

# Michael O’Nan

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## Senior level position in Technical Business Development

Innovative executive and business development professional experienced in high-volume, multi-unit business operations. Background includes foundation and management of a company specialized in cloud solutions for businesses, growing business accounts \$12M+ year over year, conducting cost effectiveness analyses. Builds and retains high performance teams by hiring, developing and motivating skilled professionals. Experienced in business strategies development and customer relations. Able to turn complex technical solutions into comprehensible message and translate it to business outcomes.

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### Strengths and Expertise

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| <ul style="list-style-type: none"><li>• Strategic planning</li><li>• Project management</li><li>• Market research and analysis</li><li>• Business operations organization</li></ul> | <ul style="list-style-type: none"><li>• Strong business acumen</li><li>• IT business competence</li><li>• Excellent communication skills</li><li>• Hiring and training technical and managerial staff</li></ul> |
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### Professional Experience

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**Verinext, Nashville, TN** 2021 – Present  
Director of Networking Architecture

- Spearheading business growth and acceleration, leading a team of five presales solutions architects and expanding the business by over 140%.

2023 – Present

**Vine Christian Academy, Nashville, TN**  
Vice President

- Hybrid school startup implementing financial controls and business processes. Supports grades PK-12 with over 500 students and 60 staff.

**Bedroc, Nashville, TN**  
Principal Architect

- Create and optimize service offerings, includes sales enablement, best practice configuration runbooks, methods to calculate time and profitability, and demo environments.
- Serve as Lead Architect from presales to delivery and continue to optimize for easier deployments. Projects include multi-year, large-scale healthcare M&A projects.
- Developed and delivered multiple instructor-led hands-on cloud and collaboration training courses to upskill the Engineering team.
- Managed a team of over 15 engineers, created growth plans for technology and soft skills, and served as a mentor for overall career progression.
- Built the Bedroc Engineering lab that allowed engineers to test and build customer environments to improve professional service outcomes drastically. Lab included multi-vendor solutions from Collaboration, Enterprise Networking, Security, Data Center, and Cloud technologies.

2015 – 2017

**Cisco Systems, Brentwood, TN**  
Systems Engineer

- Conduct sales briefings for account executives and sales engineers and define use cases to help drive overall growth for the region.
- Partner with Account Executives in a presales technical role, showcasing Cisco's product solutions; consult, influence and design solutions to meet customers' business requirements.
- Keep up to date on relevant competitive solutions, products and services; assist with the development of formal sales plans and proposals for assigned opportunities.

**Alto Cloud Solutions, Evansville, IN**  
Founder/Director

2014 – 2017

- Managed a company and team with over 60 years of IT experience, specializing in providing small and mid-size businesses with cloud services.
- Developed and implemented business and sales strategies to extend customer base and ensure higher revenues.
- Conducted negotiations and meetings with customers and business partners to explain the benefits of cloud services.
- Conducted market research and improved business development strategies and services according to their results.

**Ozburn-Hessey Logistics, Brentwood, TN**  
Network and Collaboration Engineer

2014 – 2015

- Engineered and maintained routing & switching, wireless, and UC solutions for multiple data centers and over 230 warehouses up to 1 million square feet per location.
- Translated business needs into technology specifications and played a key role in the implementation of end-to-end network and UC technologies.
- Presented cost analysis to management of all levels to begin a migration from legacy voice circuits to SIP, saving the company \$1.3 million dollars per year.
- Created detailed technical documentation and diagrams including Unified Communications deployment templates and best practices guidelines.

**Teksystems, Evansville, IN**  
Network Architect (6-month contract)

2013

- Collected requirements based on current and future business needs to design an efficient and sustainable voice and data network.
- Served as a key component to standardize network technology lifecycle.
- Integrated international voice and data multi-site with Cisco Unified Communications solutions.
- Served as a leader in a company acquisition integration project.
- Designed and implemented Riverbed Steelhead WAN optimization appliances with advanced QoS configurations to prioritize business critical applications.

**Metronet, Evansville, IN**  
IP Operations Technician/Engineer

2013

- Ensured 99.99% network uptime for an all fiber internet service provider with over 29,000 subscribers using Alcatel and Cisco equipment.
- Contributed to Hosted PBX pre-sales by consulting with customers on internal configuration and design.
- Managed Linux servers for subscriber DHCP and DNS.
- Provided level 3 escalation for customer service and network operations.
- Engineered PON, routing, and switching configurations on Alcatel and Cisco platforms.
- Responsible for 9,000+ legacy subscriber migration allowing decommission of older, less stable equipment.
- Analyzed bandwidth needs and forecasted network capacity requirements.

**Apex Systems, Nashville, TN**  
Network Engineer (6-month contract)

2012 – 2013

- Ensured at least 99% network uptime for a global company that managed 15,000+ Cisco devices; maintained the network; provided engineering support and direction during projects.
- Increased systems' agility and internal productivity while reducing costs by analyzing existing network designs, defining solutions, and serving as a subject matter expert (SME) on projects.
- Facilitated a 20% increase in traffic speed to servers by improving network designs; re-engineered traffic flow by decreasing traffic going to unnecessary locations as configured in the legacy system.

**Business Communications Solutions, Evansville, IN**  
Network Engineer

2011 – 2012

Telecommunications Engineer

2008 – 2009

- Performed network and telephony analysis, designed and developed fully integrated technology solutions.
- Served as a technical expert and consultant to develop solutions that meet the technology and business requirements.
- Installed and maintained VoIP architectures for businesses, including credit unions, banks, and manufacturing with systems such as Cisco, 3Com, LG-Ericsson, and Vertical, as well as key and digital telephone systems.
- Improved service quality and internal productivity while minimizing internal costs by re-engineering and implementing significantly enhanced processes, workflow, and best practices.

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Education

**BS in Network Communications & Management**, DeVry University, Naperville, IL, 2014.

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Certifications

- AWS Certified Solutions Architect - Associate
- AWS Certified Developer - Associate
- Cisco Certified Internetwork Expert, Collaboration (CCIE#46879)
- Cisco Certified Network Professional (CCNP)
- Fortinet Certified Solution Specialist - Network Security
- Fortinet Certified Solution Specialist – OT Security