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## STANLY E. WARD

1378 Meadow Moor Drive, Beavercreek, OH 45434 (937) 320-1939 Home office

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**Objective:** Seeking an opportunity to apply my consulting and network design expertise to large enterprise customers in either a Solutions Consultant (pre-sales) or Network Architect (post sales) role.

### Capabilities Summary:

- Network architecture, analysis, design and detailed engineering
- Carrier-grade and enterprise facility design and risk analysis
- Traffic modeling, route management, circuit optimization, and disaster planning
- Development of operating models, designs and project plans
- Extensive experience with IP, MPLS, DWDM, SONET, ATM, Frame Relay, and VoIP systems
- Extensive knowledge of Cisco router, switch and optical equipment
- Experience with rapid prototyping of project-specific software tools for performance monitoring, configuration management, and router provisioning
- Project management experience, including detailed work breakdown structure development
- Process development and improvement, including ISO 9001:2000 certification
- Customer requirements interviews and analysis, both technical and financial
- Customer sales presentations and proposal development
- Excellent oral and written communications skills, including preparation of technical documents, business plans, customer requirements specifications, architectural and detailed designs, drawings, and operations manuals

**Security Clearance:** DOD Secret

**Education:** B.S., Computer Science, Southern Illinois University – Edwardsville, IL, 1980.

### Certifications:

- PMI Certified Project Management Professional
- Cisco Certified Network Associate
- Cisco Certified Design Associate
- Graduate of the Dale Carnegie Sales Advantage course

**Experience:** Twenty-five (25) years in Telecom and Data Communications, plus several small businesses and independent consulting projects

**Sr. Network Architect**, Reed Elsevier/CS Technologies, Dayton, OH – August, 2008 to present

- Consulted with the RETS network architecture team on LAN and security design for a new data center being built to support several thousand servers
- Developed a methodology and modeled the data flows of several hundred applications in order to establish routing, firewall and content switching requirements, including preparation of the routing plan and all server routing tables to allow applications to control data flow at a server NIC level
- Managed the virtual and external IP space for publicly visible and content switched applications; prepared a project configuration management database and network drawings for handoff to a managed services provider that will perform ongoing network operations support.
- Actively participated in project plan development, network and server troubleshooting, and post mortem analysis during the network and server migration

**Network Project Manager**, HP Managed Services/TEKsystems, Dayton, OH – May, 2006 to May 2008

- Responsible for project SoW, delivery, customer and PMO reporting, financials, and project team members in seven countries according to the HP Global Methods PM methodology
- Project Manager for P&G WAN Resilience migration, providing fully redundant and diverse facilities at 30 critical plant locations
- Project Manager for P&G MPLS migration in progress; approximately 100 sites in 35 countries moving from legacy network to Verizon MPLS network
- Managed IT projects on the Proctor & Gamble account, Gillette integration program
- Project Manager for Gillette Wide Area Network Migration – 65 sites in 19 countries; Canadian office and field sales force integration; Dominican Republic office integration; global firewall and External Business Partner migration

**Senior Network Architect/ SE Manager**, WilTel Communications, St. Louis, MO, 1995 – March 2006

- Managed, designed, and/or built dozens of voice and data networks for ISPs, ASPs, and large enterprise businesses as PM, lead engineer, or both, including the installation of a 1500 site IP network for the State of Illinois
- Developed detailed engineering packages, staging and installation procedures, and quality assurance plans
- Developed, managed, and/or evaluated security systems for ASPs, a health care medical records provider, and the US Department of Justice.
- Assisted customers in developing network management processes for ongoing network operations
- Participated in development of most of the internal engineering and operations standards, procedures, and tools used by WilTel Professional Services
- Consulted by manufacturers for product development, training program development, and certification testing
- Managed the Cisco reseller relationship as vendor liaison and Cisco Partner Administrator; obtained and managed WilTel's Cisco reseller certification and customer SmartNet service contracts
- Managed a sales engineering team that supported the professional services sales staff with customer solutions consulting, proposal development, and sales presentations
- Wrote, responded to, or evaluated responses from hundreds of technical RFIs, RFPs and RFQs.
- Provided engineering product development and support to the marketing teams on the WilTel IP/VPN and Managed CPE products

**VP Sales & Engineering**, DataPort Network Technologies, St. Louis, MO 1993-1995

- Ran the sales force and essentially all operations for a data communications manufacturer's rep and distributor, with a team of eight sales people and five staff in ten Midwestern states
- Responsible for individual and company quotas, inventory management, product management and overall P&L for the company when the network division was spun off from DataPort Technologies

**Manager Sales Engineering**, DataPort Technologies, St. Louis, MO 1984-1993

- Headed a group of SEs that performed pre-sales technical support, consultation, technical demonstrations, and evaluation testing for communications equipment customers of a Midwest regional manufacturer's representative and distributor
- Responsible for post-sales installation work and customer depot maintenance sparing with the assistance of the company's field service group
- Product Manager for test equipment sales (NG Sniffer, Fluke LANMeter, AR data scopes, etc.) responsible for finding new products and managing the relationship with equipment manufacturers for contracts, quotas, sales training, etc.

**Senior Network Consultant**, McDonnell Douglas Automation, St. Louis, MO 1981-1984

- Supported DCA packet and circuit switch network processors for the McAuto nationwide timesharing dialup service
- Developed PC terminal emulation software to integrate VT100, DG D200, and 3270 emulation applications within a single PC application
- Developed a prototype of a PC based replacement for the UniGraphics CAD workstation product