

## Bason Paravattil

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### **BUSINESS PROFILE**

A leader in IT and Cloud Technology with extensive experience in **Managed, Professional and Cloud Services**. A Bachelor's Degree in Management Information Systems, Certifications with Microsoft coupled with a 12 year proven track record of accomplishments in **Sales, Operations and Engineering**.

My energy and enthusiasm enables me to outperform the competition. My background in Engineering & Operations allows me to be a credible expert in the Industry. I am an effective communicator along with strong leadership, problem solving and decision making abilities and an eye for the bottom-line.

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### **PROFESSIONAL ACCOMPLISHMENTS**

- Grew the Cloud Service business at iCore Networks by 1300% as a Director of Cloud Services. Responsible for booking \$5 MUSD in revenue over a 2 year time span. The addition of cloud services helped position iCore Networks to a \$92 million dollar sale.
- Designed Platforms for IaaS, VDI, Email, Skype, and Backup/DR. These products were added to iCore Networks product portfolio and then packaged with voice and internet services. This resulted in a 500% increase in sales revenue and provided customers with an All-In-One solution.
- Upgraded the Global Infrastructure (Server, Storage, Application, and Database) for the US Navy & Air Force Base Hospitals. Obtained a Secret Clearance and HIPPA certification to work on patient data and classified information.
- Led process improvements and standardization within the Project Management, Engineering, and Support functions at iCore Networks. This resulted in an 800% increase in delivered service revenue averaging \$40k per month.
- Migrated over 1000+ On-Premise ERP & CRM applications to the Cloud which resulted in an increase in customer retention and booked revenue.

### **AREAS OF EXPERTISE**

#### **Sales**

- Closed over \$5 MUSD in Cloud sales from 2012 to 2015.
- Grew customer base at iCore Networks from 20 to 150 cloud clients over 2 years.
- Negotiated and Developed strategic partnerships with Product vendors and Service companies resulting in a 200% increase in operational efficiency
- Lead sales program on IaaS, VDI, Backup, DR, Hybrid Cloud, and Hosted Email & Skype Solutions and trained over 100 sales representatives.
- Represented Vonage & iCore Network's as a Key Note Speaker on Cloud Services in several Marketing, Networking events and Trade Shows.

#### **Architecture**

- Built a Service Provider IaaS Platform that would service over 1 million virtual machines.
- Developed a Service Provider VDI Platform that would service over 100,000+ users.
- Designed a Service Provider Email system that serviced over 5,000,000 email boxes.
- Consolidated Datacenters that resulted in cost reduction of \$1 MUSD per year at iCore Networks.
- Led comprehensive security infrastructure upgrades that allowed large corporations to meet their security compliance.

**Program Management**

- Transformed a Fortune 500 company IT infrastructure to 2x Tier-4 datacenters on the East and West Coast. Project managed all aspects of the install including but not limited to: Network Virtualization, Servers, Storage, Disaster Recovery, Security, Monitoring, and Reporting.
- Managed Resource Planning, Process and Performance Improvement initiatives that helped grow the cloud services business at iCore Networks to a \$5 million run rate.
- Achieved install targets of \$60k per month. Consistent service delivery execution enabled 100% additional funding for the Cloud Service business at iCore Networks.

**Cloud Delivery**

- Migrated over 1000+ On-Premise Servers to IaaS Cloud Platform.
- Migrated over 100,000+ Emails to both dedicated and multitenant Cloud Environments.
- Migrated over 5000+ VDI's to VDI Cloud Platforms.
- Migrated over 3000+ Voice users to both dedicated and multitenant Lync (Skype) Platform.

**TECHNOLOGY SUMMARY****Cloud Services:** AWS, Office365, Vonage Cloud Services**Datacenters:** Equinix, HopOne, Government Classified Datacenters**Network:** Juniper, Cisco, and Sonicwall**SDN:** VMware NSX**Servers:** Dell, HP, and SuperMicro**Storage:** EMC, Netapp, Nimble, 3par**Hyper-Converged:** Nutanix**Virtualization:** VMware, Microsoft Hyper-V**VDI:** VMware Horizon View**Databases:** MS SQL 2005-2012, Oracle Database9i-10g**Applications:** Deltek Suite (CostPoint, Time & Expense, GCS Premier) Oracle PeopleSoft 8, Microsoft Solomon**EMPLOYMENT**

2012 – 2016	iCore Networks, Mclean, Virginia ( <i>Vonage Acquisition</i> ) <b>Director of Cloud Services:</b> Sept 2014 – May 2016 <b>Director of Cloud Service Delivery:</b> Nov 2012 - Aug 2014
2008 – 2012	Always-OnCall, Fairfax, Virginia ( <i>iCore Networks Acquisition</i> ) <b>Manager of Engineering:</b> May 2010 - Nov 2012 <b>Sr. Systems Engineer:</b> Apr 2008 - Apr 2012
2007 – 2008	Northrop Grumman, Chantilly, Virginia <b>Sr. Systems Engineer</b>
2005 – 2007	Delta Airlines, Fort Lauderdale, FL <b>Field Engineer</b>
2004 – 2005	TekSystems, Fort Lauderdale, FL <b>IT Consultant</b>

**EDUCATION**

2004	UNIVERSITY OF Central Florida, Orlando, FL <b>Bachelors of Science (BA)</b> , Major: Management Information Systems
2005	Microsoft Certified Systems Engineer (MCSE)