Kevin R. Gee

Field CTO | Enterprise Architect | Technical Solution Architect | Master Consultant | Offering Management

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SUMMARY

Data Center Infrastructure Architecture	Data Center Migrations
Technical Sales Enablement	New Server, Storage, Software Deployments
Mentoring and Coaching Sellers	IT environment and Licensing Audits
Product Roadmaps and Market Research	Data migration to new SAN solutions
Create and update client strategy	Disaster recovery strategy and execution
Manage partner relationships	Application installation and upgrade
Innovation, launching new services	Hardware refresh, re-platform and upgrade
Product Demos	Software, modernization and upgrade
Published technical author and researcher	SAN storage upgrades/consolidations
Cross-Functional Leadership	Mentoring engineers and customers
Merge IT organization infrastructures	IBM Champion (7x)
Managed Services	Spanish speaker/hispanohablante

- Turned around a legacy product, beating forecasts by **35%** and increasing install base by **25%** through an aggressive approach to workshops and live demos around the world..
- Sold an extension to an engineering services contract, resulting in **$6 million** of new revenue over 3 years.
- Market launch of a new Disaster Recovery tool, resulting in **$15 million** in new revenue within 2 years.
- Created new data center migration and managed services, averaging **$1 million** of new revenue each year.
- Launched a new line of business at a global reseller, **doubling** revenue each year.
- Conceived and built multiple technical "showcase" labs to drive sales by enabling clients and sellers, using successful proof-of-concept engagements to enhance trust.
- As a consultant, maintained a **100% success rate** in planned Disaster Recovery tests.
- Frequent speaker at industry conferences, including **IBM TechXchange 2025.**
- Over **100** technical and sales certifications in server, storage, AI, HPC, automation, cloud, security, sustainability, and application technologies from multiple IT vendors.
- Recognized with awards for innovation, multi-team collaboration, and consulting sales.
- Recognized 7x by IBM as an "IBM Champion" for technical excellence and advocacy.
- Creator of technical manuals and technical certification exams.

TECHNICAL EXPERTISE (selected list, not complete)

Platforms/OS/Hybrid Cloud: IBM POWER, AIX/Linux, IBM LinuxOne (sales), Red Hat OpenShift for Power

Storage & Backup: IBM Flashsystems, IBM Storage Scale/ESS, Pure Storage, Hitachi, Dell/EMC

Backup: IBM Protect/TSM, Commvault (Sales)

Public Cloud: IBM PowerVS, AWS, Skytap

AI Platforms: WatsonX

Automation/Private Cloud: IBM PowerVC, Red Hat Ansible, Turbonomic, Instana

Clustering & Disaster Recovery: IBM PowerHA, Veritas InfoScale, IBM VM Recovery Manager, Pacemaker

Security and Compliance/EDR: IBM QRadar (sales), IBM PowerSC (sales)

Misc: IBM Aspera, Maximo (sales), IBM i (sales), IBM Sterling (sales)

PROFESSIONAL EXPERIENCE

Pellera Technologies   *Technical Solutions Architect, Strategist, Evangelist*   (*formerly Mainline*)   *current*

- In the <u>*Enterprise Solutions and Security*</u> organization, focused on product sales and product implementation services.
- In the <u>*Modern Data Center Solutions*</u> organization, focused on consulting and product implementation services.
- Assessed alignment between services capabilities, partner solutions, and client transformation needs.
- Collaborated with senior sales leaders and strategic partners to **evaluate technology offerings and consulting capabilities**.
- Led cross-functional efforts to sharpen **go-to-market focus** and improve sales and delivery execution.
- **Refined messaging and positioning** to strengthen customer engagement and **accelerate adoption**.
- Provided architectural oversight for **8-figure deals**, leading to follow-on deals.
- Organization achieved **125%** of services revenue quota.

BYU-Pathway Worldwide   *Adjunct Instructor*   *current*

- Instructor for general religious studies courses for online, US- and international-based students.

World Wide Technology   *Global Technical Solutions Architect*

- Created a new line of business, driving strategic product sales around server and cloud technologies.
- Developed strategies for complex infrastructure solutions, **doubling** annual revenue for **two consecutive** years.
- Built a technical showcase lab, enabling product demonstrations and proof-of-concept engagements, which facilitated business growth through solution validation.
- Closed major deals with **new logos**, contributing significantly to revenue growth.

Capgemini Engineering   *Client Executive and Director of Technical Sales*   (*formerly Aricent and Altran*)

- Managed technical sales enablement efforts, focusing on high availability, disaster recovery, and AI solutions, while contributing to product roadmaps and service creation.
- Collaborated on engineering contracts and renewals for AI, cloud, disaster recovery, security, and services.
- Successfully managed the launch and growth of new software offerings and services.
- Built and administered a technical lab for a partner to conduct product demonstrations, driving new customer engagement and showcasing advanced technology solutions.

Forsythe Technology   *Master Consultant*   (*acquired by Sirius, now part of CDW*)

- Led consulting and product management initiatives, developing new services for data center migration, disaster recovery, and managed services.
- Managed pre-sales engagements and designed custom infrastructure solutions, delivering significant value across industries.
- Top-5 consultant; promoted to Master Consultant and functioned in a Managing Consultant role.
- Created new managed services offerings, contributing millions of dollars in new contracts.
- Consistently exceeded consulting targets and received multiple awards for innovation and collaboration.

Affiliated Computer Services   *Infrastructure Management Principal and Consultant*   (*acquired by Xeros, now part of Atos*)

- Global infrastructure SME, focusing on managed services, backup/recovery, disaster recovery, and data center migration.
- Developed and managed service offerings around disaster recovery and enterprise backup, ensuring operational continuity and customer satisfaction.
- Successfully led over 100 major client projects, including data center migrations and technical refreshes.
- Achieved a 100% success rate on planned disaster recovery tests for clients.

EDUCATION

- **Doctor of Philosophy** *candidate (Incomplete, "ABD")* – Computer Science, **The University of Texas at Arlington**
  - Emphasis and Research*: Machine Learning, Natural Language Processing*
- **Master of Science** – Computer Science, **The University of Texas at Arlington**
  - Thesis: "Text Clustering Using Latent Semantic Indexing"
  - Emphases: Database Systems, Artificial intelligence
- **Bachelor of Science** – Computer Science, **Brigham Young University**
  - Minor: Religious Studies
- **Bachelor of Arts** – Spanish, **Brigham Young University**
  - Emphases: Hispanic Linguistics, Latin American Literature
- *Diploma básico de español* como lengua extranjera, **El Ministro de Educación y Ciencia de la Reina de España**
  - Intermediate certification; equivalent to a B2 on the modern CEFR scale
- Hundreds of industry sales and technical certifications