



Summary

Highly creative, driven, and result oriented professional, seeking a position leading requirement validation, and execution, for new data center and colocation capacity, including design and site selection, new market entrance, as well as efficiency goals. I'm specialized in data center usage trends, design standards, and requirement validation for right sizing builds, with a strong focus on new build avoidance by identifying stranded capacity, and merging of real estate.

Professional Experience

Oracle Corporation **Redwood City, CA** **November 2011 - Present**
Data Center Design Engineering - Global RE&F & Colocation Business Development

- Responsible for providing new market entry evaluation; vendor analysis; colocation facility assessment and qualification, and commercial term negotiations for Oracle Cloud global deployments. I have sourced Oracle Cloud market entrance in 9 different countries in different global regions
- Implemented a co-location strategy, and negotiated new contracts that resulted in \$15M savings on first contract term over previously negotiated rates. Restructured existing contracts inherited through M&A activities for an additional reduction of 40% off of original monthly recurring cost (MRC). I have created a knowledge transfer program for Oracle Procurement Organization, and individual internal lines of businesses around colocation market and pricing and have shifted colo procurement from retail to a wholesale model..
- Create and present financial models to evaluate long term capital and operating expenses for colocation costs.
- Collect, review, and analyze data center and colocation requirements for Oracle. Create data center design requirements on electrical, mechanical topology, with an emphasis on energy efficiency and ROI.
- Drove global real estate consolidation efforts that resulted in reduction of office/data center footprint in several major metros, and large real estate savings in different global regions. I have consolidated major campuses in Japan, France, UK, North and South America that resulted in an annual real estate savings of \$25M.
- Performed audits on multiple Oracle business unit labs and data center portfolios, and pushed consolidation efforts to increase utilization efficiency, and prevent additional data center build projects by taking advantage of stranded capacity. My audits and subsequent projects prevented a capital expense of \$90M for a new data center build by leveraging existing capacity.
- Member of Oracle Energy Management Team: perform analysis on aging infrastructure; work on identifying upgrade opportunities based on expected operational efficiency gains, and utility rebates.

Equinix, Inc **Redwood City, CA** **June 2009 - November 2011**
Sr. Analyst & Project Manager - North America Data Center Capacity Management

- Responsible for North America capacity management of all data centers. Management responsibilities included: Analyzing and reporting on data center utilities utilization; customer deployment analysis and

profiling that includes trending and analysis on power deployment and usage; deployment densities and footprint size; new customer opportunity review and approvals; manage and led bi-weekly metro level reviews with Sales, Operations, Engineering, and Business on data center inventory availability, and reporting on facility health.

- Created facility power utilization forecasting model that was used for utility contract negotiations and has allowed Equinix to switch to a block based utility procurement model. The initial savings were \$13M due to delaying energy procurement during initial phases of new data center builds.
- Served as the lead Analyst on a newly formed cross functional team that managed Equinix's global energy planning and efficiency initiative that include operational and corporate sustainability, as well as reporting on data center operation metrics.
- Provided product analysis that was used for new product development, in addition to being leveraged by senior technical staff for next generation data center design standards and requirements.
- Responsible for reporting on company's financial and non-financial key metrics for both internal and external use during quarterly earnings reporting. Created a monthly reporting suite that was used for all internal business analytics.
- Assisted the CTO and COO on new technology review and analysis on impacts to current and future data center usage trends.

Ning **Palo Alto, CA** **July 2008 – June 2009**

Technical Program Manager - Operations

- Responsible for requirement gathering, planning and execution of all operations and production related projects and deployments.
- Implemented production release change management process that included new workflow management, release and deployment planning and documentation.
- Maintain the overall view of Operations projects and priorities, and concurrently managed up to 25 active projects as well as responsible for day-to-day operations management for the Systems, Network Administration and DBA teams.

Clearwire **Seattle, WA** **May 2007 – July 2008**

Technical Manager - IT & Operations

- Responsible for supporting the development and improvement of Clearwire's Information Technology systems including but not limited to its customer care, financial, and billing systems.
- Responsible for design, development and launch of new programs and external integrations projects.

Bluemountain.com & Starfall.com **San Diego, CA** **May 1999 – May 2007**

Unix Systems Administrator - Technical Manager

- Managed data center requirements, buildout, and operations for a top ten internet destination.

AT&T CERFnet **San Diego, CA** **Feb 1997 – May 1999**

Technical Account Manager

- Managed customer solution implementation life cycle from pre-sales support to implementation management of customer infrastructure.

Education

San Diego State University

Bachelor of Science in Information Systems.

References

Available upon request.