

# Tony Parker

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Recently relocated my family to Raleigh North Carolina from the Gold Coast of Southern California to be closer to extended family.

CCIE-level Consulting System Engineer subject matter expert on Cisco Prime Infrastructure with Assurance, Cisco Wireless, and Meraki. Also recieved training and supported ISE (Identity Services Engine) Cisco-Meraki MX, Wireless, Data Center NX 9K, Umbrella, AMP Security, OpenDNS, DNA Center, Mist Network, Aerohive Network, SAML, LDAP, OpenID, Azure, AWS, Docker, Azure MFA, Python, Dell EMC, VXBlock, Vblock, wireless and switching product line.

My recent position at Aerohive Networks included SD-LAN, SD-WAN, WiFi, WaaS, branch routers, and switching.

# **Experience**

## **Technical Regional Sales**

### **Aerohive Networks**

**2015 - 2017**

Technical resource consulting with prospective clients to determine needs, conduct on-site technical assessments, designing effective solutions and resolving business-critical issues with Cloud and on-prem solutions. Collaborate with sales to develop custom designs, purchasing to perform cost analyses on hardware & software components and vendors to prepare specific design elements for price negotiation. Create targeted, engaging presentations and travel to client sites to demonstrate products/solutions.

I additionally developed API applications with SAML, OAuth, LDAP, RADIUS, and OpenID to onboard devices and users to wired and wireless networks. This application ran in AWS and Azure MFA.

Aerohive's product portfolio included SD-LAN, SD-WAN, WiFi, WaaS, branch routers, and switching.

## **Consulting Systems Engineer, CCIE #44374**

### **Cisco Systems**

**2007 - 2015**

Consulting System Engineer in advanced technologies, wireless business unit. Overlay to southern California sales teams as a wireless expert. My duties included; providing technology updates and training to the technical teams, designing, developing plans and delivering wireless networks to large accounts, support local and regional SEs on complex technical engagements.

Presentation, PoC setup, and VM appliance provisioning for Prime Infrastructure, ISE, MSE, and other VMS. Conducting on-site surveys and assessments for outdoor and indoor wireless.

Experience with VMWare, Docker, EMC for VDI and hyper-convergence.

## **Sr. Systems Engineer**

### **Meru Networks**

**2005 - 2007**

Pre-sales wireless systems engineer with southwest territory. Early pre-ipo start-up breaking into the wireless space with a single channel design for wifi deployments.

## **Sr. Systems Engineer**

### **Trapeze Networks**

**2003 - 2004**

I provided pre-sales support and training on the Wireless WIFI Switching (Mobility Exchange). Presentation of WIFI 802.11 technology and Trapeze Network's Mobility architecture to large technical audiences. Technical experience includes extensive WIFI 802.11, RADIUS Systems, 802.1x, L3/L2 Networking, VoIP, TCP/IP, RF planning and management, NetBSD, Windows 2000/2003 Server, Active Directory Services, Internet Authentication Services, basic AutoCAD and many other technical skills from previous employment.

## **Engineer Support & Systems Engineer**

### **Extreme Networks**

**1998 - 2002**

Assigned to challenging situations to support and architect networks in the booming ISP and ASP market. Dedicated Engineer role was providing technical support, crisis management, cut-over support, integration and monitoring to large domestic and international companies like Duetche Bank, Korea Link, Hitachi Cable, PSInet, IXnet, Knight Securities, Compaq Computer, and Excite@Home. Requirements for this position included strong TCP/IP background, Routing protocols, Packet level understanding, industry leading network architecture, extensive layer 2 and layer 3 knowledge, project management, leadership skills, strong communication skills and a great attitude.

## **Systems Engineer**

### **Bay Networks/Synoptics**

**1995 - 1998**

Supported Bay Network's routers, switches and management systems.

## **Engineer Support**

### **3Com**

**1993 - 1995**

Supported NetBuilder and FDDI/Token Ring adapters. Part of the BAT (Big Accounts Team) team supporting 3Com's largest customers remotely and onsite.

## **Military Service**

### **United States Coast Guard**

Rank: PO 2nd Class

Active Duty: Sept 1991 - 1993

Reserves: 1993 - 1999

Duties: Rescue Swimmer, Boarding Law Enforcement, 50 Ton Motor Life Boat Coxswain.

## **Referrals**

Matthew Gast, Gene Sawyer, Ken Cunningham, Jim Vogt, John Demko, Chris Gilby, Tom Kennedy and others. You can review all of these referrals on LinkedIn. <http://www.linkedin.com/in/tonyparker>