

## GUY REAMS

### Insight

VP, Sales and Operations – West Region

19800 MacArthur Blvd

Irvine, CA 92612

(951) 757-4735 | [guy.reams@insight.com](mailto:guy.reams@insight.com)

### Personal Contact Details

(951) 757-4735 | [guyreams@gmail.com](mailto:guyreams@gmail.com)

[www.guyreams.com](http://www.guyreams.com)

## PROFESSIONAL EXPERIENCE

**Vice President, Sales and Operations West Region for Insight (2016 – Present).** Vice President of sales and operations covering the Western United States. Lead the efforts of sales, engineering and operation teams. Integrated the acquisition of a 100M acquisition of a networking solution provider on the West coast for Datalink in 2016. Then had the opportunity to lead the team through the acquisition of Datalink by Insight in January of 2017. Continue to grow the sales team, expand offerings and drive the business into new markets and client acquisition. Currently represent a portfolio of consulting, development, and technical expertise to fortune 500 companies, large life science research organizations, financial companies, manufacturers, service providers and government agencies.

**Engineering Director for Datalink Corporation (2014 – 2016).** Engineering director covering the Western United States. Direct the efforts of 25 pre-sales solutions architects and post-sales delivery engineers. Responsible for the success of an organization of 50 sales and support staff. Responsible for implementing changes in the organization to reduce management overhead, increase net income, and improve employee productivity. Since early 2014 the West organization has grown from 62M annually to 188M annually. Currently represent a portfolio of consulting, development, and technical expertise to fortune 500 companies, large life science research organizations government agencies.

**Professor of Computer Information Systems for Mt. San Jacinto College (1996 – 2017).** Since 1996 been providing a full portfolio of technical and career education courses. In the span of this experience, have ran the Computer Information Systems department, coordinated multiple programs, developed new curricula, worked with multiple disciplines to develop programs of study to meet the needs of sponsoring employers. Have been the primary liaison to local business and community partners.

**Senior Technical Training Manager for Ingram Micro (2013 – 2014).** Responsible for the production, delivery, and marketing of Technical training programs to Ingram Micro global customers for the Physical Security Division. Programs designed to provide corporate training and educational programs to supplement and enhance the service offerings of Ingram Micro as a worldwide distribution partner.

**Solutions Architect for Datalink Corporation (2011 – 2013).** Designed and built enterprise virtual datacenters for large organizations starting in 2011. Principle opportunities centered in Health Care, Life Sciences, Government and Physical Security Systems for Enterprise Customers. Technologies designed include Hitachi Data Systems, EMC V-SPEX, VCE, and NetApp FlexPod.

**HomeLand Security Curricula Development for Texas A&M (2012).** Associate faculty for TEEX, Texas A&M Associate Faculty for Homeland Security Curricula. Developed several modules for this grant driven community offering.

**CEO of Conduit Networks Inc. (2003 – 2011).** Grew corporate revenues in from 2003 to 2007 to \$6 million annually. Transitioned company from IT VAR to Enterprise IP Video Security Integrator. Developed managed services portfolio, provided service offerings to state and local education, county government and municipal organizations. Sold business to private entity in spring, 2012.

### EDUCATION

**Master of Education,** California State University in San Bernardino. Major Field: Educational Technology

**Bachelor of Arts, Communication Studies,** California State University in San Bernardino. Major Field: Communications

### ACCOMPLISHMENTS

**Datalink Managed Cloud – DMC (2017).** Led the Cloud and Datacenter team at Datalink to develop a new offering and helped to launch a new managed cloud offering. The team developed pricing tools, market strategy, messaging, training programs. New offering is continuously being improved and is growing in terms of client adoption.

**PhySec (2013).** In cooperation with EMC, Ingram Micro, Cisco, Genetec and VMWARE created a reference architecture for enterprise IP video based on a similar approach to the EMC VSPEX architecture. Designed to be an open standard approach, drafted white papers and created a go to market strategy for early 2014.

**Secure-POD (2013).** Directed the design and creation of the Secure-POD product line ([www-secure-pod.com](http://www-secure-pod.com)). In cooperation with Intel, Dell, Axis, Ingram Micro and Milestone created a go to market strategy for a compute, network, storage, and software product to meet the needs of surveillance systems in campus environments such as GovEd and Healthcare.

**Physical Security University (2013).** Developed lab facilities for remote training and instruction to resellers of Ingram Micro. Built lab with Dell Servers with Equallogic storage, and EMC Isilon Clusters. Developed remote instruction program funded exclusively by vendor marketing funds. Training academy and instructional program created at [www.physicalsecurityu.com](http://www.physicalsecurityu.com).

**Degree Programs (2003 – 2012).** Developed the following State Approved Degree Programs in Computer Science and Information Systems: Programming, Networking, and Internet Authoring.

**Certificate Programs (2003 – 2012).** Developed the following State Approved Certificate Programs: Microsoft Certified Systems Administrator, Cisco Certified Networking Associate, Security Certified Professional, and Certified Internet Webmaster.

**Microsoft IT Academy (1997 – 2012).** Developed, Authored, and Taught the Microsoft Academy courses since 1997 to include the Microsoft Certified Systems Engineer, Microsoft Certified Systems Administration, Microsoft Certified Technology Specialist and Microsoft Certified IT Professional Programs.

**Cisco Regional Academy (2002 – 2012).** Developed, Authored, and Taught the Cisco Regional Academy courses since 2002 to include the Cisco Certified Network Associate and Cisco Certified Network Professional programs.

**Systems Analysis and Design (2006 – 2012).** Developed Authored, and Taught since 2006 a Course in Systems Analysis And Design. A course which focuses on end to end design of modern software from original conception to framework using the UML modeling language.

**Business Technology Building (2010).** Designed and participated in the oversight of the New Business and Technology Building on the Menifee campus. Developed classroom layout, network lab, computer equipment, wireless network, furniture placement, multimedia concerns, and budgeting funds for technology purchases.

**RDS Infrastructure Project (2011).** Conceived and Implemented using grant funds the new Mt. San Jacinto College Remote Desktop Services initiative. A system that utilizes virtualization technology from Microsoft and VMWARE to create a virtual environment for distance learners, included migration to Microsoft Hyper-V and Remote Desktop Services Infrastructure, currently Chair the RDS Committee. System now is enhanced to provide single sign on and cloud like experience for learners

**Internship Program (2005 – 2012).** Created and currently manage the CSIS Internship Program. Currently place up to 20 students per semester in rewarding and career building activities, including several at the local and county government agencies.

**Software Package for Interfacing with Enterprise Retail Online Ordering System (1997 - 2002).** The software provided the ability to customize content and improve customer interaction on e-commerce web site. Project used SQL Server, ADO.NET and ASP.NET with API created by Ecometry Systems.

**EMR Product Integration (2008 - 2010).** Developed a product integration for an Electronic Medical Records System. Took product to market and sold successfully. Product included technology aspects including document scanning, electronic faxing, custom report generation, end user training procedures, database maintenance, and software update management.

**School District Security Design (2009).** Engineered plans and developed RFP for Large School District Security Plan for 24 school sites. Package produced included all integration requirements included networking and switch infrastructure district wide, storage area network requirements, virtualized blade server requirements, specialized security recording and surveillance software, physical infrastructure requirements, and camera placements. Package includes all appropriate language, vendor instructions, and AutoCad drawings.

**Security Consulting Contractor with Large Municipal Government (2009 – 2011).** Managed exclusive contract to implement, integrate, and manage the physical security surveillance systems with Public Utilities, Public Works, and other Municipal government agencies.

**Active Directory Conversion from Novell Netware and Groupwise (2003 – 2005).** Provided training, implementation guidance, and consulting for migration to Windows Server environment. Project included user group meetings, software deployment testing, desktop management, printer and other device management, and conversion to Microsoft Exchange mail system. Project also included the development of Active HR, an application that took new user additions from an ERP and created user accounts in Active Directory.

**SQL Reporting Services Implementation (2005 – 2007).** Provided a unique training regimen of reviewing and designing existing reports being produced with Crystal Reports and then converting those reports to SQL reporting services. Upon successful completion, provide training to City IS staff on the process of report conversion. SQL Reporting Services has proved to be a significantly better way to produce on demand ad hoc reports than Crystal Reports. Although not a complete replacement, it has certainly added value.

**Public Library Technology Master Plan (2007 – 2009).** Provided consulting and engineering services for a municipal government Library. Effort began with comprehensive review of technology requirements from city departments, the County of Riverside, and the County's agent LSSI. After completion of Requirements discovery, analysis was performed on all requirements and a decision matrix built. Vendor and manufacturer evaluations were then performed and a requirements document produced. A complete budget for all technology purchases was furnished. Technology subjects reviewed and adopted were Computer station management, payment processing, wireless networking, internet content filtering, physical cabling infrastructure, phone systems, door security system, camera system, network infrastructure, perimeter security, conference systems, printing and copying requirements, and computer requirements.

**Municipal Field Operations Center Integration (2009).** Served as prime contractor for physical cable infrastructure and security infrastructure at the Field Operations Center. Managed, installed, and configured all station cabling for phones and computers, all requirements and components of the Lenel access control and video surveillance components, perimeter gate controls, Bosch alarm system, and IDF creation and build out.

**Municipal ShoreTel Phone System Conversion (2010).** Served as principle consultant on the new phone system replacement at a new Civic Center, Remote Sites, and eventually the new Civic Center. Process required user group meetings with all city departments, documentation and diagramming city telephony presence, evaluating telecommunications requirements, and creating custom interface to old NEC system. Project also included end user training, and implementation of phone system.

#### COMMITTEE and BOARD ASSIGNMENTS

SCCF: Board Member for SCCF: Southern California Chess Federation (2015 – Present)

TCC: President of the Board for Temecula Chess Club (2012 – Present)

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WIB: Board Member for Riverside Workforce Development Agency (2012 – 2015)  
MSJC: Information, Communication, and Technology Committee (2003 – 2016)  
MSJC: Career Education Advisory Group (1997 – 2016)  
MSJC: Institution Vision, Mission, and Values Committee (2010 – 2017)  
Economic Development Corporation: Technology Committee (2010 – 2012)  
MSJC: Educational Technology Committee; Program Development Committee for CIS (2009)  
MSJC: Budget and Finance Committee (1997 – 2000)

### **PROFESSIONAL CERTIFICATIONS**

Hitachi Data Systems – Hitachi Data Systems Certified Professional – Enterprise Storage Systems  
Cisco Certified Academy Instructor (CCAI) offering courses in CCNA, and CCNP  
Microsoft Certified Professional (388933) Since 1997 offering various Microsoft Training Programs  
State of California Licensed C7 Contractor  
Post-Graduate Certificate in Network Security, NIST from Nova Southeastern University

### **PROFESSIONAL DEVELOPMENT / PRESENTATIONS / PAPERS**

Attack Simulation and Network Emulation as Strategies for Security Testing – 2004  
A Secure Mail Gateway with Non-Repudiation Ability – 2004  
An Analysis of Current Research in the Non-Repudiation of Secure Messaging – 2005  
A Case Study in the Diffusion of Manufacturer Recommended Security Practices at the City of <name withheld> - 2005  
CSFMO Presentation – Email the Killer App – 2007  
EDC 2nd Annual Business Summit – Business Case Presentation – 2010  
EDC 3rd Annual Business Summit - Sense to Cents – 2011  
Online Teachers Conference - Successful Learning Anytime, Anywhere, for Everyone – 2011  
Intel Virtual Technology Conference – Presentation on Physical Security to DSS Program – 2012  
Ingram Micro Physical Security Bootcamp Keynote Speaker – Philadelphia, PA – 2012  
Intel Tech Summit – Applying Surveillance to Security and Other Profitable Usage Models – Las Vegas, NV – January 31<sup>st</sup>, 2013  
California Institute for Telecommunications and Information Technology – Presentation on Remote Desktop Services – UC San Diego – March 11<sup>th</sup>, 2013  
Ingram Micro Data Center Partner Invitational Key Note Speaker – Dallas, TX – June 19<sup>th</sup> 2013  
WASTC – Presentation on IT Job Market Analysis – Cal Poly Pomona - June 15<sup>th</sup> 2015  
AIRI – Case Studies for Success Cloud Integration for Scientific Research – Grand Rapids, MI – May 1<sup>st</sup> 2018

### **MEMBERSHIPS / PARTNERSHIPS**

Member of BICSI, IEEE, ACM, CompTIA and other organizations