

# EDWARD P WALSH

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## PROFESSIONAL OBJECTIVE

To apply my IT industry knowledge and experience to lead an organization to create competitive differentiation using technology. My strengths are identifying business problems, designing solutions, and building an enthusiastic team to quickly implement competitive differentiated services.

## WORK HISTORY

### **EMC<sup>2</sup>, Director, Technology Vision, 06/2015 to Current**

I influenced over \$250 million in EMC revenue opportunity per quarter by developing and sharing EMC Technology Vision and points of view with customers globally.

- Worked across EMC R&D and product team to development clear technology points of view messages. These messages were used by EMC technologists globally to explain to customers, partners, and the industry EMC's vision.
- Scaled the number EMC CTO Ambassador participants to meet growing global demand. I implemented a unique process of feedback collection that we used next generation analytics to measure the effectiveness of our messages and identify new topic opportunities. We expanded the program from the original 25 to over 80 active participants globally.
- Launched and maintained content plan for Innovation @EMC (<http://www.emc.com/innovation>) web portal to share EMC Research, technology vision, and points of view

### **EMC<sup>2</sup>, Senior Consultant, Technologist, 03/2013 to 07/2015**

Led the governance of EMC Global Advanced Development program with an annual spend of \$1billion.

- Led the development and execution of the process that governs our investment
- Implementation and use of tools used to collect, and monitor project KPI's for our AD project portfolio
- Improved our AD engineering skills visibility, and skills development investment
- Created the first EMC Open Innovation Lab (OIL) service to engage with EMC customers and business units to create first in kind solution which resulted in the creation of the highly successful EMC Hadoop Starter Kit to allow the quick standup of an operational Hadoop infrastructure repeatedly in less than 1 hour

### **EMC<sup>2</sup>, vSpecialist Manager, 04/2010 to 04/2013**

I acted as a change agent that led to EMC infrastructure becoming the most popular by revenue solution for VMware systems.

- Create compelling messaging explaining EMC infrastructure product value for VMware virtualized data centers
- Created repeatable knowledge transition program to mainstream new solutions to core SE's
- My vSpecialist team was the most requested presentation team and while we balanced servicing the EBC with direct customer engagement through field sales
- Recognized as Divisional MVP in 2012 for results of EBC and local briefing program
- Developed vSpecialist local customer field briefing program. Received EMC Excellence award recognizing the effectiveness of this program
- Recognized as Quarterly MVP in 2011

### **EMC<sup>2</sup>, Client Solutions Lead/Systems Engineer, 01/2003 to 04/2010**

Led the technical architecture process that resulted in EMC becoming the storage standard for GE, NYS, and Connecticut state government agencies.

- Responsible for IT architecture of NYS Medicaid Claims Solution that processes over \$1 million of payments per day
- Learned and maintained compliance with state government statutory regulations and procurement requirements
- 2009 Cisco TAP winner, 2007 Platinum Player Award winner

### **EMC<sup>2</sup>, GE Global Program Manager, 07/2000 to 06/2003**

Responsible the sales and delivery of Professional Services to the GE Account Worldwide that let to EMC becoming the global data storage standard.

- Implemented customized project management methodology for GE account worldwide.
- Typically managed 20 to 40 large scale implementations simultaneously with a matrix staff of employees and contractors

### **LexisNexis-Matthew Bender, Director, 03/1995 to 07/2000**

I led the transition to modernized Editorial systems integrated with Lexis-Nexus electronic content system.

- Director of Editorial and Electronic Information Technology group managing 30-35 person staff responsible for support and development of editorial systems and repositories, electronic and print composition systems, SGML data architecture, and electronic products.
- Group provided support to 400-500 editorial users at four locations within Matthew Bender

### **Matthew Bender Inc., Director of Technology Infrastructure**

I led the transition of Matthew Bender IT infrastructure to modern, reliable service enabling the launch of the first electronic editions of our market leading print products.

- Provided shared support and consulting services to several Times Mirror businesses
- Responsible for directing the planning, development, implementation, and support of the enterprise information systems
- The functions include management of data centers, architecture, servers, storage, network, and daily computer operations

### **Fleet Services, Database Architect, 04/1994 to 03/1995**

I designed and implemented the first consumer data warehouse for Fleet Bank, which enabled

- Fleet to purchase and profitably manage incremental credit card debt

### **Keane Services, Senior Consultant, 04/1990 to 04/1994**

I designed and implemented customized Oracle HR and Financial systems for large NYS agency and supported all GE Power Systems Engineering database system applications.

### **New York State Administrative Services, Programmer /Analyst, 05/1988 to 04/1990**

I developed database architecture for NY State Senate HR and Financial Systems.

## **EDUCATION**

**Master of Science:** Computer Management Systems, 1994

**Union College** - Schenectady, NY

**Bachelor of Science:** Computer Science, 1988

**Siena College** - Loudonville, NY

**Math & Science:** Computer Science, 1986

**Hudson Valley Community College** - Troy, NY

## **ACCOMPLISHMENTS**

2014 - VMware vExpert

2015 - Cisco Champion, EMC Elect

2016 - Cisco Champion, EMC Elect