

Gregory S. Hayes

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OBJECTIVE

I'm a young, highly ambitious and motivated professional who will deliver the results to make my company the industry leader. I understand how my contributions impact the bottom line, and I have a strong focus on quality and customer satisfaction. I excel in leveraging cutting edge technology and innovation to win new business and increase margins on existing contracts.

EXPERIENCE

Solutions Architect (Web Hosting) - Hewlett-Packard (HPQ) - May 2006 – Present (3 years 4 months)

- Management of the web hosting technology road map with one of our largest customers. Requires tremendous technology foresight, deep understanding of cost structure, negotiation skills, and the ability to deliver quality business results.
- Set the pace for profitability by consolidating a number of divergent technologies to a single enterprise platform whereby reducing overall cost to our business, decreasing time to train resources, improving stability and support, and providing less confusion to the customer.
- Paved the way for integration with low cost / high performance technologies such as Linux and Apache.
- Transitioned new contracts into our support model. This included determining resources, infrastructure, and transition costs to win the business. It requires and ability to determine not only the customer's needs, but understand their unique technologies and customizations and then integrate those into proven industry solutions.
- I've directly participated in development, engineering, training, and deployment of technologies to further enhance my critical knowledge of the solutions we deliver.
- I am the lead architect of P&G's employee portal. I've moved this highly visible technology to a more cost effective infrastructure. I've leveraged important new concepts in web based social interaction to provide innovation and collaboration which has directly impacted the customer's business.
- I've served as the engineering security point of contact for the web hosting space. This has included providing highly secure solutions and infrastructure, setting standards, keeping abreast of security developments, and working with others across our business to coordinate responses.

Messaging & Collaboration Consultant - Hewlett-Packard (HPQ) - August 2003 – May 2006 (2 years 10 months)

- Management of the enterprise E-mail filtering architecture for the P&G managed service account.
- Management of the mail provisioning architecture for the P&G managed service account.
- Customer consultation and custom application development.
- Development of tools and training for global support resources.
- Customer and vendor management for key messaging technologies.
- Recognized by Hewlett-Packard as a "Key Knowledge Contributor" for my white paper on mail filtering and scanning.

Systems Analyst (Global Messaging) - Procter & Gamble (PG) - January 1999 – August 2003 (4 years 8 months)

- Project team technical leader and vendor contact for E-mail content management and virus filtering project. Participated in project initiation, vendor selection, testing, prototyping, configuration, training, and deployment.
- Managed testing, prototyping, development, and deployment of Internet Standards Based Messaging Project.
- Product owner of global perimeter SMTP solution (Sendmail). Responsible for development, configuration, documentation, testing and deployment.
- Development and management of mail provisioning system. Responsible for on-going development, training global resources, and coordinating with a worldwide team of testers and end users.
- Development and implementation of solution for secure enterprise wide configuration file management and version control.
- Responsible for hardening the default Sendmail setup and configuration for all HP/UX servers in the enterprise.

EDUCATION

University of Cincinnati - Bachelor's Degree - 1996 - 1999

Computer Science Major
Philosophy and Political Science Minor
Deans List (4.0 honors)

AFFILIATIONS

Free and Accepted Masons - Past Master - October 1998 - Present

- Member of a number of Masonic organizations including the Freemasons (Blue Lodge), Scottish Rite, and York Rite. Served as a fraternity officer for seven years. Served as "vice president" of my local lodge, and served on the board of directors for the same.
- Participated and lead a number of charitable events which raised money for the Special Olympics, Adopt-A-Block, The Shriner's Burns Institute, The Ohio Masonic Home, various youth organizations, and local fire and police organizations.

I'm also a member of a number of other local charitable and political organizations. I'm currently the nominee for Vice Mayor of Cheviot, Ohio.

SKILLS

- Enterprise Architecture
- Technical Design
- Communication & Presentation Skills
- Negotiation
- Project Management
- Vendor Management
- UNIX (HP-UX, Solaris, NeXT, BSD, Linux)
- Expert Level Software Development (C, C++, C#, .NET, Perl, UNIX Shell)
- Expert Level Oracle and SQL
- Expert Level Messaging and Collaboration (Sendmail, Postfix, DNS, SunOne, McAfee E-Mail Gateway, Statistical Analysis of Traffic, Filtering and Monitoring Technologies)
- Expert Level Web Hosting (Apache, PHP, .NET, IIS, WebLogic, AquaLogic, OAS, Dynamo, JRUN)

REFERENCES

Paul Kitcho (Manager) - **Hewlett-Packard** (HPQ)

Current Role: Section Manager for Hewlett-Packard

Phone: (513) 515-1640

E-Mail: paul.kitcho@hp.com

Reference Type: Professional

Casey Duncan (Former Manager) - **Hewlett-Packard** (HPQ)

Current Role: Section Manager for Hewlett-Packard

Phone: Upon Request

E-Mail: casey.duncan@hp.com

Reference Type: Professional

Joe Moning (Co-worker) - **Hewlett-Packard** (HPQ)

Current Role: Web Hosting Engineer

Phone: (513) 226-0729

E-Mail: joseph.moning@hp.com

Reference Type: Professional

Tom Bortolotto (Co-worker) - **Hewlett-Packard** (HPQ)

Current Role: Web Hosting Team Leader

Phone: (513) 945-1219

E-Mail: tom.bortolotto@hp.com

Reference Type: Professional

J. Gregory Dees, PhD. (Life-Long Mentor) - **Duke University**

Phone: Upon Request

E-Mail: gdees@duke.edu

Reference Type: Personal

ADDITIONAL INFORMATION

I have made major contributions to the OpenSource movement since 1996. Including the NeXT-alike window manager WindowMaker, the Gnome project (such as the file manager Nautilus), and the KDE project (where I am an active developer of KDE4.) I have also authored a number of projects including:

- VoodooTracker - a music composition environment for Linux.
- GnomeRSVP - an application designed to facilitate speed reading through a technique called rapid serial visual presentation.
- MindFire - a cross-platform GTK+/.NET application designed to facilitate speed reading through a technique called rapid serial visual presentation. Currently, I'm working on an iPhone version of this project.

I've also made many smaller contributions to other open source applications, served on the Gnome Foundation, and helped with early development of the Linux Standard Base. I have been recognised by the community numerous times:

- In 1999 I received reward shares from RedHat Inc. for development leading to the success of the Linux platform.
- Voodoo Tracker was featured in the book "Linux Music and Sound" by Dave Phillips.
- Voodoo Tracker was also reviewed in the November 2000 issue of the Linux Journal.
- GnomeRSVP was used as part of a graduate study in rapid serial visual projection at the University of North Carolina.
- GnomeRSVP was featured in the book "Mind Hacks" by Tom Stafford for O'Reilly Media.

