# Ram Talkad

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Senior Solutions Architect with years of experience solving problems for commercial and enterprise clients in Healthcare, Government, Fintech, and Manufacturing industries through strategic adoption of emerging cloud and data center technologies. Responsible for $50M+ in revenue through technical sales and consulting.

**Core strengths**: Leading and growing high performing teams; consultative sales; enterprise storage and data protection architectures; x86 compute and virtualization platforms; enterprise architecture; large-scale data center migrations; and enterprise data center technologies across private and public clouds.

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**Skills and Technologies**  
  
**Designed, implemented, and lead teams** focused on cloud and data center infrastructure solutions with the following products:

Compute:  Azure VM’s, Azure VM Scale sets, IBM P Series, IBM i Series, IBM Z Series, Cisco UCS, Fujitsu, HPE C- series,

Storage networking: Cisco MDS, Brocade, Multiprotocol Routers, Virtual Switches, VSANs McData, FCIP, FICON, iSCSI, FCoE

Storage virtualization: IBM San Volume Controller, SnapView

Block storage: Pure Flash Array (//M and //C), IBM NVMe Flash Array (FS9150), IBM Flash array systems (V9000/840/820) IBM DS8800, IBM V7000, IBM V5000, IBM V3700, IBM XIV, DS5300, IBM Pure Flex, EMC clarion, VMAX, VNX, Fujitsu, Cisco, Exagrid, Nexsan and Nimble arrays

Object storage:  IBM COS, Pure FlashBlade, Azure Blob

Cloud storage: Azure Blob, Azure File, Azure Data lake

File storage:  NetApp, Qumulo, Azure File

Containers: Azure Kubernetes Service

Data Replication: IBM Global Mirror, Metro Mirror, Flashcopy, Pure Async and

ActiveCluster Replication

Networking: Cisco, Azure VNet, Azure Load Balancers, Application gateway, CDN

Data protection:  IBM TSM, NetBackup, Veaam, Data Domain

Converged: Hyperflex, Nutanix

X86 virtualization:  vSphere vCenter/ESXi version 5 and 6.x.

Ops and automation:  IBM PowerVC, ARM (Azure Resource Manager)

File storage:  NetApp, Qumulo, Azure File

Operating Systems: Windows Server 2008 – 2019, HPUX, AIX and Linux

Programming: Powershell

Certifications, Awards and Trainings

* Microsoft certified Azure Fundamentals.
* Certified Pure Storage array architect professional.
* IBM Certified Specialist - High Volume Storage.
* IBM Certified Specialist: Enterprise Storage Sales V3
* Cisco UCS trained specialist.
* Nimble Storage Training
* VMware 5.x Training
* Cisco Certified Data Center Storage Specialist
* VMware 5.x Training
* Nimble Storage Training
* IBM SVC Training
* Brocade Training.
* Corus360 Leadership award for outstanding Commitment and dedication

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| 1. IBM DS8800, IBM V7000, IBM XIV, DS6000, DS5300, IBM DS4000, IBM ESS F20, 800 (Shark), storage servers, EMC DMX, Carrion and NetApp/Nseries. 2. SAN (IBM, Brocade, Mcdata, CISCO, EMC), Disaster recovery, TPC, TIM (Tivoli Identity Management), DAZEL 3. Data ONTAP, OnCommand, Netapp Filers, SnapShot, Snap Vault. 4. Brocade DCX, 384/128/256 Port directors, 8/16 and 32 port switches, Brocade Blade switch modules, Multi protocol Routers. 5. Have in depth knowledge of LSAN’s, IFL’s, ISL’s. 6. McData 256 port, 140 and 24 port directors. 7. CISCO MDS SAN directors 8. IBM DSCLI, IBM ESS Specialist, IBM Fastt manager, IBM SVC (Virtualization), Global Mirror, Flash copy, IBM ESS Expert. 9. Knowledge on Multipathing software’s like SDDDSM, MPIO, SDD, RDAC, Powerpath and Veritas MPP. 10. IBM Enterprise Tape Library. 11. HP 9000/800, D, K and N class business servers, HP servers based on PA-7100 LC chip and workstations, HP 9000/425T CAD based stations, HP Apollo 3000 and 4000 workstations, HP Net server and HP Vectra 12. IBM RS/6000 F40, F50 RISC servers.. 13. Intel Pentium based on EISA/ISA bus. 14. Brocade Fabric OS ver 2.x/3.x/4.x/5.x/6.x. 15. Brocade DCFM, Mcdata EFC manager, SANavigator. 16. Tivoli Identity Manager 17. Websphere 18. Total Productivity Center 19. HP-UX 11.X, 10.X, 9.X, MPE/ix, AIX 4.3.1, Domain OS and Novell Netware 3.x. 20. M/C Service Guard, Switchover UX, HACMP 4.2, 4.3, PSSP 2.4, 3.1.1 and 3.2, LVM (Logical Volume Manager), mirror UX, HASS, Netbackup, BMC Patrol, Glance Plus, Perfview, Measureware, NFS, ADSM, Fabricwatch. 21. WIN NT, OS/2 warp. 22. GEMS, DAZEL and Infoprint Manager. 23. Mentor Graphics, Autocad. |

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| WORK HISTORY |

**Sr. Solutions Architect – Corus360, Norcross, GA (Feb 2014 – April 2020)**

**Analyze customer environments for Compute, Storage and Network needs, define technology options and design an optimal solution that best fits the customer requirements and implement the solutions.**

* Worked closely with sales team to build Corus brand in the Atlanta area.
* Developed and implemented a data center migration strategy for over 20 organizations like Ricoh, First Data, HERE Technologies migrate from existing data center to new sites.
* Worked with clients to solve business problems with cost-optimized emerging

technologies

* Provide technical leadership and mentoring for other engineers
* Leveraged my experience in pre-sales, sales, delivery, and operations to steer solutions to success.
* Perform migration of customer data to Corus cloud.
* Setup IBM Power and ESXi compute for customer access to cloud infrastructure.
* Architect, Install, configure, manage, and troubleshoot Cisco UCSM, FIs and ESXi.
* Extensive knowledge with IBM SAN Volume Controller, IBM NVMe storage, IBM Versastack, IBM Flash storage and Storwize.
* Extensive experience in Installing, configuring, managing, and troubleshooting IBM, Pure Storage, Qumulo, Nimble and Fujitsu Storage arrays.
* Expertise in implementing IBM Cloud Object storage.
* Expertise in IBM and Pure storage NVMe flash arrays integration with IBMi and open systems.
* Experience in Cisco and Brocade SAN switches.
* Understanding of Cisco Hyperflex and Nutanix Hyper Converged Infrastructure.
* Experience on installing and configuring Veeam backup, Cloud Connect and Protectier VTL  
  solutions.
* Understanding of enterprise Data Center technologies including networking, security, NAS, Cloud Computing and physical datacenter practices
* Responsible for researching, analyzing, designing, proposing and delivering solutions that are appropriate for technology strategies.
* Provide technical expertise and troubleshooting for issues that disrupt critical business process and provides analysis on required remediation that addresses root cause
* Architect solutions using IBM Capacity and diskmagic.
* Creates and maintains documentation, architectural diagrams, system standards and SOPs for existing and new systems
* Work with Sales Executives on Pre and Post-sales, design and implement solutions.

**Sr. Architect – Dell Healthcare Services, Plano, TX (Nov 2013 – February 2014)**

**Supported Tenet Health Care. – Designed and implemented optimal storage solutions, created and established best practices across various storage technologies. Standardized implementation practices.**

* Developed storage architecture strategies and definitions for the core hosting infrastructure environment.
* Interfaced with the customer to determine priorities and help with issue resolution.
* Actively involved in capacity management activities (forecasting, analysis, and problem solving)
* Leveraged industry publications and knowledge bases to provide thought leadership.
* Created and established best practices for various storage technologies.
* Provided on call coverage, guided team members through critical issues and played pivotal role to expedite problem resolution.
* Mentored team members and provided training on storage technologies such as IBM XIV and SVC.
* Provided data center design and management, capacity planning, and future infrastructure solutions and products.

**Team Lead /Architect (Data Center Migration) –** **IBM Global Services, GA (2001 – Nov 2013)**

**Client: State of Georgia – Consolidation of Data Centers (**(CJIS, FTIS, PHI- **2009-2013)**

Worked with multiple state agencies and Georgia Technology Authority to consolidate all the agency data centers to a single data center (NADC).

* Deploy and manage complex virtualization environment using **IBM** **SVC, DS8800, V7000, XIV, DS4000, DS5000, EMC (DMX, Clarrion) storage, NAS filers, Brocade DCX** on a regulated account that requires data segregation (CJIS, FTIS, PHI) due to sensitivity of data.
* Deploy and manage **Netapp/Nseries (NAS filers)** appliances at primary datacenter and remote sites with replication to primary data center.
* Perform periodic **code upgrades** on DS4000, DS5000, V7000 and IBM SAN volume controller.
* Work with system administrators for selecting the right device drivers, **(IBMM SDD, SDDDSM, Powerpath)** for host side multipathing.
* Design and configure **LSAN** using Brocade routers.
* **Conversant with AIX and HPUX administration.**
* Use IBM Disk and Capacity magic for designing disk solution.
* **Deploy Automation Health Check tool that interacts with TPC database to extrapolate storage device health information.**
* **Conversant with RAID technologies.**
* Design **Brocade** **fabric based encryption** to encrypt data in flight and also for data at rest using encryption blades and encrypted disk drives.
* **Upgrade SVC nodes with newer models concurrently while the system is in production.**
* Write Technical Solutions Document and present in Architecture Review Board.
* Point of contact for Global SAN teams in critical situations and complex changes.
* Implement STQRP process for performing critical SAN changes.
* Reduce management complexity and Improve utilization efficiency.
* **Enable and Support Disaster Recovery, Metro mirror, Flashcopy.**
* Enable and Support Security and compliance controls.
* Evaluate and Implement new storage technologies, IBM/EMC Storage arrays.
* As legacy arrays reach End-of-Life, migrate their data to the Next generation arrays and return assets.
* **Over 5PB storage Implemented.**
* Leverage SANs for storage consolidation, saving significant amounts of money in support costs and floor space.
* **Implement LAN-free fibre-channel based backup & storage.**
* **Understanding of TSM.**
* Improved customer satisfaction and improved team responsiveness by implementing a workflow management system for our large internal storage networks.
* Write Global Storage Architectural and best practice documents.
* Interact with multiple verticals to ensure all new solution pieces function correctly, securely and efficiently based on customer requirements
* Perform storage, SAN/NAS administration functions including storage configuration, provisioning, capacity management, monitoring, replication and DR.
* Efficiently install, configure and use storage management\monitoring tools such as Tivoli Storage Productivity Center and Storage Automation Tools including TPC Health check and Problem Determination Tool.
* **Configure DS3000, DS4000, DS5000, V7000, XIV and setup multiple 4, 6 and 8 node IBM SVC clusters.**
* **Configure Brocade DCX, Cisco and Mcdata directors** and departmental SAN switches.
  + **Perform firmware upgrades.**
  + **Install Brocade DCFM, BNA, Cisco Fabric Manager.**
  + Create **alias, zones, and zoneset**. Modify, **zoning** and zone sets, add and remove zones from a zone set, activate zone set on **Brocade, Cisco and McData switches**.
* **Install and configure TPC 4.x and 5.x**
  + **Setup and configure various proxy, embedded CIMOM’s as well as native APIs to facilitate the communication of the storage and SAN devices with TPC.**
  + **Configure and schedule TPC performance monitoring for storage devices including DS4K, DS5K, DS8K, SVC, XIV and V7000.**
  + **Configure TPC monitoring for SAN devices from various vendors such as Cisco, Brocade and McData.**
  + **Configure data collection jobs and set up alerts using TPC.**
  + Use TPC efficiently for monitoring capacity utilization, reporting and planning.
  + Monitor performance data by Array, Controller, Volume Pool, or Volume.
  + **Leverage TPC for capacity planning and gather performance statistics for SVC and backend storage devices.**
* Administer **NetApp Filers in multiple sites**.
  + Work with **Data ONTAP** for Filers Administration.
  + Create Aggregates, Volumes (**Traditional, FlexVol, & FlexClone), Qtrees and Quotas.**
  + **Configure Snapshots and Snapmirror.**
  + Configure **NetApp** volumes for **CIFS and NFS** in **NAS** environment**.**
* **Implement IBM Global Mirror and flashcopy on SVC, V7000 and XIV using Brocade and Cisco Fabrics.**
* Implement **Easy tier** on **SVC** and leverage **Flashcopy** with SSD and FC drives using Hybrid configurations. Analyze Heat Map.

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