

Summary

Ted Brown specializes in building world-class systems engineering teams and technical educational services to support global sales organizations. His responsibilities involve extensive international travel, so he possesses an excellent understanding of the diverse cultures and standards that are important to multinational corporations.

Ted is ideally suited for early-stage startup companies that need hands-on leadership, because he is always ready to roll up his sleeves and do whatever it takes to succeed. His technical and teaching skills make him a strong mentor for growing organizations.

Experience

Infoblox Inc. – Santa Clara, California

Startup company that designs, develops, and manufactures network identity appliances, which provide utility-grade core network services such as DNS, DHCP, and IPAM.

2006 - present Consultant

Infoblox utilizes Ted's expertise with international education, as he travels worldwide to deliver technical training courses for Infoblox customers and channel partners.

IronPort Systems, Inc. – San Bruno, California

Startup company that designs, develops, and manufactures email security appliances (SMTP gateways that perform anti-spam, anti-virus, and content filtering) and web security appliances (anti-malware proxy servers). Acquired by Cisco Systems in 2007.

2004 - present Consultant

Ted has been involved in a variety of projects at IronPort, including worldwide systems engineering, international technical support outsourcing, and design and delivery of technical training courses for IronPort customers and channel partners.

Avaya Inc. – Milpitas, California

Acquired VPNet Technologies in 2001 to integrate VPN and firewall products with existing line of data switches and routers, and to develop security for IP telephones.

2001 - 2002 Distinguished Member of Technical Staff

Ted was instrumental in the transition to Avaya, serving as technical liaison between the VPN/firewall engineering team and major customers requiring specialized feature development. He assumed ownership of the most challenging customer situations, applying his problem solving skills to achieve customer satisfaction and win sales.

Experience (cont.)**VPN Technologies, Inc. – San Jose and Milpitas, California**

Startup company that designed, developed, and manufactured virtual private network products – security gateways, remote VPN clients, network management software.

1997 - 2000 Director of Systems Engineering

Recognizing Ted's valuable startup experience, VPN Technologies hired him to define the service and training programs, and to assist with the first product launch. His responsibilities included developing and managing the pre-sales and post-sales technical support organizations, providing technical training to VARs and OEMs, and advising executive management about customer product requirements and technical issues.

Telebit Corporation – Cupertino, Mountain View, and Sunnyvale, California

Startup company that designed, developed, and manufactured network access products. Telebit invented the world's first dialup multi-protocol router and the first high-speed modem. Successful IPO in 1990. Acquired by Cisco Systems in 1996.

1993 - 1996 Director of Systems Engineering

1987 - 1992 Manager of Systems Engineering

1985 - 1986 Senior Member of Technical Staff

Ted created and grew Telebit's pre-sales technical support team, located worldwide in field sales offices and at corporate headquarters. He was responsible for the technical training/certification program, customer systems evaluation and installation, application documentation, beta testing, and complex problem analysis and resolution. Ted was a key contributor to product design and specification because of his customer viewpoint.

Education**Indiana University – Bloomington, Indiana**

Bachelor Degree in Computer Science