

# Al Kari

Digital Transformation Catalyst

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## Professional Summary

Driven, innovative and result-oriented executive with a track record of success in critical strategic planning and tactical execution.

Proven results in developing high-performance teams, achieving business objectives and driving growth while delivering world class service to Fortune 500 companies.

Broad technical, business development and operational expertise, focused on blending business needs with cloud computing, virtualization and data center optimization technologies.

A creative communicator and passionate public-speaker, able to conceptualize, interpret, advance and popularize new ideas.

## Core Competencies

- Team building, corporate culture formation and community development
- Nurturing partnerships, launching GTM plans and motivating others
- Private, Public and Hybrid Cloud Solutions, Network Functions Virtualization (NFV), Software Defined Networking (SDN), Microservices and Containers
- Open Source Enterprise Linux and Commercial Cloud Computing / Virtualization Technologies (*OpenStack, Docker, VMware, Microsoft Hyper-V, XenServer, KVM, Microsoft Azure, Amazon AWS, Rackspace, etc.*), Python, PHP, MySQL, JavaScript, R
- Machine Learning, Neural Networks, Artificial Intelligence, Big Data, Internet-of-Things, Bots, Blockchain and Data Science

## Contributions

- Founder/Organizer, TensorFlow Northwest User Group <http://www.meetup.com/TensorFlow-Northwest>
- Founder/Organizer, OpenStack Northwest User Group <http://www.meetup.com/OpenStack-Northwest>
- Blogger, *Digerati's Corner* <http://www.digeratis.com>
- Author, "99 pages to Linux" and "99 pages to OpenStack" ebooks

## Experience

4/2016 to Present

### **Microsoft Corporation**

GLOBAL CLOUD STRATEGIST

- Managed a focused portfolio of tier-1 Global ISV security and data platform partners
- Established top-leadership relationships at the CxO/VP levels and aligned internal executive and engineering sponsorships with partners
- Developed strategic cloud transformation plans and guided partners on their Cloud journey
- Oversaw technical app implementation and coordinated internal and external resources on complex solutions integration on Azure
- Developed and executed go-to-market plans in collaboration with global and regional marketing teams
- Managed partners global growth and sales pipeline and coordinated co-sell activities with district field sales teams worldwide
- Negotiated contracts and created win-win agreements to ensure partners' ongoing success
- Keynote speaker at partners and industry conventions
- Consistently delivered 156%+ of target win metrics

2014 to 2016

**Red Hat, Inc.**

PRINCIPAL CLOUD ARCHITECT

OpenStack & NFV

- Responsible for Red Hat Cloud Infrastructure portfolio and OpenStack Platform adoption in the telco vertical and select global enterprises in North America
- Open Infrastructure integration with various Virtual Network Functions partners and ISV vendors (Cisco, Ericsson, Amdocs, HP, F5, ALU, etc.)
- Developed Highly-Available Reference Architecture for standardized, open-source infrastructure supporting next-generation global Evolved Packet Systems cellular services (vPGW, vPCRF, etc.)
- Worked with Top Tier Global Wireless Providers on developing Private Cloud strategies to bring new and improved features and services to market

2011 to 2014

**DetaCloud**

CO-FOUNDER & CEO

- Promoted, Evangelized, and Enabled open-source OpenStack in the enterprise
- Established Brand, Marketing & Business Plans, Finance, P&L and Fundraising, Corporate and Legal Structure, High Caliber Team, and Business Development
- Developed partnerships, including the OpenStack Foundation, the Linux Professional Institute, Amazon Web Services (AWS) Consulting, Microsoft Cloud Essentials and Dell Services
- Managed resources and developed and implemented go-to-market strategy
- Integrated private and public cloud infrastructures and migrated workloads from commercial to OpenStack platforms

2005 to 2011

**Dell, Inc.** Global Infrastructure Consulting Services (GICS)

PRACTICE LEAD – DC Optimization, Virtualization & Cloud Computing

- Responsible for the leadership and growth of Dell Services Data Center Optimization portfolio in the Mississippi-West USA region in terms of revenue, profitability, customer satisfaction, intellectual property and offer readiness
- Engaged with senior executives of large enterprise and public accounts and worked with sales on identifying areas of opportunity, targeting, creating, scoping, proposal development, contract negotiation, closing and delivery of integrated solutions
- Worked with product group, marketing, support, services, deployment and other internal and external resources to ensure most relevant core offerings are field ready, up to date and competitive
- Built alliances and developed strategic partnerships with both ISV software vendors and systems-integration delivery partners
- Conducted technical, training and sales presentations at major industry events as well as customers and company meetings
- Expanded the services team by recruiting outstanding talents, mentoring and training new resources and by organically growing the subject matter expert (SME) population within the organization
- Accountable for results in terms of revenue, expenses, customer satisfaction, performance plans and team objectives
- Managed projects and daily activities of consultants and pre-sales resources and translated organizational and functional strategy into team goals

- 2001 to 2005      **Roger's Gardens**      Newport Beach, CA  
INFORMATION TECHNOLOGY DIRECTOR
- Restructured and rebuilt the IT infrastructure of this upscale retail center
  - Overhauled accounting, finance, inventory, supply chain, point of sale, e-commerce, human resources and critical business systems into integrated cutting-edge solutions, which positioned the company for accelerated growth while keeping focus on customer service, efficiency and cost control
  - Managed IT support, outsourcing, web developers and infrastructure administration
  - Automated Time and Attendance accounting and enhanced payroll by integrating with financial systems and with outsourced payment processor's systems resulting controlled labor and lowered HR costs
  - Drafted and deployed Disaster Recovery and Business Continuity Plans and created and enforced IT and Security Policies and Procedures
- 2000 to 2001      **Independent Contractor** - Los Angeles, CA  
PROJECT CONSULTANT
- Designed and implemented solutions based on Cisco technologies including security solutions, VPNs, VLANs, UNIX/Linux systems, Microsoft, IBM and HP products
  - Migrated enterprise domains to Active Directory and Windows 2000
- 1997 to 2000      **Karam Group** - Dubai, UAE  
VICE PRESIDENT INFORMATION TECHNOLOGY
- Joined Karam Group as a result of its acquisition of my company (Softwarehouse) in 1997. The group undertakes turnkey government & corporate contracts including universities and government buildings
  - Managed a team that designed and implemented custom applications and infrastructure solutions for various business units and government contracts
- 1995 to 1997      **Softwarehouse** - Dubai, UAE  
FOUNDER & CEO
- SBT Accounting Systems franchisee to the Middle East and Africa
  - Provided consulting support for the enterprise in the fields of LAN/WAN connectivity, web presence and e-commerce
  - Marketed and customized accounting solutions to a variety of industries
- 1993 to 1995      **The Mac Zone / PC Zone International** - Dubai, UAE  
TECHNICAL SALES MANAGER
- Provided consulting and systems support for customers
  - Pre/Post sales technical support & training
- 1990 to 1993      **Amouage Trading**      - Dubai, UAE  
SYSTEMS ANALYST
- Setup and customized Peachtree and DacEasy accounting packages
  - Installed and supported Point of Sale systems
  - Assembled, upgraded and troubleshoot computer systems

**Education**

- Technology Entrepreneurship - Stanford University, 2012
- Toward Bachelor of Science, Mathematics - Damascus University, 1986-1989

**Training &  
Certifications  
Highlights**

- **Deep Learning and Neural Networks** - Coursera
- **RHCA** - RedHat Certified Administrator
- **VCP** - VMware Certified Professional
- **CCA-XS** - Citrix Certified Administrator - XenServer
- **MCTS** - Microsoft Certified Technology Specialist (Hyper-V & SCVMM)
- **ACE** - Symantec Altiris Certified Engineer NS+DS
- **GSEC** - GIAC Security Essentials Certification
- **CCNA** - Cisco Certified Network Associate
- **DCUCD** - Cisco Data Center Unified Computing Design
- **ESDCA** - Energy Smart Data Center and Computational Fluid Dynamics (Airflow)
- **PMP, ITIL Foundation** preparation

**Memberships**

- OpenStack Foundation Individual Member
- Linux Professional Institute (LPI) Corporate Member
- Cloud Advisory Council Executive Member