

David Geoffrey Simmons

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Summary of Skills:

- Application architecture design for business solutions.
- Proof-of-concept Application development for strategic customers.
- New Product architecture development and review
- New Product Launches
- New and Emerging Technology Management
- Demo application development, packaging, and distribution
- Industry Reviews management of key technologies
- Press and Analyst presentations (Media-trained 'official company spokesperson')
- Technical account management of multiple high-profile, national accounts.
- Technical presentations to CEO, CIO and technical staff.
- Web site development in HTML and PHP, including design, installation and maintenance of Apache and Netscape/iPlanet Web, Calendar, Messaging and Portal servers
- Java applet development for WWW sites.
- Java application development and application porting to Java.
- C programming and custom software development experience in both UNIX and Macintosh environments.
- Technical support, trouble shooting, problem diagnosis and software maintenance.
- Experience with network hardware including Ethernet, FDDI and Appletalk.
- Network software engineering and development.
- TCP/IP socket-based applications development.
- UNIX shell script programming.
- Experience with TCP/IP network Protocols.
- Experience with Apple, Windows, Linux and Sun Microsystems hardware and software.
- Program management and event management.

Awards:

Innovation @ Sun (Formerly Chariman's Award) for Sun SPOTs. 2008
Sun Microsystems, Inc. Java 'ACE' of the Year Award, 1997

Publications:

- NERD Network Event Recording Device: An Automated System for Network Anomaly Detection and Notification , Proceedings of the Internet Society Symposium on Network and Distributed System Security, 2/16/95
 - ComputerWorld March 13, 1995
 - HPCWire
 - Los Alamos National Laboratory Newsbulletin September 8, 1995 (PDF File)
 - DateLine, Los Alamos October, 1995
- Contributing Author for Advanced Techniques For Java Developers (Authors: Daniel J. Berg and J. Steven Fritzingler)
- NC or NetPC: Which is the Better Approach ? (NetworkWorld , October 6, 1997)
- Voice Self-Service Applications on J2EE to the Rescue (WebSphere Developer's Journal, May,

2002)

Education/Training:

SunU Training Courses:

- Distributed Programming with Java
- Java Application Programming
- Intro to Java Programming

Network+Interop 95 Tutorials

Advanced Topics in Asynchronous Transfer Mode (ATM) Networking
TCP/IP Internals

Simple Network Management Protocol for Internet Network Management T140

Advanced Topics in SNMP: SNMPv2 T344

Sun Microsystems, Inc. , Mountain View, CA:

Sun OS 4.1.2 System Administration SA-270.

University of New Mexico , Los Alamos: Summer, 1992 to Fall, 1995

Graduate Computer Science courses in programming, Operating Systems and
Networking.

Columbia University , New York: September, 1985 - January, 1988

Degree Earned: Bachelor of Arts.

University of California, Santa Barbara : September, 1982 - April, 1985

Course of study: Biological Sciences (Dean's Honors).

Programming Languages:

Java, C, C++, Pascal, FORTRAN, C/K/Bourne Shell, PERL, XView, Motif, HTML, PHP

Hardware Platforms, Operating Systems:

- SunSPARC: Solaris , SunOS 4.x
- x86 (Intel/AMD): **Linux**, Windows 98, ME, 2000, NT
- Macintosh: OS X, OS 9.x

Professional Experience:

June, 2003 to Present

Sun Labs 16 Network Circle Menlo Park, CA 94025

Description: Staff Engineer/Researcher

Duties:

- Engineering and marketing for extremely large-scale storage system (Code-name Honeycomb) including early customer access management, benchmark testing, etc.
- Member of the Research and development team for Project Sun SPOTs – Small Programmable Object Technology Wireless Sensor platform
- Development and management of on-line customer/user community at <http://www.sunspotworld.com>
- Development of installer software for entire Sun SPOT Platform
- Customer presentations, marketing presentations, User workshop development and presentations.
- Development of Demonstration Application Suite for Sun SPOT Platform
- Maintenance of regular blog (regularly ranked within the top 50 blogs on blogs.sun.com corporate blogging site).

August, 2002 to January, 2003 (*Reduction in Force*)

Vitria 945 Stewart Ave. Sunnyvale, CA 94085

Description: Senior Product Marketing Manager

Duties:

- In-bound and out-bound Product Marketing of Business Process Integration software
- Management of Executive Briefing Center
- New Product Launch messaging
- New Product Launch Demos and support

March, 2002 to August, 2002 (*Ceased Operations*)

General Magic, Inc. 420 N. Mary Avenue Sunnyvale, CA 94085

Description: Senior Technical Marketing Manager

Duties:

- In-bound and out-bound Technical Marketing of J2EE/VoiceXML-based Enterprise Voice Application Platform
- Write Technical Trade-Journal Articles
- Develop and deliver Web-based seminars on Voice Application Development and Deployment
- Develop VoiceXML and J2EE Demonstration Application
- Technical evaluation of partner/competitor offerings
- Develop and Administer Developer Program
 - Support of on-line Developers Program including White Papers, answering technical questions, support, etc.
- Manage relationships with Strategic Partners including Joint Marketing Agreements, Joint Press Releases, etc.
- Manage Tradeshow appearances and activities including
 - Booth space
 - Collateral material, giveaways, etc.
 - Demos and presentations
 - Personnel Management

May, 1995 to November, 2001 (*Reduction in Force*)

Sun Microsystems, Inc. 901 San Antonio Rd. Palo Alto, CA 94103

September, 2001 to November, 2001

Description: Market Solutions Engineer, iPlanet Market Solutions Engineering

Duties:

- Identification of key industry solutions partners by market segment
- Negotiation and implementation of Joint Development Agreements and Joint Marketing Agreements with identified partners
- Technical support of key ISVs during porting and integration efforts
- Development of 'Go To Market' plans with ISV Partners

October, 2000 to September 2001

Description: Executive Demos Manager, SMI Executive Communications

Duties:

- Presentation of Demos for Sun Microsystems Executive Committee Members (Scott McNealy, Ed Zander, Greg Papadopolous, Bill Joy, etc.)
- Development of Executive Demos from emerging technologies within Sun
- Development of Executive Demos with Industry partners

August, 1997 to October, 2000

Description: Technology Manager/Senior Technology Manager, Network Computer Engineering Group

Duties:

- Engineering
 - Technical evaluation of new products
 - Recommendations of new features and functionality for existing products
 - Usability testing of new products
 - Early Access/Beta Program Technical support
 - Management of and responsibility for development and production of Companion Applications CD for Products
 - Development of Executive, Press, Analyst, and Field Product Demonstrations, including engineering, Third-party application integration, packaging, testing, delivery and distribution.
- Management of Engineering/Marketing relationship for emerging products
- Marketing
 - Product announcements and messaging
 - Development of Field Sales Presentations for new products
 - Development and presentation of Field Specialist Training programs
 - Recruitment and supervision of Field Technical Specialists
- Knowledge base for Field Sales Organization
 - Technical Email alias maintenance
 - Tracking of hardware and software issues
 - Technical presentations to Sales and Systems Engineering groups, customers
 - Collection and dissemination of Technical and Marketing Data to Field Sales Organization
- Technical presentations to internal and external customers
- New product demonstration to key customers
- Successful Press Reviews of new and emerging products
 - Responsible for "Editor's Choice Award" review of Sun Ray 1 by PC Magazine (April, 2000)
- Presentations to Industry Analysts for Business Unit bi-annual Analyst Tours

May, 1996 to August, 1997

Description: North American Field Operations Java Technologist

Duties:

- Technical Account Manager for multiple Sun 'Top Ten Accounts.'
- Engineering Coordination for Early Access Product Program.
- Java expertise for customer presentations.
- Java applet development for 'proof of concept' customer demonstration events.

- Web Architect for Java ACES group.
- Application Architecture and design review.
- See duties listed below.

May, 1995 to May, 1996

Description: Systems Engineer

Duties:

- Technical Account Manager for assigned accounts
- Provide Sales Support and other telephone technical support as needed
- Resolve complex problems on a timely basis and maintain customer satisfaction
- Contribute in the definition of sales and support strategies, and participate in sales calls
- Coordinate the effective use of other personnel and resources in support of technical and sales objectives
- Configure and install servers and complex networks
- Review complex sales quotes for accuracy and completeness
- Assist in response to RFP's, RFI's, RFQ's and proposals
- Install and maintain benchmark and demonstration system hardware and software
- Assume technical lead for projects and marketing events
- Java expertise for customer presentations
- Java applet development for 'proof of concept' customer demonstration events

February, 1992 to May, 1995:

Los Alamos National Laboratory, Computer Research Group/Advanced Computing Laboratory/Network Operations Center Los Alamos, NM 87545

Description: Conference Planning, Network Software development, support and training

Duties:

- Write, de-bug, install and maintain the Network Event Recording Device (NERD) as a production system for the Los Alamos National Laboratory Network Operations Center, in the Central Computing Facility. Development of both system-daemon processes and graphical user interface (GUI) using both DevGuide and XDesigner for OpenWindows- and XWindows-based platforms.
- Design and implementation of IP communications protocols and functions
- Design multi-level authorization and authentication mechanisms
- System administration for NERD machines in the Los Alamos National Laboratory Central Computing Facility, both open and secure partitions.
- Manage the installation, upkeep and operation of a 36 node UNIX network of Sun Workstations for the Los Alamos Computational Science Workshop.
- Install and maintain an AppleTalk network, including Gator Box interface with UNIX network.
- Assistant instructor for Los Alamos School Science Program (LASSP) "Introduction to UNIX", and LASSP "Introduction to C Programming" courses.
- Administer and implement 1-, 3-, 9-, and 12-week Computational Science Workshops at Los Alamos, DOE High Performance Computing and Communications Initiative projects.
- Coordinate vendor presentations; and manage workshop resources and facilities.<
- Supervise two administrative assistants and two system administrators.

February, 1991 to August,, 1997:

Elite Sportswear, Ltd. 1230 Spruce Street Reading, PA 19602

Description: Software development, support and training

Duties:

- Design, implementation, and installation, of multi-module production forecasting and inventory control program implemented in HyperCard on a Macintosh network.
- Features implemented:
 - Complex Data storage, retrieval, calculation, display, and report generation.
 - Graphical User Interface (GUI).
 - Ongoing training and technical support.

**October, 1991 to November, 1991:
Independent Contractor**

Description: Computer Science Conference planning, organization and facilitation

Duties:

- Coordinate the set up, system administration, and dismantling of a temporary UNIX LAN, including 12 Sun Workstations and 1 IBM RS6000 Workstation, for scientific demonstrations.
- Coordinate events for the "Workshop on Parallel Computer Systems: Software Performance Tools" including corporate sponsor displays, accommodations, printing all workshop materials, implementation of registrations procedures, and on-site management.

**January 1986 to February, 1988:
Dentsu, Inc., New York 1661 Avenue of the Americas New York, NY 10012**

Description: Project Coordinator

Duties:

- Coordinate events for the 1987 JVC Jazz Festival and the 1987 Newport (RI) Jazz Festival including all national advertising, national promotional campaigns, vendor agreements, subcontractor management, sponsor displays, accommodations, and on-site management.
- Manage all aspects of a nine-city Jazz Festival US Tour including local-market promotions, artist appearances, sponsor-promotions, radio and print advertising and Sponsor name recognition.

References:

Please [Contact me](#) for references.