

Senior Consultant for IT-Security and Network Management

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“Only the objective, reasonably thinking person is the measure of all things.”
Socrates (470 – 399 BC) Greek philosopher

**Objective Networking combines 20 years of market
experience and technical know-how**

Profile

June 2013 / Foundation Objective Networking

- 20+ years of experience in the IT-infrastructure-environment are at your disposal. Objective Networking offers you support in IT-projects, not just in the technical environment but also in project management, specialising on the areas of IT-security, network- and system management.

1999-2012 / Senior Consultant Pre-Sales, Cisco Systems

- Member in the worldwide-virtual team for Cisco Systems for enterprise network management and IT-security
- Interface between the pre-sales and development at Cisco Systems as field-advisor. Immediate influence first and foremost on the development of Cisco Enterprise Management applications and Cisco Security products such as Cisco Prime, Cisco LAN management Solution, Identity Services Engine, Cisco Security Manager
- Frequent lecturer and speaker at various national and international conferences on the subject of Security Management, between 2008-2011 speaker at CiscoLive

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- Technical responsibilities and coordination up to a dozen team members (i.e. voice, data centre, wireless and security) in around the technical laboratory in Frankfurt. Additional important responsibilities included budgeting and maintenance of the entire laboratory.
- Responsibilities as a Senior Consultant (pre-sales) were among the tasks: project management, as well as presentation of complex network solutions in diverse technical areas and senior management level at the customer
- 2007-2012 Senior Consultant at Cisco Systems into network management and IT security for enterprise customers in Germany. Customers included but not limited to, BASF, Deutsch Bahn, Deutsche Börse, Commerzbank, Edeka, Heraeus, Nestle, Evonik, SMA, DEKA
- 2002-2007 Internetworking Consultant at Cisco Systems for enterprise banking and financial customers, specialised into network management and IT security. Customers included, but not limited to, Commerzbank, Deutsche Börse, AOK GEK, Allianz, European Central Bank, FinanzIT, GaVI, Fiducia, KfW, VRNetze, Sparkassen Informatik, BHF Bank
- 1999-2002 Internetworking Consultant at Cisco Systems for enterprise customers in Germany, specialised into network management and IT security. Customers included, but not limited to FraPort, Lufthansa, Dresdner Bank, IZB, B. Braun, European Space Center, Globus Baumärkte, LIDL

1996-1999 / Technical Support Engineer, Telemation AG

- 3 years as a Technical Support Engineer for Telemation AG for network management solutions with a focus on Cisco Products

1989-1995 / Studies

- Internship; Computer Service Department of South Bank University, London
- Study of computer sciences at the University of Darmstadt with an emphasis on telecommunication and corporate information technology, final qualification - Dipl. Inform. (FH)

Certification

ITIL Foundation

The knowledge and experience is complemented by an extensive and wide ranging understanding of the market. Our skills from the product development offer a unique perspective with respect to manufacturers, products, technologies and trends.

OBJECTIVE[NETWORKING]

Objective means first of all listening, understanding, analysing and in the next step to structure and prioritise. The course of the cooperation is marked by dynamics, flexibility and trustworthiness. To have understood and fulfilled the requirements signals satisfied customers whose objective is a tailor-made solution.

Projects

Objective Networking

- Public Authority - Cisco LMS Coaching
Implementation of Cisco LAN Management Solutions for the entire public worker network that included 2500 network components. The Project management team will be consulted and shadowed over all phases of the project from conceptualisation, planning to implementation.
Project length: 12 months
- Managed Service Provider – Private Cloud Security Design
Customer consultation regarding the firewall and high-availability designs for the Private Cloud were key components of the project. Represented successfully and to the satisfaction of the customers the project price negotiations with conclusion against the service supplier and its partner.
Project length: 1 month
- Managed Service Provider – Security-Management Consulting
The project comprises out a actual-state-analysis of the security management environment, inclusive of the policy and log management system, the planing phase for the optimisation of the processes and respective admin of the available application and the review and presentation of the results.
Project length: 1 month
- Public Authority – Site2Site VPN-Design
The project scope included the development of a Site2Site VPN-design with subsequent planning and execution of proof-of-concept-lab. The project deemed completed with a presentation of results and recommendation for productive environment.
Project length: 2 months

Cisco Systems

- Finance Customer – Secure Access
Proof of concept LAB responsibility for secure access using Cisco's Trustsec solution. Design and architecture consulting for a corporate concept with the objective of a unified management for wired and wireless access and of increasing the visibility of the user profiles, thus ensuring a secure access to the corporate network.

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Products: Cisco Identity Services Engine, Cisco Mobile AnyConnect Client, Cisco Prime Infrastructure

Project duration: 6 months

- Transport Customer – Data Centre Security – Zoning
Project responsibility in the pre-sales phase for the complete firewall design in the customer's data centre. The design designated that ASA becomes the centrepiece of the company thus serving the circuit and protection of the whole corporation.
Products: Cisco ASA 5585-XSSP60, Cisco Adaptive Security Manager (ADSM), Cisco Security Manager
Project duration: 12 months
- Pharmaceutical Customer – Security Monitoring
The customer was consulted regarding a security monitor solution for the entire network. Various SIEM solutions amongst different vendors were evaluated. Developed an over all plan for the customer for Cisco Mars, followed by a proof-of-concept-lab and going live.
Products: Cisco MARS
Project duration: 4 months
- Retail Customer – Network Infrastructure Management
Designing an network management concept for one of Germany's largest retail chains with more than 1500 branches. The concept included not only the deployment of more than 2000 network components to the branches, but also the inventory-, configuration and fault-management for the complete infrastructure.
Products: Cisco Prime Infrastructure, CNS Cisco Config Engine
Project duration: 2 months
- Financial Customer – Network Zoning, Intrusion Prevention and Mailware Protection
Realised the pre-sale stage technical project management. Carried the total responsibility, as the main contact point, of the entire technical communication structure. The responsibility and accountability included the sectional coordination of the tender, operations and the aggregation. The security architecture were developed and reproduced in a proof-of-concept-lab.
Products: Cisco Catalyst 6500 Firewall Services Module, Cisco Catalyst 6500 Intrusion Detection System, Cisco Security Manager
Project duration: 4 months
- Insurance customer – Large scale VPN design, connecting the agencies
Project responsibilities from the pre-sales-phase to the implementation and coordination of the sub-project managers and the integration partners. Developed a total concept for the connection of the 13.000 agencies to the

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headquarter via Cisco DMVPN Technologies. The concept included design, deployment and network management of the entire infrastructure.

Products/Solution: Cisco IP Solution Center, CNS Config Engine, Zero Touch Deployment, DMVPN, Cisco 800, Cisco cat6500, Cisco 7200

Project duration: 18 months

Services

Objective Networking advises you in the development and realisation of your IT-infrastructure projects adapted to your business targets. Successfully managed development and implementation of IT-architectures and –strategies play a large part in staying competitive in the market.

Objective Networking offers you effective management of your infrastructure projects in the design as well as the implementation phase, and in the optimisation of existing architectures and processes. From the concrete definition of your first ideas through the selection of the first suitable tools and processes to the roll out, we support you in all the phases of your project.

Objectivity and customer satisfaction are the major objectives of the company, which are achieved by the project experience and technical know-how.

- **IT-Consulting**

Consulting for IT-strategy, for IT-security, network management and optimisation of IT processes and work flows

- Consulting support for the introduction of new IT-infrastructure – technologies or –products
- Advisory function from the call for bids through to roll-out
- Supplier management: Objective market analysis based on technology, product or architecture
- Conducting, under our responsibility, the execution of consulting projects in the areas of IT-security, network infrastructure, network and service management
- Support during the definition of IT-security concepts and – guidelines, and the integration of information security in the corporate standards

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- **Project Management**

Planning, optimising, designing and implementing your IT-infrastructure projects in the company including the installation, execution and handover of test environments, proof of concept

- Technical project management in all phases: from the analysis of requirements up to the implementation
- Supporting your projects in a managerial and/or consulting function as coach

- **Training**

Imparting of well-founded technical knowledge through flexible and innovative solutions

- Sales and technology training in IT-infrastructure
- Technology training for marketing and technical staff
- Conception, execution and moderation of information/training events

Products/Technology

Vast product knowledge are in the range Cisco Security and Cisco network management

- Cisco Secure Access: Cisco Trust Sec / 802.1x
- Cisco Secure Access Control System (ACS)
- Cisco Identity Services Engine (ISE)
- Network Admission Control (NAC)
- Cisco ASA5500 and Cisco ASA5500-X (Firewall, VPN & IPS)
- Cisco ASA5500 Next Generation Firewalls
- Cisco Intrusion Prevention Systems
- Integrated Security in Cisco ISR Router (Firewall, IPS/IDS, VPN)
- VPN Services in Cisco ASA Serie (Remote Access Ipsec/SSLVPN)
- Cisco AnyConnect Secure Mobility Solutions
- Cisco Network Device Instrumentation e.g. Embedded Device Manager
- Netflow, IPSLA, SNMP, Log-Management
- SIEM Lösungen: Cisco Mars, netForensics
- Cisco Prime LAN Management Solution (LMS)
- Cisco Prime Infrastructure (PI)
- Cisco Prime Collaboration (PC)
- Cisco Prime NAM 2300 Series (NAM)
- Cisco Prime Security Manager (PRSM)
- Cisco Security Manager (CSMANAGER)