deployment of solution to ensure customer achieves full value from the solution.***

**Verio/NTTA, VA Sep. 2003 - March 2004**

**Senior Systems Engineer (Pre-Sales)**

Providing Systems Engineering support for hosted solution in NTTA’s primary Data Centers in North America and DR locations in West coast & Tokyo, Japan. Also, supporting EMC’s Storage Software Products (Veritas BackupExec and Net Backup, Navisphere Manager, SnapView, ATF, TimeFinder, SRDF, EMC Control Center, ESN Manager, Access & Volume Logix, PowerPath, etc.) and Hardware Products (Symmetrix, Connetrix hardware, Clariion, Celerra/Celerra SE, Connectrix, SAN/NAS, etc) for Private Sector, large, medium and small accounts. Work with customer to size, scope and architecture both customize and standard solutions for the customer. Also, responsible in helping the Product Management to build a new and enhanced solution for the new and existing customers. Responsible for all the Pre- Sales activities such as presentations, demo, proof of concept, and gather the customer specific information for creating a Proposal, Letter of Engagement, Statement of Work, and scooping and pricing out solutions and coordinating with Vendor’s Tier-3 support to escalate and resolve the technical issues for Verio/NTTA customers. And follow up with customer during and after deployment of solution to ensure customer achieves full value from the solution.

## EMC Corp., McLean, VA. Jan 2001 – Aug. 2003

Senior Systems Engineer (Pre-Sales)

Providing Pre Sales support for EMC’s Storage Software Products (Navisphere Manager, SnapView, ATF, TimeFinder, SRDF, EMC Control Center, ESN Manager, etc) and Hardware Products (Symmetrix, Clariion, Celerra/Celerra SE, Connectrix, SAN/NAS, etc) for large, medium and small customers. ***Work with sales force and SE team assisting in the creation of accurate and complete sales quotes, RFPs, custom Proposals and configurations.*** Participate with sales team to bring closure on technical issues. Based on customer’s business objectives help them in architecture an infrastructure focused solution utilizing EMC products and services that provides customer and prospects with extraordinary value towards achieving their business objectives. Also, Provide technical training to Sales and SE teams and have ability to coordinate resources as required and drive issues to closure during the sale cycle. Work with regional and territory sales representative, Value Added Reseller, ISPs, Channel Partners and System Integrators by providing detailed product presentations, demonstrations and network design. **Builds and maintains loyal customer relationships that can be significantly leveraged into additional EMC business. And follow up with customer during and after deployment of solution to ensure customer achieves full value from the solution.**

## Inktomi Corp. 1999 - 2001

Senior Systems Engineer (Pre-Sales)

**Providing Pre Sales support for Inktomi’s Software Network Products (Caching Server, Streaming Media, FastForward Networks, Content Delivery Suite)** division for prospect and existing customers such as ISPs, LECs, CLECs, IXCs, Enterprise and other Fortune 500 companies. Assisting sales team, technically present and manage assigned accounts, setting up trials and proof of concept to help shorten the sales cycle. **Also, responsible for partners integration both software technologies such as Portals, LDAP, PKI, IPSEC & VPN technologies, Web Servers (IIS, Apache, Netscape, iPlanet), CheckPoint, Websense (reporting and filtering), Spyglass (Content transformation), Symantec, IntoNetworks, RealNetworks, QuickTime, Microsoft Media player and hardware vendors such as Alteon, Foundry Networks, F5 Networks (Big IP) and more.**

# DynTek (Data Systems Network Corp.) 1997 - 1999

Senior Systems Consultant

Computer Network consultant and system integrator specializing in LANs, WANs and Internet

connectivity for corporations both private and government sectors in Northeast Region.

Consulting services focusing on Sun product line hardware and software, Enterprise FireWall

design and implementation, Cisco and Bay Networks Switches, Hubs and Routers, and various

Network Management platforms (Tivoli TME, Unicenter TNG, HP OpenView, Cisco Works,

Bay Optivity, SMS, Intel LAN Desk Manager, ManageWise and etc.). Also, provide Pre-Sales

support to sales personnel and responsible for on-site presentation, demonstration, and answer

technical questions for the supported products.

# SARCOM (Data Systems Marketing Corp.) 1995 - 1997

Senior Systems Engineer

***Systems Integrator & Security Specialist***

Designed and implemented Corporate ***FireWalls*** and ***Remote Access Software***. Also, focused on the following technologies:

* WAN consisting of various offices connected over frame-relay
* MAN's consisting of leased-line, FDDI and ATM
* LAN's consisting of various managed segments (10BaseT, 100BaseT)
* 3000 or more end-user nodes
* Cisco & Bay internetworking products
* IP, IPX, AppleTalk, SNA protocols.

# National Medical Care, WR Grace, Landover MD. 1992 - 1995

Systems Administrator

Managing, maintaining, installation, configuring, tuning and providing remote support to 75 WAN facilities connected through T1 lines from five HP9000 computer centers running HPUX 9.x, from the regional office. Also, responsible for HP3000 running MPE/iX and 50 users LAN running Novell NetWare 3.12.

**Personal:** U.S. Citizen

**References:** Available upon request.