

Alexander G. Deucher

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1309 North Glebe Road
Arlington, VA 22207

Experience

2004-Present: M-CAM Inc.

Product Manager: M-CAM DOORS

Manage the operation and development of M-CAM DOORS: a powerful intellectual property risk management, research, and financial securitization tool. Design fault tolerant, multi-site hardware infrastructure. Manage IT related personnel and system requirements and vendor relationships. Cultivate relationships with international patenting authorities and data providers.

2003-2004: Cable and Wireless

Product Manager: L2VPN and Convergence Products

Designed and rolled out a layer two VPN product based on Martini draft MPLS pseudo-wire virtual circuits with minimal budget. Created order-to-bill and support processes; assembled contracts and product documentation. Designed MPLS VPN solutions for several large clients. Provided technical and marketing literature and trainings.

2002-2003: Cable and Wireless

Senior Sales Engineer

Worked with sales team to design custom network access, VPN, co-location, IPL, satellite, and security solutions for large multinational corporations (eBay, Google, Ofoto, Microsoft, etc.). Sold product value and grew revenue. Provided product presentations and technical training to customers, AEs, VARs, and other engineers.

2000-2002: UUNET

Sales Engineer

Worked with sales team to design custom network access, VPN, co-location, and security solutions for large corporations. Built satellite and IPL solutions for international carriers. Provided product presentations and technical training to customers, AEs and other engineers.

1996-2000: University of Virginia Hospital

Department of Medicine Computing Support Staff

Administered a mixed NT/Netware/UNIX environment. Provided web and computer hardware and software setup and maintenance. Supported mainframe access and printing.

1997-2000: Private Consulting

Troubleshoot IT problems and designed IT solutions (LANs, WANs, Servers, etc.)

Education

1996-2000: University of Virginia

B.A., Cognitive Science; Minor, Computer Science

Other Activities **Open source graphics driver development (Xorg):** Extensive knowledge of and work on (including multi-head and 2D and 3D acceleration) device drivers for graphics chips from ATI (Mach64, Rage128, Radeon), S3/VIA (Virge, Savage), Siliconmotion (Lynx, SMI501), and others. Development on other aspects of Xorg, Mesa, and related technologies.

Summer, 1999: Raised money for victims of Hurricane Mitch, and went to Nicaragua to do relief work with the Central American Relief Effort (CARE) at the University of Virginia

Skills

Extensive knowledge of Linux, Solaris, Win32, Apache, Template Toolkit, firewall technology, L1/L2/L3/VPN routing and transport protocols, Cisco, Juniper, Tasman/Nortel, FC and SAN infrastructure, server load balancing systems, C/C++/Perl Development, Postgres and MySQL Database Development