**Rick Rangel**

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| **Employment History** |  |  |
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| **Dell** | Advanced System Group | Pre-sales Consultant |
| **Fujitsu Siemens** | Pre-sales Business Unit | Pre-sales Consultant |
| **Mobile Lite** | IT Solutions  IT Solutions | Principal Solution Consultant (1st Phase)  Principal Solution Consultant (2nd Phase) |
| **Steria** | Data Centre Consolidation | Solution Architect |
| **Liberata Ltd.** | Enterprise Solutions | Enterprise Storage Infrastructure Architect |

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| **Summary**  An experienced Pre-sales Solution Architect / Consultant with the majority of my career working at Dell and Fujitsu Siemens Computers (FSC) where I played a key member within their Business Development teams – scoping, defining then creating architecture which resulted in successful solutions. Understanding then translating a customer’s goals into an architectural strategy, setting the technical direction for the enterprise and providing assurance that the solution implemented will perform as specified and deliver expected benefits according to the project phases. Then orchestrating the product of a proposal to meet a customer’s requirements. This would include driving architectural decisions and trade-offs and establish alignment among stakeholders.  My technical responsibilities were to provide expertise on large-scale complex projects involving; Cloud Technologies, DataCentres, Data Migration, Consolidation, Virtualisation, Servers, Back-up / Recovery and at times incorporating Enterprise third party partners / vendors for example: Qlogic, Emulex and Brocade as well as Back-up and Recovery methodologies. This assessment was based on learning and understanding our customers’ Storage technologies and additional requirements i.e. SANs & NAS.  **Agile 2 Foundation & Practitioner - Currently Studying**  **Prince 2 Foundation & Practitioner - Currently Studying**  **CISCO CCNA Course 7th Dec – 11th Dec 15**  **Mobile Lite -** **Principal Solutions Consultant ( Long term contract ) Present**  After having to take a sabbatical, I was invited by Mobile Lite to re-visit the work I had previously completed for them to include the next phase of their project which was to include **Dementia** patients.  Being brought back to the project enabled me to continue where I had left off with a high level of back end security and interoperability, allowing the second part of the project to be as safe and secure as the first phase, if not more so.  The additional work incorporated 2 ^ 64 possible combinations. After a great deal of research and choosing the right coding partners to use will mean, that if you have 292 million years to spare you may be in with a chance of breaking through. | |
| **Sabbatical**  Please see covering letter for further explanation. | **Sept. 12 – Feb 14** |
| **LIBERATA LTD. - Enterprise Storage** **Infrastructure Architect** | **April 12 – Aug 12** |
| Accepted a permanent position with Liberata to complete PQQ and ITT documentation from a complete enterprise solution perspective. Engage with customers’ technical teams to give advice on Storage, Servers, Cloud, Virtualisation and Data Centres once the second stage of a bid has been awarded. My responsibility was to ensure best practice / fit has been proposed to gain success of the tenders and sustain profitable long term customer relationships. | |
| **STERIA LTD. - Solution Architect** | **Feb 11 – Aug 11** |

I had to accept a contract with Steria Ltd. to lead, implement and manage a complex Data Centre consolidation project. This involved meetings with key stake holders and advising them on multiple platform technologies e.g. backup / recovery, migration, virtualisation and test plans for moving aged equipment from around the country in to a state of the art space from BT, Newport Data Centre. This involved giving advice on core infrastructure requirements to incorporate the Infrastructure On Command (I.O.C.) model that was offered from the flag ship Data Centre utilising the Steria Group Public and Private Cloud Technologies, and the commonality of industry utility on demand computing model.

In addition, my role included working with three (EMC, HDS, NetApps) of the major storage vendors in the market, to enable a unified storage strategy across Steria’s four largest business units in Europe - Great Britain, France, Norway and Sweden.

Another area of my responsibility was to provide solution architecture advice on large-scale complex projects involving: Cloud Technologies, Data Centres, Data Migration, Consolidation, Virtualisation, Server and Storage technologies that meet / exceed customer requirements now and in the future. Plus quantifying the business benefits and ROI of a tailored solution therefore, demonstrating both technical ability and business acumen.

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| **Mobile Lite - Principal Solution Consultant** | **Sept 09 – Feb 11** |

Took a contract with Mobile Lite as a Principal Solution Consultant to help produce an e-mail and internet system for children that was safe, simple to use but without the threats of adverse interaction like main stream business packages. (Mobile Lite was founded by ex-finance Director at Dell.)

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| **FUJITSU SIEMENS COMPUTERS LTD. - Pre-Sales Consultant** | **April 07 – March 09** |

Based on experience gained from Dell Corporation's Enterprise Pre-sales Division, I was offered a permanent position with the pre-sales team at Fujitsu Siemens Computers (FSC) as an external Pre-sales Consultant to Global, Public, Corporate (5000+ employees) and Preferred Account customers (500 - 5000). This included presenting to key decision makers such as IT and Finance Directors (C – level) to Technical Managers. Also supported the Resellers / Distributors within the channel partners’ programme.

Responsible for the technology discussions, positioning and proposals, from first meeting to deal closure and into services delivery, ensuring customers understand our value through technology and software solutions.

An example of bids worked on at FSC were Transport for London which included a minimum of 10 Storage Systems, 500+ Servers, 7500+ Desktops and 3000+ Notebooks plus related software, racks, service offerings and environmental concerns. We also won a bid for the University of Edinburgh to provide two Egenera Cloud computing systems, 2 x Full Frames, 3 Storage Systems, Blade Servers, Software and Services totalling £2.5M. In both of these bids I was responsible for designing a tailored solution according to the customers’ requirements. This meant learning and understanding their business strategy then pulling together virtual teams for e.g. Services, Marketing and Accredited Partners and finally presenting the business case and benefits of the solution to the customer.

My responsibilities were to provide innovative technical advice and expertise in the complete range of Fujitsu Siemens products including Enterprise Storage Solutions covering SANs (Storage Area Networks), NAS (Network Attached Storage), Servers, Back-up / Recovery, Desktops, Client products, Data Management, Deduplication, Virtualisation and presentation of Product Road Maps.

In addition to my experience at FSC and Dell my knowledge also includes a range of technology providers including EMC, HP, HDS, IBM, NetApps, etc. allowing a complete cross platform solution.

Accredited EMC S.E. Storage Professional having taken my accreditation exams whilst at FSC. In addition I also took the following industry standard exams:

**EMC2 Proven Accredited Storage Professional**

**Certified Storage Pre-Sales Consultant**

**Certified Storage Sales Professional**

**Certified Storage Pre-Sales Trainer**

**Certified Server Pre-Sales Consultant**

**Storage Entry Level Installation**

**Blade Server Specialist**

**Certified Hardware Cluster Systems Engineer**

**Certified Mobility Sales Trainer**

**Certified Deskbound Client Sales Trainer**

**Certified Deskbound Client Pre-Sales Trainer**

Whilst at FSC I took several Train the Trainer courses. These gave me the knowledge and skills to train FSC’s internal and external sales force and their customers, face to face, in the disciplines listed above.

An important part of the role was to undertake an assessment of solution options then design technical infrastructures and, at times, mission critical solutions comprising Enterprise Servers, Fault tolerant SAN’s incorporating Qlogic, Emulex and Brocade technologies as well as Back-up and Recovery methodologies. This assessment was based on learning and understanding our customers’ business requirements, growth potential and future commercial plans therefore, included: scoping, feasibility of solution, budget, costings and negotiating trade-off decisions with stakeholders.

Provided advice on best practice for Virtualisation of key applications in Data Centre environments that met / exceeded our customers’ specific business requirements. This ranged from VMware through to EMC Celera, Clariion and the software management suite including Navisphere, SRDF, SnapView etc. and Symantec product offerings.

My consulting roles within FSC and Dell required both technical expertise and good business aptitude. These together with my sales and Train the Trainer skills meant I could identify opportunities, design a solution based on for e.g. requirements, budgetary constraints, timescales, feasibility etc. plus help with the development of the sales cycle, present the technical solution and train the customers.

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| **DELL - ADVANCED SYSTEM GROUP - Pre-Sales Consultant** | **June 97 – Feb 07** |

Held a Pre-sales Consultant role for Dell’s Advanced Systems Group (ASG), with over 8 and a half years’ experience in Enterprise products, and one year’s experience within the Dell sales organisation. Responsibilities included providing technical advice and hardware solution design support for Corporate and Global Accounts, Public Sector and Preferred Accounts Divisions, Resellers and Distributors.

Experience in Dell / EMC complete Storage Area Network (SAN) product range and in EMC Network Attached Storage (NAS) product range was gained through their comprehensive training program. This technical experience is supported by a sales background, having moved from sales into a technical position to enable future career development. The work undertaken with Dell / EMC storage products enabled me to design, build and have responsibility for the Demonstration Lab at Dell. Thus applying the knowledge and expertise I had built up ranging from Implementation Software through the various ranges of EMC storage and Layer Three Network switched environment.

Having the lab meant I could demonstrate Dell’s Enterprise solutions, incorporating Servers and Storage capabilities to Corporate, Global, Public Sector and Preferred Accounts customers. The result was a platform where customers could see the ease of use of management applications and software being used on Dell’s Enterprise product range which increased Enterprise sales by 15% within the UK business. Negotiated with Enterprise Business Partners such as Brocade, Emulex and EMC to procure the best in class products for the lab.

To help the sales team understand where our Enterprise business was coming from, I used to produce a quarterly report of actual business versus targets. Enterprise Pre-sales Consultants targets consisted of the individual business units Enterprise sales, for example £14M for the quarter. Exceeded target over the last 7 out of 9 quarters and hit target over the remaining quarters. This dotted line of responsibility for the sales team gave me valuable people management skills.

Whilst at Dell I completed the following course: Supporting Microsoft Windows 2000 Professional & Server – Microsoft Approved course – Exams: 70-210 & 70-215.

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| **Previous Employment History** |  |
| **Merisel Distribution UK Ltd. - Acquisition Business Development Manager** |  |

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| **Olivetti UK Ltd. - Corporate Account Manager** |  |
| **Micropace UK Ltd. - Tele Sales Rep / Team Leader / Sales Manager** |  |

**QUALIFICATIONS / COURSES**

* **Supporting MICROSOFT Windows 2000 Professional & Server – Microsoft Approved course – Exams: 70-210 & 70-215.**
* **CISCO CCNA**
* **TOGAF 9.1 Level 1 & 2**
* **EMC SE Accredited Storage Professional**
* Associated Exams - Enterprise Associate, consisting of four sections:

Servers, Storage, Networking and Management Utilities.

* City and Guilds qualifications in: Information Technology, Computer Science and Intermediate Systems Analysis.
* 6 “O” Levels in: Maths, English, Chemistry, Biology, Business Studies and Spanish.