Jon Hathaway

Founder & CEO at HATech LLC

Summary

The effective implementation and appropriation of IT to business goals is what motivates me. This motivation, coupled with a continual strive for customer satisfaction in every solution is the very foundation of my character. A constant hunger for knowledge continually drives and pushes the boundaries of my own personal development always looking for unique and creative solutions to problems.

Every problem is treated as an opportunity to excel, with a high degree of personal identity being gained by this continual desire to find solutions. I base the way I work on being one step ahead of the clients requirements - "Leading from in front". I have excellent communication skills that have assisted me in conveying solutions and arguments generating management/client enthusiasm and the necessary momentum to bring projects to a successful close. I have a proven track record as a professional and talented technical trainer, seen as an expert in many different fields of knowledge by my peers.

Specialties: Leading, mentoring and motivating a cross skill engineering team. Designing Disaster Recovery Architectures and Methodologies, Designing Resilient Application Architectures, Ability to write clear and concise Technical Documentation, Talented Technical Trainer, IT Consulting across many sectors Public, Local/Central Government, Blue Chip and SME.

Currently specializing in Cloud Technologies, primarily Amazon AWS. Currently leading the engineering and automation efforts in a young and vibrant AWS Managed Services Partner creating Cloud Solutions to accelerate customers to success.

Experience

Founder & CEO at HATech LLC

June 2015 - Present

We are HATech – a Product Engineering and Site Reliability Engineering team focusing on DevOps Consulting, Services and Enablement.

Transform your business with Operations, Product Management and Development working together as one integrated agile team and start delivering value beyond expectations. We provide you the expertise to energize and empower your teams to deliver on product requirements, effectively, on time and with the uptime and availability your brand deserves.

From our Product Management, Agile Consultants and Cloud Engineering team in the US through to our QA and Software Development teams in Asia we work around the clock to deliver your product reliably every time.

Director of Systems Engineering at IGT
August 2014 - July 2015 (1 year)
- Passionate technical leader working with a like minded Product Management team to be market leaders in many areas within the industry
- Driving agile adoption and improvement initiatives across engineering
- Responsible for leading a team of highly skilled engineers in delivering ground breaking next generation systems
- Delivered an industry first on Openstack across multiple continents, on time and under budget
- Created, trained and unleashed a motivated and passionate cross Business Unit DevOps capability
- Collaborative product realization driving new revenue opportunities
- Responsible for leading an engineering team, bringing to market the first PaaS for the Casino and Gaming industry

Distinguished Architect at IGT
January 2012 - July 2014 (2 years 7 months)
- Responsible for the systems architecture of the next generation of Casino Management solutions.
- Working with cutting edge technologies to drive systems architecture through innovation
- Integral part of the cloud leadership team responsible for forming and directing the cloud vision, operational strategies and processes as well as structuring engineering requirements.
- Subject Matter Expert for Openstack, Applogic, IaaS, PaaS and Saas offerings.
- Working intensively with Regulators to approve IGT's Cloud vision across multiple jurisdictions.
- Responsible for the successful delivery of the first IGT Cloud application

Lead Applogic Architect - EMEA at CA Technologies
May 2011 - December 2011 (8 months)
- Responsible for strategic consulting including Operational process automation and Cloud integration
- Senior Technical advisor
- Technical mentor for Applogic Presales and Sales teams
- Responsible for the design, scoping and delivery of Technical Workshops and Proof of Concepts globally
- Executive Advisor for the CA cloud strategy and product portfolio
- Deep dive technical consultant for CA 3tera Applogic
- Architect responsible for delivering POC that won the largest Applogic deal to date
- Architect responsible for delivering POC that won the largest EMEA Applogic deal to date

Principal Technical Consultant, 3Tera Applogic, EMEA Region at CA Technologies
October 2010 - June 2011 (9 months)
- Strategic Consulting, including business plan & go to market strategy development

- Primary technical lead on all EMEA technical engagements
- Provide expert product and sector knowledge
- Responsible for the design, scoping and delivery of Technical Workshops and Proof of Concepts
- Responsible for evangelising CA's Cloud strategy throughout EMEA

Technical Specialist & Technical Account Manager at Novell
January 2009 - October 2010 (1 year 10 months)

- Support the sales process through Pre-Sales activities including presentations to CxO Level
- Technical Specialist for SUSE Linux Enterprise (SLES/SLED)
- Technical Specialist for Platespin Data Centre Automation and Virtualisation product sets
- Technical Account Manager for Novell's Partners providing training and support services
- Responsible for autonomous customer engagements separate from the initial sales engagement enabling me to become a trusted technical advisor giving me greater penetration into accounts
- Responsible for running Proof of Concept and migration workshops
- Responsible for Project Managing large deployments working with customers on their technology refresh and roll out

Solutions Architect at 2e2
July 2008 - January 2009 (7 months)

- Provided Technical Solutions through in-depth Technical consultancy on customers solutions from Networking and security through to Database optimisation and DR scenarios
- Responsible for proactively revisiting all Netstore existing customer solutions and creating business plan and commercial justifications to migrate solutions to a virtualised solution
- Creativity enabled me to rescue and restore confidence in a number of high profile accounts
- Responsible for running virtual teams to address technical issues with accounts
- Responsible for identifying revenue streams and driving the necessary product development
- Responsible for ensuring solutions met and adhered to the relevant regulatory requirements
- Worked very closely with Executive Team to identify weaknesses in products and service offerings and responsible for formulating plan of action and rolling this out through the business

Senior Solutions Engineer at Rackspace Managed Hosting
December 2007 - July 2008 (8 months)

- Senior member of the team responsible for working on large, complex multi-site solutions requiring creative thinking and managing internal virtual teams
- Provided Technical consultancy on all aspects of customers solutions from Networking and security through to Database optimisation and DR scenarios
- Responsible for all technical design stages of solution from qualification to implementation
- Responsible for mentoring Enterprise Sales Representatives and Junior members of the Solutions Engineering Team

•Attention to detail enabled me to learn new products thoroughly and efficiently, providing creative solutions for potential clients that would otherwise be lost to competitors
•Responsible for managing the entire Pre-sales process including customer presentations and customer technical workshops through to implementation and scalability testing
•Responsible for ensuring design standards were incorporated in solutions such as PCI DSS

eBusiness Pre-Sales Consultant
March 2001 - December 2002 (1 year 10 months)

•Dedicated Unix, Database and Storage Pre-Sales Consultant
•Responsible for initial technical appraisal, Design work and contract/SLA negotiations.
•Most requested Consultant for customer meetings and technical presentations
•Regularly received Holidays, Shares and rewards for outstanding performance and commitment
•Participated only in opportunities with TCV of £750k+
•Responsible for managing Partner Relations with SUN, Dell and Cisco
•Designed and Implemented e-Business Consultancy processes
•Extensive experience of RFI/RFP responses, presentations to clients, client management, identifying business opportunities as well as an excellent technical understanding

Cisco Technical Trainer
July 1999 - March 2001 (1 year 9 months)

2nd Line Network Support Engineer at COLT Telecom
November 1998 - July 1999 (9 months)

Education

Havering Technical College
Diploma in Electrical and Mechanical Engineering, 1995 - 1998
University of Hertfordshire
BSc (Hons), Computer Science, 2011
Various Industry training and Experience
Activities and Societies: • Industrial Society – Train the Trainer • Cisco CCNA • SNIA Certified FC-SAN Practitioner • FR and ATM (QA Knowledge Centre) • National Diploma Engineering (Ford Motor Company) • 8 City & Guilds NVQ II in Electronics and Computing • 3 City & Guilds NVQ III in Electronics and Computing • Certified Primergy Pre-sales Consultant (Fujitsu Siemens) • Certified Primergy Systems Engineer (Fujitsu Siemens) • Certified 3Tera Applogic Architect • ITIL Foundation

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Contact Jon on LinkedIn