

Edwin W. Brown

TedBrown88@gmail.com

+1 408 883 4588

Ted Brown has a passion for teaching network security technology as he educates customers, partners, and employees. He can quickly grasp highly technical concepts and clearly communicate them in classrooms and via the Internet. His experience includes lecture/lab training courses targeted to IT departments and support engineers, developing courseware/labs/exams, and conducting train-the-trainer sessions.

Ted is ideally suited for early stage startup companies that need hands-on leadership, because he is always ready to roll up his sleeves and do whatever it takes to succeed. His responsibilities involve extensive international travel, so he understands the diverse cultures and standards that are important to global enterprises.

2014 - present: Consultant
RedShift Networks – San Ramon, California

Startup company that designs, develops, and manufactures the industry's first comprehensive application-aware Threat Management solution for Unified Communications & Collaboration (VoIP and video) networks.

RedShift Networks utilizes Ted's expertise with international education, as he travels worldwide to deliver technical training courses for customers and channel partners.

2006 - 2013: Consultant
Infoblox Inc. – Santa Clara, California

As the market leader in Automated Network Control, Infoblox designs, develops, and manufactures hardware and software products which provide utility-grade core network services such as DNS, DHCP, and IP Address Management. Successful IPO in 2012.

Ted designed and delivered technical training courses for Infoblox customers and channel partners throughout the world.

2004 - 2008: Consultant
IronPort Systems, Inc. – San Bruno, California

Startup company that designed, developed, and manufactured email security appliances (SMTP gateways for anti-spam, anti-virus, and content filtering) and web security appliances (anti-malware proxy servers). Acquired by Cisco Systems in 2007.

Ted was involved in a variety of projects at IronPort, including worldwide systems engineering, international technical support outsourcing, and design and delivery of technical training courses for IronPort customers and channel partners.

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**2001 - 2003: Distinguished Member of Technical Staff
Avaya Inc. – Milpitas, California**

Acquired VPNet Technologies in 2001 to integrate VPN and firewall products with existing line of data switches and routers, and to develop security for IP telephones.

Ted was instrumental in the transition to Avaya, serving as technical liaison between the VPN/firewall engineering team and major customers requiring specialized feature development. He assumed ownership of the most challenging customer situations, applying his problem solving skills to achieve customer satisfaction and win sales.

**1997 - 2000: Director of Systems Engineering
VPNet Technologies, Inc. – San Jose, California**

Startup company that designed, developed, and manufactured virtual private network products – security gateways, remote VPN clients, network management software.

Recognizing Ted's valuable startup experience, VPNet hired him to define the service and training programs, and to assist with the first product launch. His responsibilities included developing and managing the pre-sales and post-sales technical support organizations, providing technical training to VARs and OEMs, and advising executive management about customer product requirements and technical issues.

**1992 - 1996: Director of Systems Engineering
Telebit Corporation – Sunnyvale, California**

Startup company that designed, developed, and manufactured network access products. Telebit invented the world's first dialup multi-protocol router and the first high-speed modem. Successful IPO in 1990. Acquired by Cisco Systems in 1996.

Ted created and grew Telebit's pre-sales technical support team, located worldwide in field sales offices and at corporate headquarters. He was responsible for the technical training/certification program, customer systems evaluation and installation, application documentation, beta testing, and complex problem analysis and resolution. Ted was a key contributor to product design and specification because of his customer viewpoint.

Education

Bachelor of Computer Science
Indiana University – Bloomington, Indiana