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Jay Cuthrell

Senior Manager, Office of the CTO at VCE

Las Vegas, Nevada Area | Computer Software

Current	VCE, AwayFind, Racemi
Previous	VCE, ReadWrite, Pivot Media
Education	North Carolina State University

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500+
connections

English ▾ | 🔳 www.linkedin.com/in/jaycuthrell/   🔳 Contact Info

Background

🗃 Additional Info

Advice for Contacting Jay

[Updated April 2014]

I now only accept "Introductions" on Linkedin.

I ignore unsolicited connection requests if we are not already established business acquaintances.

Are you an event or conference organizer? I welcome speaking opportunities for 2014 and 2015.

My speaker bio, headshot, and detailed contact information can be found on my blog.

http://fudge.org/about/ for more information
http://fudge.org/disclosure/ for my disclosures

🗃 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.

People You May Know

Mark Crawford 2nd
Outdside Plant Engineering Group Leader ...
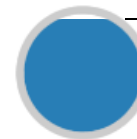**Connect** · ⬤ 1

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2010: A Service Provider Odyssey

Private Clouds for Service Providers: The Time Is Now (2010)

vExpert 2013

Impressions of SXSW 2010 from Guy Kawasaki, Jay

Publications

blog.vce.com ➡
VCE

2013

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

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

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

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

Experience

Senior Manager, Office of the CTO
VCE

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 OCCI, 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
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.

▾ 1 recommendation

Jared Goralnick
Founder/CEO at AwayFind & Innovation Fellow at DHHS

Jay is a wealth of information on an incredible diversity of topics, and the more technical or conceptual a topic gets, the more Jay is in his element. He understands both the underpinnings of how things work and the business dynamics that push... View↓

Attention rank: Messages, Social, @AwayFind, Phone

Advisor
Racemi
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.

Demo of #CloudPath from @Racemi at #VMwarePEX

Office of the CTO
VCE
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.

Jay Cuthrell at VCE Leadership and SKO 2014

Cloud Shop with the EMC Giddyups featuring Jay "Lil Qthrul" Cuthrell

Jay Cuthrell - Oracle OpenWorld 2013 - theCUBE

OpenStack Roundup from Cloud Connect Chicago

Office of the CTO
VCE
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...

The back of the @VCE Office of the CTO shirts are heavily [redacted]

EMC Style 2013 with the EMC Giddyups featuring Jay "Lil Qthrul" Cuthrell

Global Partners and Alliances
VCE
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

My VCE shirt

It's what I do.

Lead Principal vArchitect
VCE

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.

Hello baby #Vblock #CAworld

Engineers Unplugged S4IEp13: Data Center of the Future

Service Provider + Media and Entertainment vArchitect Manager, Americas
VCE

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.

▾ 1 recommendation

Steve Chambers
Chief Technology Officer at Canopy Cloud

I like being the dumbest guy in the room, and if it was just me and Jay in a room then that objective would be achieved. Not only is Jay intelligent and experienced but he's bloody funny too, great to work with. In today's world of information... View↓

Cisco EMC VCE at Cisco Live 2012: Converged infrastructure solutions

VCE's view of Application Centric Infrastructure (ACI)

vArchitect
VCE

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.

VMware 2011 - Cisco Daily Blogger Techminute - Day 2 - Cloud

Engineers Unplugged S3lEp11: A Look Behind the Scene of DevOps

Writer
ReadWrite
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

Articles by Jay Cuthrell

Contributing Blogger to Telecompetitor
Pivot Media
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/

Jay Cuthrell - Telecompetitor
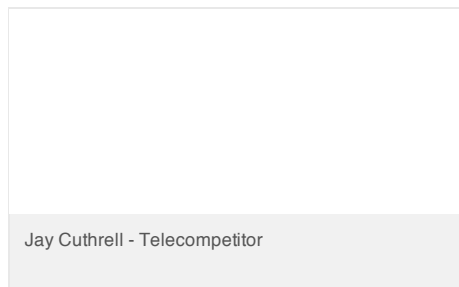
Advisor
TimeData Corporation
December 2009 – October 2010 (11 months) | Greater New York City Area

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.

▼ 1 recommendation

Parm Kang
Interim CFO - Advisor at SRCH2

Jay serves as an Advisor to the Board of TimeData. In his capacity, his advice and assistance to the CEO and to me, as CFO of the Company, has been invaluable. He has also gone to bat for the Company on more than one occasion, and proves himself a... View↓
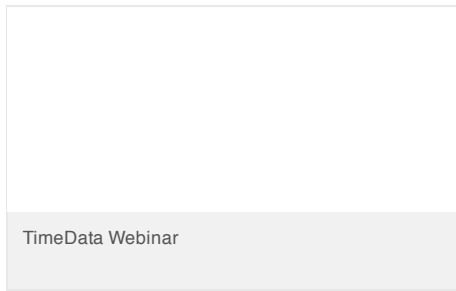
TimeData Webinar

Managing Principal
cuthrell.com
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

▼ 6 recommendations, including:

Frank Williams	**Stephen Yusko**
Executive Sales and Engineering Mana…	SENIOR SALES, MARKETING & BUSIN…
Jay has the mighty combination of business acumen and deep technical expertise. He is a very quick study and has the unique... View↓	I've had the pleasure of knowing Jay for several years. I was first introduced to Jay when he was CTO for NeoNova Network... View↓

4 more recommendations↓

BarCampRDU 2009 Tee Shirt :)

Guy Kawasaki, Jay Cuthrell and Nicholas Bonsack at SxSW 2010

Advisor
Packet Island Inc.
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)

Packet Island VoIP Pro Field Services Kit (FSK) demo

Packet Island VoIP Pro Field Services Kit (FSK)

BroadSoft Completes Acquisition of Packet Island

CTO
Digitel

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.

▾ 2 recommendations

Mel Levine
President, Telnet Connect

Jay is a technology professional with deep insight into the telecommunications space especially things wireless including... View↓

Kevin McGuire
COO at Enhanced Telecommunications…

I have always been impressed with Jay's insight into the future of the internet and communications. He is a well-thought,... View↓

Digitel | CrunchBase Profile

VP & GM
Hosted Network

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 keysystem and IP PBX via Cisco Linksys One platforms.

Excellence Award

CTO
NeoNova Network Services

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.

▾ 7 recommendations, including:

Bryan C.W. Tate
Founder, Chairman and CEO

I met Jay when I bought NeoNova Networks. Not only was he the architect of the technology offering, but he was also a key... View↓

Warren Lee
General Manager at IDMB&T Holdings

Jay is a highly dedicated individual who is always willing to go the extra mile and do what is needed for the benefit of the... View↓

5 more recommendations↓

as lit by my Christmas Story lamp

Manager of Software and Systems Engineering
iXL

August 1999 – July 2002 (3 years) | Greater New York City Area

iXL and Scient merged and are today known as Publicis

▾ 6 recommendations, including:

Rick Johnson
President and CEO at Kadro Solutions, …

Jay is a strong leader and one of the most resourceful employees I've had the pleasure to work with. He understands the... View↓

Nolan Sanders
at Premier, Inc.

Jay exemplifies flexibility and customer satisfaction. He is adept in designing, implementing, and deploying client-focused... View↓

4 more recommendations↓

Wayback machine: Red Hat badge for iXL

Infrastructure Architect
Scient

August 1999 – July 2002 (3 years) | Greater New York City Area

iXL and Scient merged and are today known as Publicis

▼ 2 recommendations

Bhupendra Kumar
Vice President at Bank of New York

Charlie Kemper
Chief Bottle Washer

Jay helped FGT in setting up the production
environment and build performance benchmark in
Intial product rollout. Jay is... View↓

I worked with Jay on a few projects assessing the
technical capabilities of potential portfolio
companies. He demonstrated... View↓

iXL's BHAGs 1999 - Core Values and Big Hairy
Audacious Goals

Head of Internet Application Development
Nortel Networks

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!

▼ 1 recommendation

Rick Johnson
President and CEO at Kadro Solutions, Inc.

Jay will always exceed your expectations. We first met at Internet World '97 when he stopped by the
Nortel booth where my team was showing a VoIP product. The shows Internet access was bad. He
leveraged his contacts, rerouted our network access, and... View↓

Nortel days... Linux... the Late 90's with skeeter the
GNATS eater

Systems Administrator
NCSU

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.

Good times...

TCP/IP Benchmark Tester
IBM

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/Dataglance traces, data reduction and analysis, the TCP/IP

lab... a simple life.

Good times...
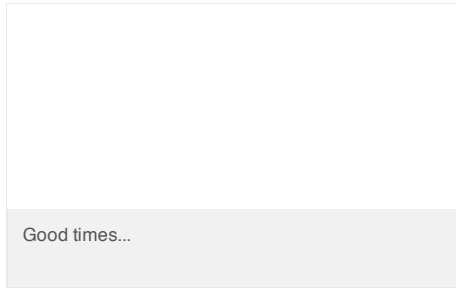
Skills & Endorsements

99+	Cloud Computing	▸
61	Data Center	▸
43	Start-ups	▸
36	Strategy	▸
25	Team Leadership	▸
18	Service Providers	▸
12	Managed Services	▸
6	Unicorn Jockey	▸

Education

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

High School Science Student Honors Program
Argonne National Laboratory Summer 1990
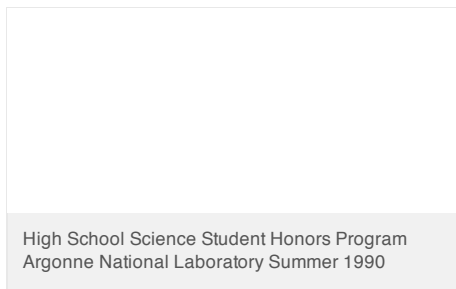
Honors & Awards

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

Additional Honors & 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

Certifications

Project Management Methods
Nortel
1997 – Present

Management Influence
Nortel
1998 – Present

Weblogic Server Administration
BEA

2000 – Present

NSA INFOSEC Assessment Methodology (IAM) →
ISATRP, License http://www.isatrp.org/certified_list.php?w=IAM#C
2003 – Present

Secure Membership
InfraGard
2003 – Present

Class-5 Soft Switch OAM&P, Packet Interface Card for VoIP
Taqua
2004 – Present

Carrollton 5.0 VOISS, VOISS IP Centrex VoIP, Bedford 4.5 VOISS
VocalData
2004 – Present

Canopy Wireless Broadband Technical Training
Motorola
2005 – Present

Languages

English
Native or bilingual proficiency

Technical Gibberish
Native or bilingual proficiency

Volunteer Experience & Causes

Opportunities you are looking for:

• Joining a nonprofit board
• Skills-based volunteering (pro bono consulting)

Causes you care about:

• Education
• Science and Technology

Organizations you support:

• Wounded Warrior Project
• Code for America
• Samasource