

Helder F. Antunes

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Profile

Results-driven Business Executive with more than 23 years of experience in product, technology and solutions in networking, security and services for commercial, enterprise and service provider markets.

Core Expertise

Security Solutions
Business Strategy

Globalization management
Teamwork and Collaboration

Software development
Customer Orientation

Leadership Strengths

- Seasoned leader, with experience in recruiting and developing talent and collaborating across functional areas.
- Passionate, hands-on, motivational leader with experience in building as well as leading teams to success.
- Committed to highest standards of integrity in determining best course for company and clients.

Engineering/Marketing Strengths

- Powerful combination of technical and marketing expertise built upon years of experience in the industry
- Outstanding ability to articulate company vision and core strengths through varied presentation media.
- Analytical, data driven approach to identify trends coupled with creative approaches to build solutions.
- Experienced with Global business strategies and outbound engagement.

Achievements

- Winner of the CIO 100 award 2008
- Global Leader Program (GLP) 2007
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- Finalist of Cisco's Pioneer Award 2007
 - GETVPN Solution (technology innovation)
- Winner of Cisco's Pioneer Award 2004
 - DMVPN (technology innovation)
- Winner of Cisco Teamwork of the Year Award 2004
 - Network Admission Control (NAC)
- Winner of Cisco Teamwork of the Year Award 2003
 - Brinks Security Initiative (Security Solution)
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Patents

- CPOL 526861 (Zero-Touch Deployment) US Patent Pending
- CPOL 655527 (DMVPN with OER) US Patent Pending
- CPOL 655685 (DMVPN S2S with PFR) US Patent Pending

Publications

- Cisco Packet Magazine (DMVPN and ECT Solution) 2004
- Infoworld Magazine (Racecar telemetry) 1993

Work Experience

Director of engineering , Global Solutions and Network Services CISCO May 1998 – Present

- Drove all facets of solutions development, market positioning and customer tractions; and end to end product and technology development testing for Cisco's IOS based network security solutions for Commercial, Enterprise and Service Provider markets.
- Built a strong leadership team by recruiting and developing solution manager, development test manager, technical leads, global engineers (in India and Portugal), and batch of interns to support an engineering staff of 45+
- Responsible for driving the security solutions market for Cisco and collaborating with the sales and marketing teams to create the right positioning and solutions focus in marketplace
- Leading the responsibility of driving technology and solution innovations for Cisco
- Providing the vision and inspirational leadership to the solutions and development-test teams for achieving excellent technical and business results

Solution Development

- Heading a strategic business unit "solutions and network services group" within Cisco's security organization to define and implement leadership and state of the art security solutions and networking services.
- Driving the market for Cisco's leadership innovations and flagship technologies for potential customers.
- Leading and guiding the solutions manager and his team to design, develop and launch (September 9th 2008) the **Leadership Cisco Virtual Office (fka Enterprise Class Teleworker - ECT) Solution for Cisco**. ECT Solution has been deployed both internally at Cisco and externally with customers. It continues to create tremendous market traction for Cisco.

Solution Marketing

- Launched multiple ECT based new solutions and services as a part of Cisco' Service Oriented Network Architecture (SONA) initiative.
- Launch resulted in Cisco becoming a "market leader" in VPN and Solutions innovation
- Managed creation of company collateral, including solution and product presentations, deployment guides, technical notes, customer case studies and sales tools such as ROI/TCO calculator.
- Interfaced with Cisco sales to guide them on what, when, and where to sell Cisco Security solutions; recognized globally within Cisco sales and marketing community

Customer Tractions

- Customer-facing presentations and white-boarding for the various ECT solutions and services to provide the necessary traction and customerization of solutions.
- Served as key spokesperson for Cisco for dealing with leading customers including New India Assurance (NIA), Wipro Technologies, Boeing, Oracle, United Health Group, American Express, Goldman Sachs, GE, Verizon Business, AT&T and many more.
- Successful engagement with Cisco account teams and potential customers to understand the key differentiators of Cisco's security solutions and services and how the showcases solution framework is already hardened and fully deployed within Cisco.
- Encouraging customers to do Proof of Concept (POC) or Live Pilot deployment at their sites to get the true feel of the working solution and its value-add to their network
- Contractual interfacing of the customers with Cisco Advance Services (AS) team for continued support on new and existing solutions through Cisco's network support infrastructure.

Product and Technology Development-Testing

- Providing effective leadership to the development-test manager and the test team for defining and implementing quality test solutions and automated scripts for all new security features, technological innovations and product development.
- Directed complete product and feature/technology life cycle in partnership with development engineering and marketing, including detailed reviews of PRD/SRDs and SFS; and support and direction of engineering staff located in India.
- Conducted quarterly strategy reviews for every new feature and product release and its associated quality goals.
- Instituted processes to streamline development-test effort and engineering execution, such as customer/sales input, business case inputs into PRD/SRDs, SFS from development teams, test strategy documents, detailed test plans, test execution scripts, bug free code handoff to solutions/systems team, test integration and management, release notes, and end-of-life processes.
- Worked with VP and Director Engineering to identify, establish, and staff areas of desired expertise within engineering.

Director of Engineering Services

Netmanage Inc. 1993 – May 1998

- Led a multiple site team in Cupertino CA and Haifa Israel, comprised of development, QA and engineering release services..

Sr. Software Development Mgr.

Computer Associates

1990 - 1993

- Led the CA- Superproject team. Worked very closely with the project management leaders of the Mirage Resorts Inc. in providing guidance and software customization to assist in managing large construction projects such as the Mirage Resort and Treasure Island Resort in Las Vegas Nevada.

Education

BS Computer Engineering

San Jose State University

Fluent in Portuguese (native language), English, Spanish and converse in French, Italian and Cape Verdean Creole.

Cisco Training and Development

- Introduction to Cisco Router Configuration (ICRC).
- Cisco Internetwork Design (CID).
- Cisco Products and Internetworking Principles.
- Building and Debugging IOS images.
- Distributed Defect Tracking System (DDTS).
- The Product release cycle, Product compliance, Quality Assurance, Document control and Customer Advocacy.

Cisco White Papers

- Cisco Virtual Office Deployment Guide
- Cisco Virtual Office-Advanced Layered Security Deployment Guide
- Cisco Virtual Office-Converged Virtual Private Network Deployment Guide
- Cisco Virtual Office-Secure Wireless Deployment Guide
- Cisco Virtual Office-Solution Reference Network Design (SRND)
- Cisco Virtual Office: Secure Voice and Video
- Cisco Virtual Office: 802.1x-Based Port Authentication