**John MacInnes**  781-962-9352 | Westwood, MA Jmacinnes1@verizon.net [www.linkedin.com/in/johnmacinnes/](http://www.linkedin.com/in/johnmacinnes/)

**Solutions Architect**

* Build and sustain customer relations and drive the adoption of company solutions to achieve growth.
* Play an impactful role in ensuring enterprise adoption of software and solutions.
* Present value proposition, technologies, strategies and product roadmaps to all levels of the customer.
* Ensure the absence of technical barriers in impeding the sale of company solutions.

• Pre-/Post-Sales Engineering • Customer Relationships • Customer Business Requirements

• Production Roadmaps • Value Proposition Presentations • Business Development

• Technical Sales • PaaS / IaaS • SDDC / SDN / SDS

• Systems Security • Systems Management • Virtualization

• Software Documentation • Cloud Computing • Professional Services

• Disaster Recovery • IaC • Data Center

***Career Progression***

EJC Technology Group, LLC –Westwood, MA • October 2019 - Present

President \ Founder

* Services firm focused on helping customers along with their digital transformation journey. We work with a group of partners to augment their consulting services organizations.

*Key Accomplishments:*

* Architected a multi-site, hybrid cloud Horizon solution for 2,000 end-users. CPA with On-prem VxRail HCI and VCF based POD federated with a POD hosted on VMC on AWS.
* Integrated WorkspaceOne SaaS with okta for a data engineering SaaS vendor. Configured okta SCIM provisioning to WorkspaceOne and device trust for Windows 10 users, allowing the customer to provide flexible and secure solution for their users.
* Engaged with a partner to assist with a lift and shift migration of op-prem vSphere based workloads to Azure. Worked as part of a team to assess possible migration candidates and develop a detailed plan.
* Assisted partner in a large scale vSphere upgrade for a large financial institution. Automated the gui based upgrade of iDrac cards and ESXi hosts with python (PyAutoGUI) where possible to increase productivity.

Fluid Solutions Group –Holly Springs, GA • May 2019 – October 2019

**Consultant \ Contractor**

* Conducted pre and post sales activities for cloud consulting firm.

*Key Accomplishments:*

* Assisted a higher education client with the lift and shift migration of a multi-tier web application from on-prem to AWS, enabling the retirement of legacy hardware. Leveraged Percona and S3 to backup and restore to a new RDS MySQL database instance.
* Designed a VDI solution that allowed a healthcare provider to reduce costs by leverage existing licensing. VMware Horizon Remote Apps replaced Citrix, simplifying operations and eliminating licensing fees.

VMware – Palo Alto, CA • July 2012 – April 2019

**Consulting Architect**

* Work with sales teams to develop and understand customer business requirements and matched these to VMware solutions, presenting VMware’s value proposition and technologies.
* Play key role in developing business cases and justifications to support propositions offered to the customer.

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*Key Accomplishments:*

* Provided a solution to a multinational bank to modernize end-user computing that reduced the company real-estate footprint in a high rent downtown area by 30% by enabling employee mobility.
* Enabled a 50% increase in end-user productivity and operational efficiency by providing a government Port Authority agency with a replacement of an outdated, multiple vendor driven virtual desktop environment, leading to increased account revenue, replacing other 3rd party solutions.
* Provided a municipal police department with a virtual desktop solution facilitating migration or Windows 10 and the centralization of secure sensitive data.
* Achieved multiple new engagements for a health system provider by providing a highly available end-user computing platform for clinical users that supported the EMR application, Epic Hyperspace, that freed clinicians to spend more time with their patients.
* Designed and deployed a project to centralize and secure sensitive data and meet PCI compliance levels for clinical laboratory, enabling avoidance of fines of up to $100,000 per month and reducing revenue recognition from 90 to less than 30 days.

Virtera \ GlassHouse Technologies – Framingham, MA • 2007 – 2012

**Senior Consultant**

* Architected and delivered enterprise server and desktop solutions including virtual desktop infrastructure, server virtualization, and server-based computing design for Fortune 500 companies.
* Conducted pre-sales on site and remote discovery sessions with customers, produced extensive written documentation including design and infrastructure assessments and presented the value proposition through detailed technical deliverables, risk assessments and best practices.

*Key Accomplishments:*

* Created a new revenue stream for Glasshouse by offering desktop virtualization engineering capability.
* Enabled expansion of service offerings that doubled the amount of service revenue to the firm.

IntraSystems – Braintree, MA • 1999 – 2007

**Senior Consultant**

* Designed and installed Citrix based solutions for medium and large corporations, with a focus ono Citrix Access Suite design, implementation and training.
* Worked closely with sales and client engineering teams to identify technical needs to architect and implement secure solutions, interacting with customers at various customer sites.

*Key Accomplishments:*

* Contributed to revenue growth by contributing to pre-sales and actively uncovered and promoted post-sales opportunities with existing clients.

**John MacInnes *Résumé – Page 3 of 3***

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***Education***

COMPUTER LEARNING CENTER – Boston, MA

**Network Engineering and Management**

UNIVERSITY OF MASSACHUSETTS AT LOWELL – Lowell, MA, MA

**Business Administration (2 years)**

***Certifications***

* AWS Certified Solution Architect – Associate
* AWS Certified Cloud Practitioner
* Google Certified Cloud Engineer – Associate
* VMware Certified Professional (VCP-NV 2020, VCP-DTM 2020, VCP6-DV)
* VMware Certified Advanced Professional Desktop (VCAP6-DTD)
* Certified Kubernetes Administrator
* Certified Kubernetes Application Developer
* Hashicorp Certified Terraform Associate
* Microsoft Certified Systems Engineer – NT 4.0, Windows 2000 and Windows 2003
* Microsoft Certified Trainer
* Citrix Certified Instructor
* Citrix Certified Integration Architect

***Technology Summary***

GCP • AWS • NSX • VMC on AWS • VMware EUC • VMware Infrastructure • vSAN • Kubernetes • Docker • GitLab

Python • Terraform • Packer • Vagrant • Ansible • PowerCLI • PowerShell • Linux • Windows Server • Windows 10 •