H. Randy Cochran   << Corp-to-Corp Contracts Only >>

3N390 Ponderosa Drive, St. Charles, IL   60175   (630) 513-9747   rcochran@dc-ei.com

A SENIOR INFRASTRUCTURE ARCHITECT with experience in:

IT Strategy and Vision	**Project Management (PMP™)**	**IT Governance**
Complex Systems Design	**Global Infrastructure Design**	**Risk Mitigation**
Infrastructure Optimization	**Data Center Migration**	**Business Continuity**
Storage Architecture	**IT Capacity Planning**	**Performance Optimization**

CAREER HIGHLIGHTS

- 32-yrs of complex IT architecture experience, including end-to-end petabyte-scale storage design
- Professionally recognized as an industry Subject Matter Expert for SAN/NAS (storage) infrastructure
- Lead IT Architect on a project encompassing three new data centers, with a budget of over $100M.
- Regularly report to all levels of Senior IT Management about IT strategy, planning, and design issues.
- Major roles on at least (20) Fortune 500/100 projects as an IT Architect for PwC, CSC, IBM, and Unisys
- Served as Interim Director of Information Technology for a major telecommunications company
- Served as Director of Technical Services and Support for a $330 Million national distributor of IT systems
- 28-years of middle and senior management experience in both small and large corporate environments
- Performance driven, but with a strong commitment to business ethics, accountability, and personal integrity
- Over 2500 of post-college training in UNIX/Linux, Storage Technologies, Networking, and other technologies

PROFESSIONAL EMPLOYMENT

OWNER / INFRASTRUCTURE ARCHITECT   **Data Center Enhancements Inc.**   (08/08 - present)

I'm currently working as an Infrastructure Architect at Data Center Enhancements Inc., providing infrastructure design, cost analysis, and architectural direction for large projects. Major activities include:

- Provided analysis and design assistance for storage and backup/recovery infrastructure at a major Federal Agency operating over 5.5 Petabytes of active of SAN and NAS-based arrays.
- Provided IT design specifications for a Fortune 100 client's deployment of virtualized IBM p570 servers
- Recommended a server virtualization optimization program to recover $24M in underutilized capacity
- Developed advanced technical courseware for storage Instructor-led training classes
- Designed storage infrastructure a large Government Financial institution with over 1.4 PB of online disk.
- Served as Lead Architect for the specification, design, and implementation of an Enterprise e-Discovery solution responsible for processing over 250TB of user forensic data.
- Provided IT architecture assessments and design services for data center migration, consolidation, and transformation projects.
- Frequently communicated with all levels of Senior Management and Executive Leadership about IT systems improvements and opportunities for increased operational efficiency.

SOLUTIONS ARCHITECT   **Unisys Corporation**   (12/07 – 08/08)

Sr. Solutions Architect for Unisys Corporation providing infrastructure design, cost analysis, and architectural direction for major projects. Major emphasis and activities included:

- Employed as a Solutions Architect for the Real Time Infrastructure group at Unisys
- Provided architectural design assistance for storage infrastructure at major client facilities
- Developed a complex RFP response for a major client's requirement for backup and recovery system
- Certified as EMC Technical Services Consultant and attended EMC Invista (virtualization) training

♦ Classified as storage Subject Matter Expert and listed in the Unisys Speaker's Directory as a Storage Thought Leader

INFRASTRUCTURE ARCHITECT   **IBM Global Services**   (06/05 – 12/07)

My role at IBM Global Services was Senior Infrastructure Architect for large and sophisticated systems structures. Major emphasis and activities include:

♦ Served as Senior Architect / Team Lead for a large systems migration project at a Fortune 500 account.
♦ Modeled a highly available SAN structure capable of scaling seamlessly to over 16.7 PB of storage
♦ Acted as Portfolio Manager for (4) major infrastructure projects at a Fortune 500 company
♦ Saved a client $3.1M by modifying a proposal to more effectively upgrade a legacy image archive (PACS)
♦ Re-designed a 330 TB multi-tiered storage structure based on IBM's DS8300, DS6800, and DS4800 storage, SAN virtualization, TotalStorage Productivity Center (TPC) monitoring tools, and Tivoli Storage Manager (TSM) LAN-based and Server-less backup products
♦ Acted as Subject Matter Expert for a large Digital Pathology infrastructure project involving high resolution research microscopes capable of capturing over 350 TB of stored images per year
♦ Served as Subject Matter Expert on an HSM/ILM storage proposal for a document management project

OWNER / INFRASTRUCTURE ARCHITECT   **Data Center Enhancements Inc.**   (09/03 – 6/05)

Established a new Illinois "C" corporation focused in two areas; high end infrastructure architecture, and major storage systems and infrastructure design. Primary activities and key achievements include:

♦ Served as Infrastructure Architect on the design of a commercial e-commerce systems structure
♦ Developed an optimal SAN/NAS storage infrastructure to support data warehouse, financials, parallel databases, clustered servers, and WEB-based commercial applications
♦ Collected and analyzed storage requirements, applications requirements, and growth patterns and presented a 3-year multi-tiered corporate storage strategy
♦ Restructured a Fibre Channel fabric to resolve storage network problems and improve SAN stability
♦ Provided performance analysis of channel structures, I/O processors, cache utilization, cache-to-disk transfers, and read-write ratios
♦ Designed and managed an e-Commerce structure using 2U servers with Windows Server 2003, Linux, SQL Server 2000, Exchange 2003 Server, NetScreen firewalls, 10/100 switches, and load balancing unit

ARCHITECTURAL EXPERT   **CSC Consulting Inc.**   (9/00 – 10/03)

A Senior Technical Consultant for Computer Sciences Corporation providing infrastructure design, cost analysis, and architectural direction for a number of large projects, including:

♦ Technical Lead for the analysis of (7) Army data centers, with specific recommendations to improve SAP infrastructure operational efficiencies and decrease overhead by over a $1M per year, per facility
♦ Lead Architect for a major data center design project to support distribution of fiber optic based broadband services throughout India. Also planned the internal IT structure for business offices and retail outlets.
♦ Developed a Microsoft Windows thin-client model with the potential to yield savings of over 32% per year
♦ Senior Designer for an International Call Center operational analysis and preliminary design that would facilitate consolidated, cost-effective support of banking customers across (15) Caribbean nations
♦ Program Manager for (3) projects encompassing the upgrade of a data center, the establishment of an Internet WEB program, and the integration of a new acquisition for a major hotel and resort chain

ESM PRACTICE LEADER   **PricewaterhouseCoopers LLP**   (4/98 to 9/00)

Technical Lead for a team of 26 specialists trained to implement Enterprise Systems Management suites offered by the ESM "big four"; HP OpenView, CA Unicenter, IBM Tivoli, and BMC Patrol, plus several specialty packages

♦ Responsible for a P&L statement with an annual budget in excess of $4.5M dollars
♦ Interviewed, hired, and developed a staff of diverse, technically specialized Senior Consultants

- ♦ Worked closely with our European Counterparts on the implementation of Enterprise Systems Management based infrastructures according to IT Infrastructure Library (ITIL) guidelines and recommendations
- ♦ Participation in management meetings, steering committee meetings, and Practice strategy sessions
- ♦ Maintained a partially billable status by working on major client projects, responding to RFPs, building vendor relationships, improving Practice profitability, and contributing to our ESM methodology
- ♦ Developed a system specification and costing model for a $38M WEB based Trade Exchange company

SENIOR TECHNICAL CONSULTANT　　　　　**Sequent Computer Systems Inc.**　　(5/96 to 4/98)

Provided technical design and support for some of the largest Unix-based database server projects in the Midwest. Experiences included:

- ♦ Worked with a team of Technical Consulting Specialists on very large database server implementations
- ♦ Assisting client companies with strategic systems planning, capacity planning, and performance tuning
- ♦ Developed and implemented data protection strategies and business continuity plans
- ♦ Performed advanced systems and SAN network management activities
- ♦ Implemented selected ITIL "Best Practices" and guidelines in the design and deployment of large servers
- ♦ Developed integrated architectures, seamlessly merging new Sequent servers with legacy systems

DIRECTOR OF TECH. SERVICES & SUPPORT　　　**Western Micro Technology Inc.**　　(3/93 to 5/96)

Technical management at the Director Level for a national support organization maintaining UNIX and Windows based servers, AS/400 systems, a variety of storage systems, LAN/WAN equipment, and related software. Participated in strategic and operational decisions as a member of the corporate Senior Management team, managed a staff of (7) Technical Support Experts, and controlled a department budget of over $500,000 per year.

FIELD APPLICATIONS ENGINEER　　　　　**Arrow Electronics Inc.**　　(9/90 to 3/93)

Provided technical support and integration for major of UNIX based server and workstation lines in the Midwest

PRESIDENT　　　　　　　　**C&C Technology Inc.**　　(9/86 to 9/90)

Owner of a "C" corporation distributing leading-edge European computer board technology. The company was later expanded to include circuit board design and manufacture of parallel processing modules and systems.

VICE PRESIDENT & GENERAL MANAGER　　　**Computer Overseas Corporation**　　(7/83 to 9/86)

Founding Partner of a computer export company dedicated to the distribution of high technology computer systems and storage subsystem in emerging markets around the world.

TECHNICAL MARKETING MANAGER　　　　**Omnibyte Corporation**　　(2/81 to 7/83)

Managed National Marketing and Sales for a line of industrial computer boards and systems and created a high-impact technical marketing program, building sales volume from $350K to over $1.5M in two years.

NATIONAL SALES & MARKETING MANAGER　　　**Time-O-Matic Inc.**　　(8/78 to 2/81)

Activities included technical marketing strategy, advertising, trade shows, literature creation, and customer training. Supported 300+ U.S. dealers, 5 Regional distributors, and several European agents.

MANAGER　　　　　　　　**Tandy Corporation**　　(7/75 to 8/78)

Operational and sales activities, Full P&L responsibility, inventory management, hiring and training of employees.

COMPUTER SKILLS:

♦ **HARDWARE:** Extensive background in many types of UNIX and Linux servers, workstations, Windows servers, virtualized storage subsystems, SAN/NAS implementations, tape libraries, and optical storage.

♦ **AUTOMATED SYSTEMS MANAGEMENT**: HP OpenView Operations Manager, the IBM Tivoli Products suite, CA Unicenter TNG, BMC Patrol, NCR LanManager 2.0, and other network-based applications.

♦ **APPLICATIONS**: Experience with a range High Availability software, including HP's MC/ServiceGuard, NCR's LifeKeeper, Sequent's ptx/Clusters, Veritas NetBackup and VCS, and other systems oriented tools.

EDUCATION:

♦ BS in International Business (Northern Illinois University, Dekalb, IL)
♦ Advanced Electronics 51-week course (U.S. Naval Training Center, Great Lakes, IL)
♦ Over 300 hours of formal training in Project Management and Professional Service Methodologies.
♦ Over 2400 hours of training on UNIX, Windows, LAN/WANs, applications, and systems management.

CERTIFICATIONS:

♦ PMI PMP Certification
♦ TOGAF v9.1 Level 1 & 2 (in process)
♦ ITIL v3 Foundation
♦ SNIA Storage Foundations
♦ CA Unicenter TNG CUE
♦ HP-UX 9.0
♦ HP Optical Storage Systems
♦ Motorola UNIX V RISC systems

PERSONAL INTERESTS:

♦ An avid flying enthusiast with Commercial License and Instrument Rating for single / multi-engine aircraft.
♦ Owner of a twin engine Cessna T310R and fly both for personal enjoyment, and charitable missions.

Additional Information:

LinkedIn Profile: www.linkedin.com/in/hrandycochran/

Corporate Blog: www.bigdatachallenges.com

Corporate Website: www.dc-ei.com