

H. Randy Cochran

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A SENIOR INFRASTRUCTURE ARCHITECT with experience in:

IT Strategy and Vision
Complex Systems Design
Cloud Architecture
Petabyte Storage Management

Project Management (PMP™)
Global Infrastructure Architecture
Data Center Migration
IT Capacity/Performance Planning

IT Governance
Risk Classification & Mitigation
Disaster Recovery Planning
CyberSecurity Practices

CAREER HIGHLIGHTS

- ◆ 40+ yrs of complex IT architecture experience, including petabyte-scale storage design and management
 - ◆ Professionally recognized as an industry Subject Matter Expert for SAN/NAS (storage) infrastructure
 - ◆ Lead IT Architect on a project encompassing (3) 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 (30) 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
 - ◆ Provided technical analysis and planning for several clients transitioning to a Cloud Services Environment
 - ◆ 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 hrs. of technical training on UNIX/Linux, SAN Storage Arrays, Networking, and other technologies
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PROFESSIONAL EMPLOYMENT

OWNER / INFRASTRUCTURE ARCHITECT

Data Center Enhancements Inc.

(08/08 - present)

I currently work at Data Center Enhancements Inc. as an IT Architect Consultant, providing infrastructure design, cost and performance analysis, and architectural direction for large projects. Major past achievements include:

- ◆ Created a 3-Phase program to stabilize, modernize, and transform global storage architecture.
- ◆ Providing 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.
- ◆ Enhancing specifications for a Fortune 100 client's planned deployment of virtualized Linux/VMware servers
- ◆ Recommending a server virtualization optimization program to recover \$24M in underutilized capacity
- ◆ Developing advanced technical courseware for storage Instructor-led training classes
- ◆ Designing storage infrastructure a large Government Financial institution with over 1.4 PB of online disk.
- ◆ Serving 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 architecture assessments and design services for cloud integration, IT consolidation, data migration, and technology transformation projects.
- ◆ Working with all levels of Senior Management and Executive Leadership to achieve IT optimization
- ◆ Developing a strategy for incrementally modernizing storage of over 7.0 Petabytes of data assets.

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 IT 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

COMPUTER SKILLS:

- ◆ **HARDWARE:** Extensive background in many types of UNIX and Linux servers, workstations, Windows servers, IBM DS-series and V-Series arrays, Dell/EMC, Net Apps, Hitachi, virtualized storage arrays, SAN/NAS implementations, SAN fabric management and zoning, 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 utilities.
- ◆ **APPLICATIONS:** Experience with a range High Availability software, including HP's MC/ServiceGuard, NCR's LifeKeeper, IBM FlashCopy and MetroMirror, Cisco Data Center Network Manager (DCNM), 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, storage, and systems management

TECHNICAL TRAINING:

- ◆ PMI PMP Certification
- ◆ TOGAF v9.1 Level 1 & 2
- ◆ ITIL v3, 2011 Foundation
- ◆ SNIA Storage Foundations
- ◆ CA Unicenter TNG CUE
- ◆ HP-UX 9.0
- ◆ HP Optical Storage Systems

PERSONAL INTERESTS:

- ◆ An avid flying enthusiast with Commercial License and Instrument Rating for single / multi-engine aircraft.
- ◆ Chief Pilot of a twin engine Cessna T310R, flying for business, 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