

# PAUL WINKELER, CISSP

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## SUMMARY OF QUALIFICATIONS

Almost twenty years of work in IT have taken me from embedded systems to financial systems, most recently at the Director and CIO levels of start up companies. This, coupled with my formal training, has me well prepared to lead teams of dedicated solutions developers.

## WORK EXPERIENCE

Independent Consultant dba " [PBnJ Solutions](#)" – 2001-now

PBnJ Solutions focuses its efforts on providing expertise in the areas of telecommunications and security to businesses of all sizes. In this context, security is an all-encompassing concept that covers all aspects of securing an organization's information security: Confidentiality, Integrity and Availability.

In addition, PBnJ Solutions provides outsourced IT Management for customers whose environments do not warrant the presence of full-time IT Management personnel but for whom IT does constitute a competitive advantage and a critical resource.

As a further sub-specialty PBnJ Solutions has developed in-depth knowledge in the areas of data protection and data movement across networks, including the treatment of Voice traffic as Data in the form of Voice over IP (VoIP).

Some of our customers have been:

Ø [Equity Consultants, Inc](#) 5/2006

Provided in depth security posture analysis for this mortgage origination company. Focus on both external exposure as well as internal posture. Recommendations adopted reduced attack surface and sensitized senior management to the need for in-depth Information Protection policies.

Ø [RBA Medical Imaging](#) 12/2005

Troubleshooting of perceived LAN performance problems in a trial deployment of the open source [Osirix](#) radiology application. Subsequent analysis of DICOM listener bug in image transfers from an older Philips CAT scanner.

Ø [Key Principal Partners](#) 9/2005 – now

Providing on-going IT oversight in a part-time CIO capacity. Currently managing a Business Continuity Plan implementation involving real-time mirroring and application clustering.

Ø [Integrated Marketing Technologies](#)

Assisted IMT in moving to an Open Source Software VoIP solution (Asterisk) for its 50+ toll-free number call-center by eliminating call quality problems and facilitating rapid dial-plan generation.

Ø [MCPc](#) 7/2004 – 6/2005

Built the Data-Center Solutions practice into a solid pre-sales support organization for MCPc's 80+ account representatives. Maintained vendor accreditations for Hewlett-Packard Industry Standard Servers and Storage; Citrix; and EMC storage.

Ø [Cole National Corporation](#) 6/2003 – 1/2004

Designed Dynamic DNS update mechanism for store PPP dial-up; Developed Thin-Client foot print for Java 1.2 based Retail Point Of Sale application by 360 Commerce.

Ø Sub Contract to [DSN Group](#) 3/2003 – now

Mass storage backup and recovery specialty consulting ranging from trouble-shooting tape backup environments at Bank of America to providing in-house training for equipment manufacturers such as [Overland Storage](#).

Note the iSCSI vs. FC SAN presentation, a portion of which I presented at a seminar hosted by then DataStaff.

Ø [OfficeMax](#) – 9/2001-1/2003

Ongoing consulting work in the areas of Backup Strategy; Storage Area Network Design and Business Continuity Planning. The project plan for all this work was driven by the need to address Arthur Anderson audit findings.

Ø Compliant, Inc – 9/2001

Analyzed IT and application infrastructure requirements of the core business in anticipation of their Axentis e-Business spin-off.

Ø General Electric, NELA Park – 5/2001-9/2001

Developed Object Oriented PERL modules to manage infrastructure database used in monitoring GE's application environment, reducing time to implement new applications by 50% or more.

NetGenics, Inc. – 1999-2001

*Director, Information Technology*

Provided internal and external IT support to company and its customers; served as advisor for the design of software solutions; managed and maintained corporate knowledge base.

- Ø Assumed responsibility for internal IS support; reducing staff by 20% while improving support levels.
- Ø Integrated Software Configuration Management function into the IT department, creating an automated system giving developers and quality assurance overnight access to full system builds.
- Ø Directed Knowledge Management initiative using web application server technology to build an intranet information portal.
- Ø Centralized control over software license acquisition and deployed license management tools to use existing licenses more efficiently.

DMAC, LLP – 1996-1999

*Chief Information Officer*

Responsible for all computer and telephony operations; financial systems; contract acquisition; customer resource management; alarm dealer support and central station management.

- Ø Brought all IS operations in-house and completed implementation of customer Accounts Receivable sub ledger system, eliminating need for 3<sup>rd</sup> party services.
- Ø Leveraged company intranet into high-speed contract loading system, reducing error rates by 90% by linking in GEO coding services and business partners.
- Ø Managed system capacity upgrade project with major consulting firm, positioning the company for future growth.
- Ø Proposed and implemented novel billing system, maintaining revenue recognition rules while simplifying customer bills, lowering first bill delinquency by 5%.

Directed use of networking technology and architecture throughout wide area, in-store, warehouse and corporate campus environments.

- Ø Transitioned wide area network from SNA over x.25 to TCP/IP, enabling legacy system replacement thus lowering maintenance costs.
- Ø Supported 100% store count increase from 1,000 to 2,000 stores during two acquisitions, lowering per store equipment costs by developing custom router solution. Built-in SNMP technology improved remote manageability, in many cases eliminating the need for on-site support.
- Ø Spearheaded deployment of Unix-based in-store processors designed around NeXT's Next Step object oriented platform.

Phoenix Technologies – 1986-1992  
*Consulting Engineer*

Managed teams of software engineers building embedded systems for the laser printing OEM market. Maintained and improved code portability across large number of system configurations; communicated project updates to customers.

- Ø Designed and wrote Graphics Kernel and Font subsystem for Post Script page description language.
- Ø Managed network of 80+ Unix workstations and Auspex file server.

Imaging Technology Inc. – 1985-1986  
*Software Engineer*

Developed software libraries and demonstration applications for company's line of hardware video frame grabbers.

- Ø Developed graphical hardware configuration tool that became part of company's product line.

Analogic Corp. – 1983-1985  
*Software Engineer*

Designed and wrote firmware for the medical equipment division.

- Ø Implemented Doppler display option in a combination of low level Digital Signal Processing code and a high level language.

## EDUCATION

Certified Information Systems Security Professional (CISSP) certification from [\(ISC\)<sup>2</sup>](#), 2002.

This certification, amongst other things, focuses on internal security audit compliance requirements as required by Sarbanes-Oxley, HIPAA and other regulations.

B.S. Chemistry, University of New Orleans, 1979-1983

B.S. Computer Science, University of New Orleans, 1979-1983