







Jay Cuthrell

Senior Manager, Office of the CTO at VCE
Las Vegas, Nevada Area | Computer Software

Current	Senior Manager, Office of the CTO at VCE Advisor at AwayFind Advisor at Racemi
Past	Office of the CTO at VCE Office of the CTO at VCE Global Partners and Alliances at VCE see all ▾
Education	North Carolina State University
Recommendations	26 people have recommended Jay
Connections	500+ connections
Websites	Blog Disclosure Company Website

Jay Cuthrell's Additional Information

Websites:	<ul style="list-style-type: none">• Blog• Disclosure• Company Website
Groups and Associations:	<div> VCE</div> <div> VCE User Group</div> <div> VSPP (VMware Service Provider Program) - CLOUD</div> <div> theCUBE Alumni</div>
Honors and Awards:	Speaking (partial list): Montana Government IT Conference 2013 Cloud Connect OpenStack 2013 Montana Telecom Conference 2013 CG ITG Tech Expo 2013 Gartner Symposium/ITxpo EMEA 2012 IDC US EMEA 2012 EMC Forum Saudi Arabia 2012 VMworld US Service Provider Cloud Panel 2012 CIO Latin America Summit Brazil 2012 Cloud Services Summit 2012, 2011 NTCA 2012, 2005, 2004, 2003 SxSW Interactive 2011, 2010, 2009 Ignite Raleigh 2010 OPASTCO 2010 IP Possibilities 2010, 2009, 2008, 2007 NCTIA and TCI 2009, 2004 NeoNova Summit 2009, 2007, 2005, 2004, 2002 TANE 2009 TelcoTV 2009 Atlanta Telecom Professionals 2009 NTCA Wireless Symposium 2009 Wireless Technology Forum 2008 EC-EXPO 2006 Siemens/Myrio Conference 2005 Nortel Affiliate User Group 1998, 1997

Jay Cuthrell's Summary

I have been riding the rocket at VCE since 2010... What is it like?

Amazing!

In a nutshell, I am a technology strategist and business leader possessing tactician chops to back it up... and the frequent flier miles to show for it. My professional life is marked with senior roles at companies where I straddle the line of development, operations, and rewarding travel to both close business and revisit my customers as their trusted advisor. I have grown and developed rockstar teams of software, systems, and sales engineers along the way.

Most recently, I formed my own consulting practice, cuthrell.com, before joining VCE. My practice delivered trusted advisory support to service providers, investment groups, and startup companies.

Previously, I held CTO, VP, and GM roles at Hosted Network, Digitel and NeoNova (an Azure Capital and Bridgescale Partners portfolio company now part of NRTC) working with service provider customers all over the US. My years consulting at Scient (formerly iXL now Publicis) gave me the chance to work both domestically and internationally with Fortune 500 and .com companies after working at Nortel with service providers.

Advice for contacting me is available on my full profile as well as on my blog.

Jay Cuthrell's Publications

blog.vce.com

VCE | 2013

Authors: Jay Cuthrell

The VCE blog publishes timely content surrounding VCE in addition to updates on topics such as channel evolution, data center infrastructure convergence, continuing innovation, data center infrastructure management, industry technology trends, and industry events.

The Backup Window

EMC | 2013

Authors: Jay Cuthrell

The Backup Window blog, by EMC, publishes timely content that offers a holistic view of the data mobility and data protection landscape.

ReadWriteHack

ReadWrite | 2010

Authors: Jay Cuthrell

ReadWriteHack is a channel within ReadWrite that explores the ever expanding role of APIs and cloud services that promote easier and faster ways to develop applications.

Telecompetitor

Pivot Media | 2010

Authors: Jay Cuthrell

Telecompetitor is a daily blog devoted to the increasingly competitive service provider landscape and related telecom concerns.

Jay Cuthrell's Experience

Senior Manager, Office of the CTO

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry

April 2014 – Present (2 months) | United States

Making Vblock dreams come true daily...

Leadership of the outbound team within the Office of the CTO for the Americas. Within the Office of the CTO we coordinate with with Global SP/SI/ISV Alliances, R&D, and Competitive Intelligence teams.

Additionally, the Office of the CTO is a part of several cross functional teams that assist with roadmap and futures planning, product management, product marketing, field enablement, M&A, corporate development, trade events, conferences, industry analyst relations, and proof of concept projects.

If you are a startup working in Data Center Infrastructure Management, OASIS SCA / TOSCA, DMTF OVF / CIM / CIMI, OGF OCCl, and/or ODCA PEAT please see my contact information section to get in touch with me.

Are you a highly talented and motivated data infrastructure professional? Do you want to ride the rocket? Let's find a way to meet and connect. See my contact preferences for details. You can also see a current listing of talent needs at VCE by going to unicornjockey.com

Advisor

AwayFind

Privately Held; 11-50 employees; Information Services industry

March 2010 – Present (4 years 3 months) | San Francisco Bay Area

Consulting, advising, and assisting senior executives and the Board with strategy, product development, technology, sales and marketing, establishing strategic relationships, funding, mergers and acquisitions, conferences, webinars, client relationships, and other similar and related activities.

Advisor

Racemi

Privately Held; 11-50 employees; Computer Software industry

May 2013 – Present (1 year 1 month) | Greater Atlanta Area

Consulting, advising, and assisting senior executives and the Board with strategy, product development, technology, sales and marketing, establishing strategic relationships, funding, mergers and acquisitions, conferences, webinars, client relationships, and other similar and related activities.

Office of the CTO

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry

May 2013 – March 2014 (11 months) | Las Vegas, Nevada Area

Extensive global travel! Explosive sales growth!

Since relocating to Las Vegas I've been working with a growing global outbound team within the Office of the CTO. Within the Office of the CTO we coordinate with with Global SP/SI/ISV Alliances, R&D, and Competitive Intelligence teams.

Office of the CTO

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry

May 2012 – May 2013 (1 year 1 month) | San Francisco Bay Area

Extensive global travel! Explosive sales growth!

Global outbound focus on SP/SI/ISV and Global Alliances for Office of the CTO at VCE with an emphasis on solutions futures based upon judicious amalgams of VCE investor portfolio technologies, features, enhancements, internal and external initiatives, R&D, M&A, corporate development, and a

suitable dose of all things [redacted].

Rockin' and rollin' and what not, obscure sub-references, having lots and lots of fun...

Global Partners and Alliances

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry
November 2011 – May 2012 (7 months) | Raleigh-Durham, North Carolina Area

Extensive global travel! Explosive sales growth!

Global Partners and Alliances - Service Providers (SP), Systems Integrators (SI), Independent Software Vendors (ISV) as follows:

- VCE Strategic Accounts
- VCE Executive Briefing Center (EBC), Cisco EBC, EMC EBC, VMware EBC, and VCE Technology Alliance Partner EBC
- VCE Customer Advisory Board
- Speaking and representing VCE for SP/SI/ISV events with VCE Marketing
- Champion for SP/SI/ISV specific initiatives
- Business Development

Lead Principal vArchitect

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry
August 2011 – November 2011 (4 months) | Raleigh-Durham, North Carolina Area

Leadership of the Service Provider (SP) vArchitect team at VCE. Coordination with internal teams to deliver adjunct elements to Vblock solutions in SP and related markets. Support and leadership of the wider Systems Integrators (SI) and SP Sales teams at VCE. Support and leadership of the wider vArchitect community at VCE.

Service Provider + Media and Entertainment vArchitect Manager, Americas

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry
December 2010 – August 2011 (9 months) | Raleigh-Durham, North Carolina Area

Growing and developing the vArchitect team at VCE with an emphasis on helping service providers, media, and entertainment companies realize ubiquitous workload substrates in data centers. Global focus markets in primary support for Western Hemisphere and secondary support for Eastern Hemisphere.

vArchitect

VCE

Privately Held; 1001-5000 employees; Information Technology and Services industry
October 2010 – December 2010 (3 months) | Raleigh-Durham, North Carolina Area

Principal Technology Consultant providing advisory services to service providers around the world that enable next generation data center workload substrates. Global focus markets in primary support for Western Hemisphere and secondary support for Eastern Hemisphere.

VCE was founded by Cisco and EMC with investments from VMware and Intel.

Writer

ReadWrite

Privately Held; 51-200 employees; Online Media industry
August 2010 – October 2010 (3 months) | Missoula, Montana Area

Contributing timely content to the ReadWriteHack channel of ReadWriteWeb. ReadWriteHack, sponsored by the Intel AppUp Developer Program, is a resource and guide for developers. ReadWriteHack will outline best practices for designing and developing applications. We will also provide examples of hacks and how they work, to inspire you and show you what's possible.

Articles: <http://readwrite.com/author/jay-cuthrell>

Contributing Blogger to Telecompetitor

Pivot Media

Privately Held; 11-50 employees; Market Research industry
March 2010 – October 2010 (8 months) | Missoula, Montana Area

Publishing of timely articles focused on impact of Web and related disruptive technologies to service providers in competitive environments such as telcos, cablecos, wireless carriers, and DBS providers.

Articles: <http://www.telecompetitor.com/author/jcuthrell/>

Advisor

TimeData Corporation

Privately Held; 1-10 employees; Telecommunications industry
December 2009 – October 2010 (11 months) | Greater New York City Area

Consulting, advising, and assisting senior executives and the Board with strategy, product development, technology, sales and marketing, establishing strategic relationships, funding, mergers and acquisitions, conferences, webinars, client relationships, and other similar and related activities. Assisted with market pivot in early 2010.

Managing Principal

cuthrell.com

Privately Held; 1-10 employees; Management Consulting industry
January 2009 – October 2010 (1 year 10 months) | Missoula, Montana Area

Practice Areas:

- Strategic technology consulting services for service providers, startups, and investment groups
- Private consultation services and subject matter expertise for decision-makers at investment firms and corporations.
- Angel investment and technical advisory roles for emerging technology companies.

Startup advisor activities:

[Exit] SFO based PacketIsland (acquired by Broadsoft October 26, 2009)
SFO based AwayFind (productivity message routing)
PDX based TimeData (service provider analytics)
ATL based i-Linc (green tech agriculture and scada telemetry)
ATL based Gomodo (StartUpWeekend location based service)
RDU based BarsForUs (StartUpWeekend discovery service)

Service Provider activities:

ATL, SFO, IAD, CLT, MIA, MSO, DFW, ILM, EWN, IND, and RDU based Broadband companies
 RDU based Network security company
 NYC and MSO based Consumer web companies

Investment activities:

Private consultation and investment analyst support for +30 clients both domestic and international

Advisor

Packet Island Inc.

Privately Held; 11-50 employees; Information Technology and Services industry
 October 2006 – October 2009 (3 years 1 month) | San Francisco Bay Area

Technical advisory role with duties including but not limited to providing niche subject matter expertise in service provider and operational considerations with respect to product design and strategy.

Packet Island Inc was acquired by BroadSoft. (see link from 10/26/09)

CTO

Digitel

Privately Held; 51-200 employees; Information Technology and Services industry
 October 2007 – January 2009 (1 year 4 months) | Greater Atlanta Area

Technology leadership role. Catalyst for bridging business and technology concerns. Consulting role in matters relating to core business (Digitel on-premise and hosted IP-PBX solutions), network management considerations (Digitel Wireless), and emerging solutions (Digitel Hosted Network).

Day to day management of hosted and managed services and data center initiatives.

Provided sell-side support and consulting for the spinout of NeoNova Network Services from Digitel to Azure Capital Partners and Bridgescale Partners executed in early 2008. Satisfied and exceeded all earn out clauses.

VP & GM

Hosted Network

Privately Held; 51-200 employees; Information Technology and Services industry
 April 2007 – July 2008 (1 year 4 months) | Greater Atlanta Area

P&L responsibility for Hosted Network division of Digitel Corporation. Entrepreneurial role in FreedomPipe brand. Growth of IP Centrex via Genband M6 platform via net new sales and management of legacy IP keyssystem and IP PBX via Cisco Linksys One platforms.

CTO

NeoNova Network Services

Privately Held; 51-200 employees; Telecommunications industry
 August 2002 – December 2007 (5 years 5 months) | Raleigh-Durham, North Carolina Area

Technology leadership role. Conducts sales engineering process and technical sales support. Represents NeoNova at trade events for rural ILEC, CLEC, and cable overbuilders. Manages professional services for NeoNova Affiliates. Responsible for various operations elements of the business.

Transitioned to CTO of Digitel (then parent company of NeoNova) to provide sell-side support and consulting for the spinout of NeoNova from Digitel to Azure Capital Partners and Bridgescale Partners executed in 2008.

Manager of Software and Systems Engineering

iXL

Public Company; 1001-5000 employees; pub; Marketing and Advertising industry
 August 1999 – July 2002 (3 years) | Greater New York City Area

iXL and Scient merged and are today known as Publicis

Infrastructure Architect

Scient

Public Company; 1001-5000 employees; pub; Marketing and Advertising industry
 August 1999 – July 2002 (3 years) | Greater New York City Area

iXL and Scient merged and are today known as Publicis

Head of Internet Application Development

Nortel Networks

Public Company; 201-500 employees; NRTLQ; Telecommunications industry
 May 1996 – August 1999 (3 years 4 months) | Raleigh-Durham, North Carolina Area

This was the department that allowed NeoNova Network Services to become a reality. The origin of this group is quite a good story in and of itself!

Systems Administrator

NCSU

Educational Institution; 5001-10,000 employees; Higher Education industry
 January 1996 – April 1996 (4 months) | Raleigh-Durham, North Carolina Area

My first encounter with DEC Alpha 250/4-266's and SGI Indigo2-XZ's.

TCP/IP Benchmark Tester

IBM

Public Company; 10,001+ employees; IBM; Information Technology and Services industry
 April 1995 – December 1995 (9 months) | Raleigh-Durham, North Carolina Area

Ah... the good old days... benchmark testing TCP/IP stacks, dealing with OS/2 Warp Connect and AIX installs on Intel and PPC servers, Sniffer/Datagance traces, data reduction and analysis, the TCP/IP lab... a simple life.

Jay Cuthrell's Skills & Expertise

Cloud Computing Data Center Start-ups Strategy Team Leadership Service Providers Managed Services
 Unicorn Jockey

Jay Cuthrell's Education

North Carolina State University
BS, Materials Science and Engineering
1990 – 1995

Jay Cuthrell's Honors and Awards

VCE

Master Engineer, VCE, 2013
vExpert, VMware, 2013
Boldness Award, VCE, 2012

Digitel, Hosted Network, NeoNova

Founders Club, Digitel Corporation, 2008
Founders Club, Digitel Corporation, 2007
Excellence Award, Hosted Network, 2007
Founders Club, Digitel Corporation, 2006
Excellence Award, NeoNova, 2006

Scient, iXL

Golden Boot Award, Scient , 2002
Passion Award, iXL, May 2000

Nortel

Session Administrator, Internet World, 1997

IBM

IBM Co-op Y.E.A. (Your Effort is Appreciated) Award, IBM, 1995

School

US Department of Energy - High School Internship Program, Argonne National Laboratory, 1990
NASA Challenger Commander Michael J. Smith Scholarship, 1990
Teaching Fellows Scholarship, 1990
NROTC Scholarship, 1990

Jay Cuthrell's Certifications

Project Management Methods

Nortel | 1997

Management Influence

Nortel | 1998

Weblogic Server Administration

BEA | 2000

NSA INFOSEC Assessment Methodology (IAM)

ISATRP | License http://www.isatrp.org/certified_list.php?w=IAM#C | 2003

Secure Membership

InfraGard | 2003

Class-5 Soft Switch OAM&P, Packet Interface Card for VoIP

Taqua | 2004

Carrollton 5.0 VOISS, VOISS IP Centrex VoIP, Bedford 4.5 VOISS

VocalData | 2004

Canopy Wireless Broadband Technical Training

Motorola | 2005

Jay Cuthrell's Languages

- English (Native or bilingual proficiency)
- Technical Gibberish (Native or bilingual proficiency)

Jay Cuthrell's Volunteer Experience & Causes

Causes I care about:

- Education
- Science and Technology

Organizations I support:

- Wounded Warrior Project
- Code for America
- Samasource

Contact Jay for:

- job inquiries
- business deals
- expertise requests

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