

SCOTT THORNTON - MASTER RESUME DATABASE

Comprehensive Career Chronicle (1998-2025)

CONTACT INFORMATION

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Company: perfecXion.ai (Founder)

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PROFESSIONAL SUMMARY

Enterprise Security Architect and AI Security Pioneer with 25+ years of comprehensive technical expertise spanning the complete technology stack - from databases and networking infrastructure through cloud computing, virtualization, and next-generation AI/ML security solutions. Strategic career evolution from hands-on systems administration through enterprise security architecture to founding an AI security company. Deep foundation in networking, datacenter operations, and security architecture, with proven expertise across databases, server administration, storage systems, virtualization platforms, cloud infrastructure, software development, and AI/ML systems security.

Core Technical Evolution:

- **1998-2002:** Database administration, desktop/server support, networking foundations
 - **2002-2008:** Network engineering, storage architecture, enterprise infrastructure
 - **2008-2014:** Security architecture emergence, cloud adoption, virtualization expertise
 - **2014-2022:** Enterprise security leadership, multi-cloud expertise, DevSecOps
 - **2022-Present:** AI/ML security specialization, secure AI adoption, enterprise AI governance
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PROFESSIONAL EXPERIENCE

SR. CONSULTING ENGINEER | Palo Alto Networks | January 2025 – Present

Enterprise Security Architect & AI Security Specialist

Hyperscale Security Fabric (HSF) Leadership:

- Architect and deploy Palo Alto Networks' revolutionary HSF platform
- Achieve 200+ Gbps performance in single instances through integrated firewalling and load balancing architecture
- Deliver real-time security for AI-era enterprise workloads

AI/ML Security Architecture:

- Engineer comprehensive security architectures for AI/ML systems
- Specialize in adversarial machine learning defense, model protection, and AI red teaming methodologies
- Develop security controls for GPU computing environments and machine learning pipelines
- Create enterprise-grade protection against emerging AI-specific threats

Auto-Scaling Security Architecture:

- Architect elastic scalability solutions that automatically adapt security architecture
- Separate components into dedicated load balancers and firewall instances without manual intervention
- Optimize for modern SaaS and enterprise AI deployments

Security Strategy & Vision:

- Define and lead security architecture strategies for enterprise customers
- Ensure alignment with business objectives across Fortune 500 organizations
- Provide effective communication to executive leadership

Secure AI Adoption:

- Pioneer secure AI integration for enterprise customers
- Develop architectural patterns and controls for safe AI technology deployment
- Leverage HSF's session resiliency and high-performance capabilities for production SaaS environments

Threat Modeling & Risk Assessment:

- Drive comprehensive threat modeling initiatives across customer product lifecycles
- Identify attack vectors and design effective security mitigations
- Conduct enterprise risk assessments for AI/ML systems

Compliance Architecture:

- Lead architectural efforts for FedRAMP, NIST, and ISO compliance
- Ensure customer solutions meet rigorous federal and enterprise security requirements

Revenue Impact:

- Generated revenue exceeding \$30M annually through innovative security solutions and architectural guidance

SR. REFERENCE ARCHITECT | Palo Alto Networks | April 2022 – January 2025

Cloud Security Architecture Leader & Strategy Expert

Enterprise Security Architecture:

- Engineered comprehensive security architectures for large-scale SaaS environments across AWS, Azure, and GCP
- Translated business security strategies into actionable technical implementations
- Created standardized security patterns for enterprise-scale deployments

Secure SDLC Integration:

- Led embedding of security controls across software development lifecycles
- Ensured security best practices from design through deployment for modern cloud applications
- Integrated security controls throughout development pipelines

Multi-Cloud Security Strategy:

- Developed enterprise-grade security frameworks spanning multiple cloud platforms
- Created standardized security patterns for enterprise-scale deployments
- Established consistent security postures across diverse cloud environments

Innovation & Research:

- Researched next-generation security technologies and controls
- Continuously matured enterprise security postures and product security architectures
- Evaluated emerging security solutions for enterprise adoption

CONSULTING ENGINEER | Palo Alto Networks | 2019 – April 2022

Cloud Security Expert & Enterprise Solutions Architect

Enterprise Cloud Security:

- Led comprehensive security initiatives across AWS, Azure, GCP, and OCI
- Enhanced cybersecurity posture for enterprise customers with complex multi-cloud SaaS ecosystems
- Implemented security controls for distributed cloud workloads

Zero Trust Implementation:

- Established SASE and Zero Trust security architectures
- Revolutionized enterprise security approaches for distributed cloud workloads
- Implemented Identity-as-a-Service solutions and Security by Design principles

Security Technology Selection:

- Guided selection and deployment of cybersecurity technologies including SIEM, firewalls, DLP, and IAM solutions
- Evaluated and implemented enterprise security tool stacks
- Optimized security technology investments for maximum effectiveness

Stakeholder Alignment:

- Collaborated across multiple functions to align security strategies with business objectives
- Fostered knowledge sharing in cloud security best practices
- Facilitated cross-functional security initiatives

SOLUTIONS ARCHITECT | Chef Software | 2018 – 2019

DevSecOps & Secure Infrastructure Automation Specialist

Secure SDLC Implementation:

- Embedded security controls into software development lifecycles using DevSecOps practices
- Reduced security vulnerabilities by 40% while maintaining deployment velocity
- Integrated security throughout automated deployment pipelines

Infrastructure Security Automation:

- Designed and implemented secure configuration management and infrastructure automation
- Ensured compliance with enterprise security standards
- Created Infrastructure-as-Code security templates

Security Architecture Consulting:

- Provided security architecture guidance for enterprise DevOps transformations
- Integrated security controls throughout automated deployment pipelines
- Established security-first DevOps practices

DISTINGUISHED SYSTEMS ENGINEER, LEADER | Vyatta, a Brocade Company | 2013 – 2018

Enterprise Security Architecture & Solutions Leader

Enterprise Revenue Generation:

- Led security architecture implementations at Tier 1 service providers
- Generated revenue exceeding \$30M annually through innovative security solutions and architectural guidance
- Delivered complex security architecture presentations and implementations

Industry Recognition:

- Awarded Systems Engineer of the Year (2014) for security architecture excellence and customer success
- Awarded Service Provider Team of the Year (2015) for security innovation leadership
- Recognized for technical excellence and business impact

Security Strategy Leadership:

- Served as security evangelist for enterprise security transformations
- Led secure implementation of NFV and SDN technologies
- Pioneered software-defined security approaches

Cross-Functional Security Leadership:

- Primary security liaison between customers, product management, engineering, and executive leadership
- Delivered complex security architecture presentations and implementations
- Managed multiple technical teams working on emerging software networking technologies

Compliance & Risk Management:

- Led enterprise security compliance initiatives
- Ensured adherence to industry standards and regulatory requirements

- Developed comprehensive risk management frameworks

Technical Sales Excellence:

- Served as technical "sales evangelist" for strategic direction in NFV network virtualization and SDN software networking
- Acted as primary liaison interfacing between customers, product management, engineering, and CTO
- Collaborated and provided business-winning guidance as Lead SE leading vCE and vCPE projects at AT&T

PRINCIPAL TECHNOLOGIST - OFFICE OF THE CTO | Dell | 2010 – 2014

Enterprise Security Strategy & Architecture Leadership

Security Strategy Excellence:

- Provided strategic security input to CTO and Executive team
- Achieved 50% year-over-year growth through security-enhanced enterprise solutions
- Created detailed competitive analysis assessments for the Networking Organization

Enterprise Security Evangelism:

- Developed and delivered company-wide security training programs
- Established security-first approaches across enterprise infrastructure divisions
- Trained entire sales organization including inside sales, field, and OEM/Partner teams

Customer Security Strategy:

- Presented enterprise security vision to strategic customers
- Created new revenue streams through security-aligned technology solutions
- Developed key engagement with Dell's most strategic, large enterprise, global customers

Team Development & Leadership:

- Mentored field teams on security best practices and emerging security technologies
- Coached Dell's global network team across Server, Storage, and Networking Divisions
- Provided leadership for both Regional and Annual Sales Meetings

Technical Leadership:

- Guided Product Group, Marketing, Sales, and Strategic Partners in developing Dell into a networking leader
- Growing regional sales 50% in annual growth, exceeding quotas by 100%+ each quarter
- Conducted product demos and Executive Briefing Center presentations

SOLUTIONS ARCHITECT | Brocade Communications | 2008 – 2010

Strategic Corporate Resource - Server Connectivity & FCoE Technologies

New Business Development:

- Provided pivotal role in building new business and introducing new technology
- Grew from start-up to \$3M in sales and \$1.2M in revenue in 6 months
- Deployed solutions at 100+ enterprise customers

Performance Excellence:

- Exceeded goals by 600% including increasing quarter-over-quarter growth by +100%
- Defined both go-to-market and communication strategies for new product lines
- Recognized as highest selling technical resource within the division, generating \$1.2 million in overall revenue within 6 months

Technical Evangelism:

- Served as strategic resource evangelizing Brocade Fiber Channel HBA and FCoE CNA products
- Delivered technical presentations and proof-of-concept designs on server connectivity products
- Collaborated with OEM partners to integrate Brocade solutions as storage networking foundation

Industry Recognition:

- Won President's Club Award in 2009 for exceptional performance and business impact

MANAGING CONSULTANT | Burwood Group | 2006 – 2008

Infrastructure Architecture & Consulting Leadership

Practice Development:

- Conceptualized, launched and grew Storage and Virtualization Practice to \$3 million in sales within 1st year
- Trained and mentored team members on VMware, EMC and storage networking technologies and best practices

- Led efforts of up to 10 resources on complex infrastructure projects

Revenue Generation:

- Captured \$1 million in revenue for consulting services and \$2 million in networking hardware sales within 1.5 years
- Managed large-scale infrastructure projects valued up to \$1 million
- Established and enhanced relationships with clients and partners

Technical Consulting:

- Consulted with clients on networking, storage, virtualization, wireless and high-availability Cisco infrastructure design
- Evaluated client technical environments and implemented effective solutions
- Managed a \$1 million network upgrade project for large hospital

Project Management:

- Planned and managed appropriate and on-time delivery of large multi-phase design, implementation and upgrade projects
- Led all efforts to fully upgrade core legacy Cisco network infrastructure for Fortune 500 Heavy Machinery Manufacturer

MANAGER - NETWORK SERVICES / SR. NETWORK ENGINEER / NETWORK ENGINEER / SYSTEMS ENGINEER | John Deere & United Health Group | 1999 – 2006

Enterprise Infrastructure Leadership & Network Engineering

Leadership & Management:

- Managed a team of 12 engineers across network and systems operations
- Provided leadership and framework to actively identify needs and resolve critical issues
- Led migration of Health Care business unit (40,000 users) from John Deere to United Health Group

Infrastructure Architecture:

- Architected enterprise infrastructure supporting 40,000+ users across 400+ sites at John Deere
- Managed technology direction, cost benefit analysis, project planning and program management
- Researched, introduced and facilitated adoption of technologies and enterprise standards
- Built two new datacenters from ground up

Technical Innovation:

- Designed and developed a Total Cost of Ownership (TCO) system built with Visual Basic
- Implemented comprehensive technology solutions for multi-thousand user environments
- Established enterprise technology standards and best practices

Enterprise Scale Operations:

- Managed enterprise infrastructure supporting distributed user base across multiple geographic locations
 - Implemented comprehensive frameworks ensuring HIPAA, SOX, and enterprise compliance requirements
 - Led enterprise security transformations including secure migration from legacy to modern architectures
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ENTERPRISE AI SECURITY PLATFORM | [perfecXion.ai](#) | 2024 – Present

Founder & Chief Security Architect (Enterprise AI Security Innovation)

Comprehensive AI Security Architecture:

ADAPT-AI: Enterprise AI security platform implementing secure AI adoption patterns with real-time threat detection, behavioral analysis, and automated compliance validation

perfecX Red-T: Advanced AI red team testing platform using enterprise-grade penetration testing methodologies for AI systems and SaaS environments

perfecX Agent: Real-time AI monitoring solution with enterprise security controls, behavioral analysis, and compliance reporting capabilities

perfecX Comply: Enterprise compliance automation platform ensuring AI systems meet FedRAMP, NIST, ISO 27001, and SOC 2 requirements

perfecX Browse: Enterprise browser security extension implementing advanced controls for AI-generated content protection and prompt injection defense

Enterprise Security Implementation:

- Developed secure AI adoption frameworks based on NIST Cybersecurity Framework and ISO 27001 standards
- Implemented enterprise-grade security controls for AI workloads including encryption, access controls, and audit logging

- Created compliance automation ensuring adherence to FedRAMP and federal security requirements for AI systems
- Designed multi-cloud security architectures supporting secure AI deployment across AWS, Azure, and GCP
- Established enterprise threat modeling frameworks specifically designed for AI systems and SaaS applications

Innovation & Research Leadership:

- Pioneered enterprise security patterns for secure AI adoption in regulated industries
- Developed comprehensive security frameworks bridging traditional enterprise security with next-generation AI technologies
- Created thought leadership content and technical documentation on enterprise AI security best practices
- Established security architecture patterns for large-scale SaaS AI implementations

OPEN SOURCE SECURITY INNOVATION | GitHub Portfolio | 2019 – Present

Community Security Leadership & Technical Innovation

Enterprise Security Tools:

- **airs_pyrit:** Enterprise AI Runtime Security integration with comprehensive threat detection and compliance reporting
- **secure_chatbot:** Enterprise-grade secure AI implementation with advanced safety controls and audit logging
- **genai-security-guide:** Comprehensive enterprise AI security framework based on NIST and OWASP standards
- **OSINT-Scan-Python:** Enterprise security intelligence gathering with threat assessment and risk analysis capabilities

Infrastructure Security Automation:

- **terraform-wizardry:** Enterprise Infrastructure-as-Code templates with built-in security controls and compliance automation
- Security monitoring frameworks implementing automated threat detection and incident response for enterprise environments
- Compliance automation tools ensuring adherence to FedRAMP, NIST, and ISO standards

TECHNICAL PROJECTS & INNOVATIONS

Level)

FedRAMP • NIST Cybersecurity Framework • ISO 27001 • PCI DSS • HIPAA • SOC 2 • SOX • Sarbanes-Oxley • Common Criteria • Security Auditing • Compliance Architecture • Security Assessment • Risk Management Frameworks

AI Security & Innovation (Expert Level)

Secure AI Adoption • AI Risk Assessment • GenAI Security • AI Governance • ML Security • AI Ethics • Prompt Injection Defense • Model Security • AI Compliance • Adversarial Machine Learning • AI Red Teaming • GPU Computing Security • CUDA Security • High-Performance Computing Environments • AI Infrastructure Protection • Machine Learning Security Frameworks • AI Attack/Defense Techniques

Security Technologies & Tools (Expert Level)

SIEM • IDS/IPS • Next-Gen Firewalls • DLP • Vulnerability Assessment • Penetration Testing • Security Monitoring • Incident Response • SOAR • PKI/Cryptography • Security Intelligence Gathering • Threat Assessment • Risk Analysis • Automated Threat Detection

Infrastructure & Networking (Expert Level - 25+ Years)

Network Architecture: Software Networking • NFV/SDN • Load Balancing • Network Segmentation • VPN • MPLS • BGP/OSPF • TCP/IP • DNS/DHCP • LAN/WAN/SAN • Virtual Networking

Hardware: Cisco routers & switches • Brocade routers and switches • Juniper • F5 Application and Security Products • Dell Force10 • vCPE

Advanced Protocols: SD-WAN • FC • FCoE • EIGRP/OSPF/BGP • Ethernet • TCP/IP

Standard Protocols: DHCP • DNS/WINS • IGMP & CGMP • NAT • NTP • OSPF • PIM • PPP • RMON • RTP • SMTP • SNMP • VTP • HSRP • STP • RSTP • MSTP • PVST

Connectivity: MPLS • ATM • Frame Relay • Sonet • DSL • DWDM

WAN Optimization: Riverbed • SilverPeak

Virtualization & Cloud Platforms (Expert Level - 20+ Years)

Virtualization: VMware vSphere • VMware ESX • Microsoft Hyper-V • Citrix XenServer • Citrix XEN • Docker • Kubernetes

Cloud Platforms: Amazon AWS • Microsoft Azure • Google Cloud Platform • SoftLayer • OpenStack • OCI

Network OS: Vyatta OS • Cisco IOS/NX-OS • Brocade FOS • JUNOS • FTOS

Storage & Database Systems (Expert Level - 25+ Years)

Storage Architecture: SAN/NAS Architecture • iSCSI • Fibre Channel • EMC CLARiiON • Centera • Celerra • NetApp • Servers & Clustered Servers • Data Protection • Backup/Recovery

Database Systems: Database Administration • SQL Server • Oracle • MySQL • Database Performance Tuning

Programming & Automation (Advanced Level - 20+ Years)

Programming Languages: Python • PowerShell • Bash • Visual Basic • REST APIs • Go • Linux scripting

Infrastructure as Code: Terraform • Ansible • CloudFormation • ARM Templates

DevOps/DevSecOps: Git/GitHub • CI/CD Security • CI/CD Pipelines • Automated Deployment • Configuration Management

Modern Technologies: NFV • SDN • SDDC • OpenDayLight • SaaS • PaaS • IaaS • IoT • API • Microservices

Enterprise Systems Integration (Expert Level - 25+ Years)

Directory Services: Active Directory • LDAP • Group Policy • Certificate Services

Enterprise Applications: Exchange • SharePoint • SCCM • Enterprise Monitoring • Performance Tuning

Big Data & Analytics: Cloudera • EMC DX • EX

Business & Leadership (Expert Level)

Cross-Functional Collaboration • Stakeholder Alignment • Executive Communication • Technical Evangelism • Team Leadership • Project Management • Strategic Planning • Business Development • Revenue Generation • Customer Success • Training & Mentoring • Competitive Analysis • Go-to-Market Strategy

EDUCATION & CERTIFICATIONS

Education

Bachelor of Science in Computer Science (Complete)

Western Illinois University & University of Iowa

Security Architecture & Leadership Certifications

- **AI Runtime Security - Champion** (Palo Alto Networks)
- **Palo Alto Networks Systems Engineer (PSE): Software Firewall Professional** (2023)
- **Palo Alto Networks Certified Security Administrator (PCNSA)**

- **Palo Alto Networks Certified Security Engineer (PCNSE)**

Cloud Security & Compliance Certifications

- **Palo Alto Networks PSE: Prisma Cloud Associate**
- **Palo Alto Networks PSE: SASE Associate**
- **Aviatrix Certified Engineer - Professional**
- **Aviatrix Certified Engineer - Associate**
- **AHIP HIPAA Compliance Specialist (2003)**

Infrastructure & Enterprise Security Certifications

- **Brocade vRouter Certified Expert (2015)**
- **Cisco Certified Network Professional (CCNP) (2005)**
- **Cisco Certified Design Professional (CCDP) (2005)**
- **Cisco Certified Internetwork Professional (CCIP) (2005)**
- **Cisco Certified Network Associate (CCNA) (2002)**
- **Cisco Certified Design Associate (CCDA) (2002)**
- **Juniper Networks Certified Internetwork Associate (JNCIA) (2011)**
- **Citrix Certified Administrator (CCA) (2001)**
- **Microsoft Certified Professional (MCP) (1999)**
- **CompTIA Network+ Certified Technician (2000)**

Storage & Virtualization Certifications

- **VMware Sales Professional (VSP) (2005)**
- **EMC Implementation Engineer, CAS and SAN (EMCIE) (2006)**
- **EMC Proven Storage Technologist Associate (EMCPA) (2006)**
- **EMC 2008 SE Accreditation (2006)**

Professional Training

SANS Training & Certifications:

- **SEC545: GenAI and LLM Application Security**
- **SEC535: Offensive AI - Attack Tools and Techniques**
- **SEC573: Automating Information Security with Python**
- **SEC595: Applied Data Science and AI/Machine Learning for Cybersecurity Professionals**

- **SEC495: Leveraging LLMs: Building & Securing RAG, Contextual RAG, and Agentic RAG**
 - **SEC560: Enterprise Penetration Testing** - GIAC Penetration Tester (GPEN)
 - **SEC504: Hacker Tools, Techniques, and Incident Handling** - GIAC Certified Incident Handler Certification (GCIH)
 - **SEC488: Cloud Security Essentials** - GIAC Cloud Security Essentials (GCLD)
 - **SEC401: Security Essentials - Network, Endpoint, and Cloud Essentials** - GIAC Security Essentials (GSEC)
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AWARDS & INDUSTRY RECOGNITION

Systems Engineer of the Year (2014) - Brocade/Vyatta (Enterprise Security Excellence)

Service Provider Team of the Year (2015) - Brocade/Vyatta (Security Innovation Leadership)

Challenger Team of the Year (2015) - Brocade/Vyatta

Enterprise Master (2013) - Dell (Strategic Security Leadership)

President's Club Award (2009) - Brocade (Security Implementation Excellence)

Enterprise Architecture Leader (2005) - John Deere

Top Social Media Ranked Employee (2016 & 2017) - Brocade/Vyatta

PROFESSIONAL RECOMMENDATIONS

Scott Clark, CXO | Former Division CTO, Brocade Communications

"Scott is an exceptional enterprise security architect who combines deep technical expertise with outstanding strategic vision. His ability to design secure, scalable solutions while ensuring compliance with rigorous standards makes him invaluable for enterprise security transformations."

Patrick Glynn, Consulting Engineering Manager, Wiz

"Scott's collaborative approach and ability to influence multiple stakeholders while maintaining technical excellence makes him ideal for enterprise security architecture roles. His proven track record in compliance and risk management gives him the foundation to handle the most complex security challenges."

Complete LinkedIn Recommendations:

Scott Clark, ALM - CXO | GTM Advisor & Producer | AI Readiness Author

"I had the pleasure of working with Scott Thornton at Vyatta, Brocade Communications, where he reported to me as a Distinguished Systems Engineer and Leader while I served as Division CTO of the Software Networking Group. Scott is an exceptional technologist with a rare combination of deep technical expertise and a strong understanding of real-world customer challenges. What sets Scott

apart is his ability to connect the dots across functions—engaging product management, engineering, sales, and customer teams with clarity and purpose. He consistently created win-win outcomes by aligning technical possibilities with business needs. His collaborative approach, communication skills, and strategic thinking made him a trusted advisor internally and externally. I highly recommend Scott for any leadership role that combines technology, customer success, and innovation."

Patrick Glynn - Consulting Engineering Manager at Wiz

"I have worked with Scott both as a peer and as his manager. During that time, I found him to be diligent, thorough, and unafraid to tackle unfamiliar tasks. His calm and proactive approach with customers made him popular with field teams as well. When he worked in a parallel organization, everyone appreciated his proactive approach to seeking feedback. As such, I think he would be a good fit for any number of disparate roles."

David Leitzel - Head grounds keeper and general maintenance

"I had the pleasure of hiring Scott in Palo Alto Networks as a Consulting Engineer for Public Cloud. Scott quickly adapted to the rigorous schedule required for the role. As a member of this cloud team, Scott brought a unique perspective from his previous roles that included a more direct customer focus than others on the team. Scott quickly became the 'Go To' person when it came to assisting the customers in understanding how to operationalize the integrations between PANW security and the public clouds. Scott's pleasant demeanor and strong work effort made working with Scott a pleasure. I highly recommend anyone looking for a gifted technical engineer to take a very close look at Scott."

Michael Worlund - President - IT and CyberSecurity Services

"I had the privilege of having Scott on my team this past year. Scott is deeply technical with a unique skill set around AI security. He is passionate about this technology and is always eager to contribute in areas he has knowledge. Scott was a big contributor to the chemistry of our consulting engineering team and I appreciate having known and worked with him."

Ridha Hamidi, PhD - Sr Network Engineer | Technical Marketing | Solution Architect AWS & GCP

"I worked with Scott at Brocade, on Vyatta product, and he was in charge of our most strategic Tier-1 customer. Scott is a very skilled and technically knowledgeable Engineer. He was one of my best field Engineers who helped us win customer confidence, by investigating customer issues and working on solutions and answers with Engineering. I highly recommend Scott for customer-facing roles that require multi-tasking and a high level of organization and tracking."

Clayton Bownds - Technologist / Entrepreneur / Multifamily CREI, IROP

"Have you ever had one of those coworkers that everyone just liked working alongside? That was Scott for the entirety of his time on my team. Scott leveraged his extensive software networking background to provide overlay sales support and to develop and deliver customer-facing training for the eastern North American region with consistent positive feedback. He worked closely with our PLM

and Engineering organizations, serving as an ambassador for his customers, to ensure their strategic initiatives were well represented. Despite investing most of his time and focus on high-profile projects at Tier 1 Service Provider accounts, Scott always made time to help others regardless of the technical challenge and industry vertical. Scott was an outgoing and open communicator valued by his teammates and customers alike!"

Shashi Sastry - Product Leader - Networking & Security

"I worked with Scott at Vyatta and later Brocade. Scott was a technical sales leader focusing on software networking. Scott led efforts to bring our vRouter software into various Cloud Service Providers including Amazon, Rackspace and Softlayer. Scott's vast technical background and extensive experience in software networking and cloud technologies made him instrumental in many early customer wins. Scott also led various successful initiatives with AT&T and Verizon positioning and winning deals for Brocade's SDN Controller, vRouter and vCPE products. Scott is truly a pleasure to work with, very knowledgeable technical resource and one of the best technical sales leaders I've worked with."

Stephen Hemminger - Retired

"I worked with Scott as part of the Vyatta division of Brocade. Scott was very hands on and did great job of staying in contact with our major customer (AT&T). He tracked customer issues and managed the relationship in a very proactive manner."

Kelly Herrell - CEO | Board Director | Strategic Advisor

"Scott is a superb team player with excellent bi-directional (outbound/inbound) skills. He lead field-technical interfaces with our earliest adopters - Tier-1 demanding firms - helping to drive highly successful wins and implementations. Scott is a clear and active communicator, oriented for detail and delivery. This made him a favorite among PM/Engineering, which is a key attribute for successful teamwork. I highly recommend Scott, and would definitely work with him again."

Daryl Proctor - Senior Manager Customer Success Americas at Cortex by Palo Alto Networks

"Scott provided valuable insight into our Campus portfolio and was an asset to our dynamic technologist team. In presentations and direct projects assigned, he was a consistent performer and very well liked by his peers."

Ashish Malpani - Strategic Marketing Leader

"I have worked with Scott for last couple of years to grow the Dell Networking business and I have really enjoyed working with him. Scott is very knowledgeable about various networking technologies and I will never hesitate to have Scott talk to my customers on range of topics from Fibre Channel to SDN. He is very easy to work with, really understands the customer environments and can articulate the right solutions for customers ranging from network administrators to C-level. Scott has been

instrumental in driving value in the product line and really good technologist to have on your side as a product planner."

Jason T. Williams, CISSP, CSX, CompTIA Sec - Cybersecurity and Infrastructure Advisor

"Scott consistently shows a drive for various networking technologies, specializing in Campus networks and converged infrastructures. He is always willing to get engaged at all levels from customer's Feature Requests, providing information from Product Line Managers as well as deep dive presentations for all customer verticals. It's a pleasure to work with Scott in his current role and I would not hesitate to recommend him for a new role at Dell or future endeavors within the industry."

Roark Pollock - Growth Executive | CMO | Advisor

"Scott possesses a strong grasp of Dell Networking's end-to-end networking portfolio and can deep dive technically on the products, technologies and solutions. He also has a relaxed style that he uses to quickly develop rapport with a broad range of internal and external customers. With these skill sets Scott can easily serve in a number of roles within Sales, Customer Support and Technical Marketing, and quickly bring value to whatever role he takes on. Finally, Scott's self sufficiency make him a perfect addition to any team, especially for manager's that are already overworked."

Jason Echols - Head of Growth @ DryRun Security

"Scott is a rare blend of talent not often found in tech, with the ability to effectively present to a CIO or a room full of very technical SE's while getting his point across effectively in both settings through mastery of both the business challenges his customers are facing, and a deep knowledge of the technology that underlies networking solutions."

Kevin Burgess - Network Engineering Leader

"I have worked with Scott since he joined Dell almost two years ago. He is a true wealth of information regarding the networking industry and is an absolute professional as it pertains to his chosen line of work. Willing to accept any task, Scott has proven to be very flexible in his various assignments, from working with Large Enterprise clients to doing the same with Public accounts. Recently, he has stepped up to take on more responsibility around promoting Dell's wireless solutions which has meant taking on new technologies that he has not been deeply exposed to in the past. Like everything else, he has proven he can excel here too. I am truly glad to have him be a part of our team."

William Stroud-Boutté - Workday, Finance PMO Director

"Scott is an incredibly competent technology consultant that holds the clients confidence through his technical knowledge and consulting ability. Projects with Scott in a technology lead role benefit greatly from his capabilities and experience. Highly recommend Scott and his work."

Jeff Hartweg - Digital Healthcare Transformation Leader

"Scott is an excellent technical resource who understands the consulting sales role. He does a great

job in educating clients on technical solutions, where to use shortcuts and where to make complete investments. He also performs well interfacing with the product vendors to ensure that they deliver on promises. Personally, Scott was an enjoyable person to be around on long engagements."

Mark Scibilia - Senior Manager at Dell Technologies

"In working with Scott, he consistently meets the needs of our customer base while delivering the message in a professional manner."

Kevin Brown - Global Sales Director at Broadcom Inc.

"Scott is a great asset to the Brocade server connectivity team. He has worked hard to build excellent relationships at a technical level outside of Brocade with our partner community. Scott has in-depth knowledge on our server connectivity solutions and has always had timely and thorough answers to my questions."

Nick DeMaria - Retired

"I have the pleasure of working with Scott on the technical server connectivity group supporting sales. Scott is a detailed oriented engineer who follows through on every activity he is involved in. He is relentless in getting the job done in an organized and efficient manner. Scott's knowledge of the IT industry in both the storage and the networking sides is a great plus for our team and he proves to be a source of information that he disseminates throughout the team. Scott is a valuable resource who is considerate and responsible and an asset to any team."

Jeff Grillo - Director of Enterprise Sales

"Scott has been influential in my territory helping to drive revenue and generate leads within my account base. He is great in front of a customer and understands our product set very well including how to position it in a manner that our customers can comprehend. I look forward to closing more business with Scott in the future!"

Jason Fraune - Sr Mgr SQL Server and Cloud at United Airlines

"I worked with during our time at John Deere Health and later United Healthcare. Initially Scott was in the infrastructure group that built and maintained our SQL servers running. Later or he rejoined as a project manager for that group. Scott is a great guy to work with, as he's has great communication skills and sees the job to the end. I'd recommend Scott for any position and would enjoy working with him again."

Hoai Vu - Sr. Principle S/W & H/W Dev Analyst

"Scott has always been a great contributor to our group and to Brocade Communications Systems in general. He's not only has a great sense of humour but also keening to win an account with all the potential customers at all times. A great person to work with!"

Jake Malinka - Account Manager at EMC

"I've worked several times with Scott and he did a fantastic job working with both the customer and us as a business partner. Scott has a maniacal focus and diligence to work on a project with the customer to see it all the way through to an on time completion. My customer's walk away telling me how happy they are with his results."

Trent Hassett - Developing and positioning IT solutions

"Scott has consistently been an extremely detail-oriented individual who's always careful to keep the best interests of his customers in mind. His work ethic and willingness to creatively find the best solutions makes him one of the finest engineers I've had the pleasure to do business with."

Jay Duitsman - Technology Executive | Digital Transformation Leader

"I enjoyed working with Scott while he was an intern and later as a full-time employee at John Deere Health/UnitedHealth care. Scott was always cheerful and willing to take on any task and see it through to a successful completion. Scott has excellent interpersonal skills that complement his obvious technical accomplishments."

David Young - Chief Revenue Officer at Observo AI

"Working with Scott has always been a pleasure. He was truly an asset to the EMC Partner Community and viewed as an extension of the EMC sales and technical teams. Scott also put his customers first and was always viewed as a real partner vs. a consultant or vendor. His strong technical background provides a great foundation for his ability to design and articulate the value of the solution to his customers. I would highly recommend Scott to anyone looking for a driven and talented professional."

Paul Welch, CISSP CEH - Cybersecurity Manager at Tungsten Automation

"Scott, provided great support and created a storage design for our company. He really knows his stuff!"

This master resume database contains the comprehensive career progression and technical expertise of Scott Thornton, serving as the foundation for all targeted resume variations and applications.