**Matthew Smith**

email: ma77smith@hotmail.com

Mobile: 07540 644466

Nationality: British

Spire House (83), Worcester Road, Hagley,

Stourbridge, DY9 0NG

**LEAD CLOUD ARCHITECT • CONSULTANT – SC CLEARED**

An accomplished Principal Architect, with proven success in seeking and on-boarding the latest technology to satisfy business objectives and outcomes. Possess first-rate communication skills, comfortable at CxO level stakeholder management and high-profile engagements. In-depth expertise in the design, implementation and governance of challenging and complex IT solutions across a wide range of market sectors.

**QUALIFICATION HIGHTLIGHTS**

* **Cloud Transformation**
* **Pre-Sales**
* **Stakeholder Management**
* **Architecture and Design**
* **Medium/Large Enterprise**
* **Strategy & Development**

**SCC PROFESSIONAL EXPERIENCE**

**Lead Cloud Solutions Architect** February 2017 – Present

At SCC I support the strategy and technology roadmaps for Cloud delivered services on our corporate and public sector platforms, Microsoft Azure and AWS. Calling on 20 years of IT knowledge, including over 7 years experience building cloud platforms and services I sit on a number of governance and steering groups within SCC - including SCC’s Sentinel strategy working group, a PSN connected multi-tenant cloud platform accredited to UK Official

Working closely with technical delivery teams I provide vision, advice and guidance at all points in the process, from pre-sales to delivery whilst being responsible for producing initial concepts and business cases. Instrumental in the inception of the Cloud Strategy Working group, a strategic advisory group that drives cloud innovation, governance and change - reporting into the exec board to discuss our initiatives and recommend investment in key technology areas.

My role also involves building relationships with and providing thought leadership across SCC’s customers on Cloud technologies, enabling their cloud journey and helping ensure SCC remain their trusted advisor.

* Involved in the development of SCC’s Product Development Lifecycle (PDL) – a new governance process that has defined inception and approval phases, including a requirements-based process to select new technologies and vendors. The PDL was crucial to the reduction in failed projects and poor technology choices at SCC
* Created and led the Cloud Strategy Working Group – a forum which is now the foundation to SCC’s private, hybrid and public cloud objectives, where like-minded technical leads across the organisation can collaborate ideas and submit them to the PDL process for initial review
* Developed SCC’s Cloud Readiness Assessment (CRA) into a cloud agnostic service – originally an Azure centric service used within one business unit, I lead the project that industrialised the CRA into a best of breed service that works successfully with Azure and AWS, using a blend of tooling and consultancy based Q&As. The CRA provides a snapshot of the application estates suitability for a chosen public cloud, including recommended migration strategies and Rough Order of Magnitude (ROM) pricing
* Conceptualised and developed a Cloud Cost And Performance Optimisation service (CCAPO). CCAPO is an advanced cloud economics managed service that ensures customers are not overspending whilst providing powerful migration scenarios for customers looking to migrate to public cloud. First pilot customer reduced their Azure bill by 28% ($80k) per month and have since signed a 12-month contract
* Co-developed a Cloud Maturity Assessment. A lightweight service based on the AWS Cloud Adoption Framework (CAF) that could be completed in a few hours with key stakeholders, but still providing insight into the areas of the business that require focus including a high-level remediation plan
* Designed and migrated Heriot Watt Universities international website to a serverless AWS solution, consisting of S3, CloudFront, Route53, ACM and AWS transfer for SFTP. Large increases in performance were noticed immediately from global locations
* Technical Lead for SCC’s largest Public Cloud managed services win - Imperial Tobacco, a services contract for the migration and support of 17 global data centres (1,250 VMs) into Azure, completed in 6 months including acceptance into support.
* Lead SCC’s Data Centre Automation project – writing the statement of requirements and leading the vendor selection process which ultimately resulted in a PoC using Ansible and Terraform. The project streamlined the deployment of services, especially on SCC’s own cloud platforms where native IaC tooling wasn’t available
* Worked with SCC professional services on a container project for AstraZeneca, based on Kubernetes. Leading the engagement from pre-sales to pilot the environment was to support their hybrid cloud strategy, facilitating easy application migration from on-premise to both AWS and Azure.
* Technical Lead for SCC’s largest Public Cloud managed services win - Imperial Tobacco, a services contract for the migration and support of 17 global data centres (1,250 VMs) into Azure
* Led the Hybrid Cloud management platform strategy for SCC Data Centre Services, aimed at centralising, standardising and productising the delivery of services across multiple platforms (AWS, Azure, SCC Cloud+, Sentinel, Hybrid) for several teams.
* Lead architect for AWS Standard Play and Immersion Days – Standard Plays are 2-3 day technical hands-on workshops aimed at delivering a specific outcome and/or solution to a problem across 6 areas. VDI (WorkSpaces), Hybrid Cloud Storage (Cloud Gateway), Public Websites (Drupal/WordPress), Identity Management, Learning Management (Moodle) and Multi Account strategies.
* Technical lead for several partnership objectives between SCC and AWS, including a 100 day Partner Transformation Programme (PTP) and the Well Architected Framework (WAF) partner programme

**Civica PROFESSIONAL EXPERIENCE**

**Head of Technology**  November 2015 – February 2017

As Head of Technology for Civica I was responsible for the technical design and assurance of managed and hosting services opportunities across both private and public sector. My roles also entailed driving the strategic development of Civica’s services proposition, including technology roadmaps and vendor relationship management.

* Technical Pre-sales and Design lead for Civica’s largest Managed Services contract win - £67m TCV deal including an O365 rollout, Skype for Business, Data Centre modernisation and Citrix rollout to 4,500 users. The data centre modernisation project was based on a new LAN and security design including the walled garden approach to remote access (NCSC). The core infrastructure refresh was based on a multi-rack HPE ConvergedSystem 700 across primary and secondary Data Centres
* Development of Civica’s Cloud service catalogue and technology portfolio to include new products such as Shadow IT assessment and an application analysis service based on CloudGenera
* Led pre-sales client engagement and technical design workshops with vendors, including Citrix, Microsoft and HPE

**SCC PROFESSIONAL EXPERIENCE**

**Lead Solution Architect – Data Centre Services**  March 2013 – November 2015

Working within the Technical Design Authority I was the lead solution architect for SCC’s commercial Cloud and Data Centre Services. Closely involved with the development and strategy for SCC’s own commercial Cloud and services, including assisting the development of a Cloud Brokerage and Orchestration function for SCC called Universal Cloud Gateway. My work involved a rigorous vendor selection and Proof of Concept process, including designing a number of ecosystem services including Shadow IT and Cloud decision engine functions – involved from product selection to the development of sales collateral, managed service wrap and cost model.

I successfully lead a number of key pre-sales opportunities including the likes of Volac International, Grafton Group, WHSmith, National Accident and Repair Service and the National Apprenticeships Service (formerly Learning Skills Council), with TCVs ranging from £4m to £20m.

* Instrumental in a number of significant contract wins for SCC
* Assisted in the development of a strategic road map for SCC’s commercial cloud offering
* Development of service descriptions and customer engagement processes for SCC’s cloud services
* Developed a bespoke Solution Design process based on TOGAF

**Coventry & Warwickshire NHS PROFESSIONAL EXPERIENCE**

**Citrix Consultant (4 MONTH CONTRACT)** December 2012 – March 2013

Assisting with a complete technical refresh of the virtual desktop and application delivery estate my role involved providing assurance at the design and architecture phases including hands on delivery of the pilot for user acceptance testing. Interfacing with both internal NHS teams and suppliers the primary aim of my involvement was to bring the existing environment up to the latest versions of the Citrix XenApp and Provisioning Services suite, to enable the 2,500 users access to greater levels of mobility, flexibility and reliability.

**Optima Technology Solutions PROFESSIONAL EXPERIENCE**

**Technical Solutions Director** July 2012 – November 2012

Leading the implementation of a design authority function for Optima, I was responsible for strategically developing a design process which complemented existing sales, delivery and service management operations. The key goals for the design authority were to ensure solutions met client’s business objectives, delivered right first time and required a low support overhead by leveraging the benefits of standardisation and repeatable patterns. My role involved the identification and selection of new products and services to augment the solution portfolio, in line with market trends and business requirements. Directly responsible for vendor accreditations and ensuring that Optima’s technical capability could deliver solutions to the highest possible standard. Assisting with technical pre-sales engagements my involvement attributed to on-boarding a number of key clients.

* Successfully designed and implemented a Desktop as a Service solution that went live summer 2012, providing a scalable and highly-available offering which delivered a high-quality experience to users
* Implemented a complete design authority process from scratch, which highlighted a number of quick wins resulting in improved quality and delivery of solutions
* Re-shaped team of engineers and consultants which significantly improved the standard of project delivery
* Assisted in the development of a solution Portfolio, ensuring that the correct technologies underpinned the solutions and that Optima could deliver on all fronts

**Optima Technology Solutions PROFESSIONAL EXPERIENCE**

**Technical Manager/Consultant**  July 2009 – June 2012

As a Technical Manager I was involved with all stages of the project lifecycle, from initiation and presales to user acceptance testing and completion. Assisting in a strategic sales effort from a technical perspective and ensuring that we consistently deliver superior solutions to clients. I hired, trained and developed a team of technical staff – supporting career development and their performance objectives. I was specifically involved in larger value and technically challenging projects.

* Designed and built a complete hosted application/desktop solution for a start-up hosting company
* Managed and implemented a migration from Smoothwall firewalls to Juniper SRX gateways for a major MSP
* Designed and implemented and a virtualisation/consolidation project based on HP Blade architecture. design incorporated HP iSCSI shared storage and Citrix XenServer High Availability features for mission critical hosted services.
* Managed various migrations and upgrades to Windows Server 2008 R2 and Exchange 2007, including domain upgrades and consolidation.
* Produced the preliminary high-level network design for the Farnborough Air show 2010, based on Cisco infrastructure. With 28 billion dollars worth of orders taking place during the week, security and redundancy were key design principles.
* Delivered a Multi-site Storage Area Network using HP Lefthand P4500 nodes for the UK’s largest private property firm.

**Kirk iSS (Grand Cayman, BWI) PROFESSIONAL EXPERIENCE**

**Senior Consultant**  September 2006 – July 2009

**Self Employed**

**Microsoft Server Specialist**  October 2004 – July 2006

**JAC Products Ltd**

**IT Systems Manager**  June 2003 – September 2004

**BoyStuff.co.uk**

**IT Support Specialist**  2002 – 2003

**Titan Steel Wheels**

**IT Technician**  1994 - 2002

**EDUCATION and CERTIFICATIONS**

1990 - 1994 Bewdley High School 7 GCSEs C and above

1994 – 1996 Kidderminster College ONC in Engineering Science

2001 – 2003 Dudley College HNC in Business Information Technology

AWS Certified Solution Architect – Associate (Feb 2019)

AWS Certified Developer – Associate (In Progress)

Microsoft Certified Systems Administrator 2003 (MCSA)

Microsoft Certified Technology Specialist 2008 (MCTS)

Microsoft Certified Systems Engineer 2003 (MCSE)

Cisco Certified Network Associate (CCNA)

Citrix Certified Administrator (CCA)

Checkpoint Certified Security Administrator (CCSA)

VMware Certified Professional (VCP5)