

# Ivo J. Janssen

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## Objective

To be part of a successful professional services team in a pre-sales and post-sales architecture and deployment role.

## Summary

I'm an experienced, enthusiastic and skilled professional services consultant with experience in architecting and supporting large-scale enterprise software, with extensive experience in designing and implementing custom solutions as part of pre- and post sales support activities in diverse industry verticals across five continents.

I'm as comfortable in designing and coding in an engineering role as I am in on-site planning, executing and troubleshooting customer deployments in a professional services role, as well as in participating in sales calls and drafting proposals in a sales engineering role.

I'm able to adapt to new environments quickly and rapidly become proficient with new systems, tools and skills. I'm a good team player who thinks beyond the problem at hand instead of following the established paths in order to find a better solution that meets both current and future needs.

## Professional experience

- **Virtual Bridges**, Austin, TX, USA (Nov 2010 – present)  
*Senior Solution Architect*
  - Solution architect for VDI product line.
- **Initiate Systems / IBM**, Austin, TX, USA (Sep 2008 – Nov 2010)  
*Senior Consultant*
  - Senior implementation engineer for Healthcare sector of Master Data Management product line.
  - Responsibilities include requirements gathering, product installation and configuration, custom coding, connectivity scripting on Windows and Unix, database performance tuning, customer training workshops, pre/post-sales support.
  - Successfully architected, implemented and brought live custom implementation projects for major hospital systems and labs in the US, including customers with up to 250 million records (1TB database) connected to 20 auxiliary systems.
- **United Devices / Univa UD**, Austin, TX, USA (Sep 2003 – Aug 2008)  
*Senior Solutions Engineer*
  - Architected and executed many custom implementations for major Fortune 500 accounts around the world, including a 65,000 desktop rollout of UD's flagship product at a Top 10 pharma.
  - Helped design and execute implementation strategy for new Univa UD datacenter orchestration and virtualization product.
  - Implemented and performed customer training/workshops for full UD product range.
  - Worked closely with ISVs to encourage and aid adaptation of UD product set within their products, including all top-5 Life Sciences ISVs.
  - 2<sup>nd</sup>/3<sup>rd</sup> level support and (at times) 1<sup>st</sup> level support.
  - Tradeshow support with demos, logistics and technical preparation, including SuperComputing, Bio-IT World, SEG, Grid Today.
  - Technical lead on United Devices' own annual conferences.

- **United Devices**, Austin, TX, USA (Nov 2000 – Aug 2003)  
*Senior Software Engineer*
  - Application team, migrated life-sciences applications to UD's Grid MP software framework
  - Core engineering team, architected and implemented Grid MP management console in PHP, created and maintained SDK including API libraries, reference applications and technical documentation.
  - Architecture, design and support for "grid.org" and the "World Community Grid", philanthropic large-scale public internet distributed computing projects sponsored by UD.
- **NEC C&C Research Labs**, Princeton, NJ, USA (Sep 1999 - May 2000)  
*Consultant*
  - Optimized compilers for the MOVE framework, optimized the MOVE VLIW instruction scheduler, including long immediate support, support for endianness independence, and integration with system-level co-design simulator.
- **Federal government Zuid-Holland**, The Hague, Netherlands (Jul 1998 - Jan 1999)  
*Programmer*
  - Programming Visual Basic applications for various departments of the federal government.
- **TNO-FEL Research**, Scheveningen, Netherlands (Jul 1997 - Nov 1997)  
*Programmer*
  - internship, designed and implemented a C compiler for the Move microprocessor based on modifying the gcc cross compiler.

## Professional skills

- **Computer languages:** Java, unix scripting, perl, C / C++, Visual Basic, HTML/PHP, Fortran
- **Databases:** Oracle, MSSQL Server, DB2, postgres
- **Computer environments:** Linux, Windows, FreeBSD, DOS, Solaris
- **Industry verticals:** Healthcare (EHR, HL7), Pharmaceutical (HPC, Drug Discovery), Oil&Gas (HPC, Clusters, Exploration)
- **Languages:** Dutch: native speaker

## Education

- **Delft University of Technology** in Delft, Netherlands (1993-2001)  
school of Electrical Engineering; major in Computer Engineering
  - **M.Sc. degree** in Electrical Engineering, May 11, 2001  
Master's Thesis: *Enhancing the Move framework; Endianness port and Immediate handling*  
Optimizations on the instruction scheduler for a VLIW-like custom build processor, including long immediate support, support for endianness independence, integration with a third-party system-level co-design simulator. (<http://ce.et.tudelft.nl/MOVE/>)
  - **B.Sc. degree** in Electrical Engineering, March 11, 1998

## Awards

- **Rookie of the Year:** Initiate Systems 2009
- **President's Award:** United Devices 2006

## Other activities

- **Staff member at distributed.net**  
a large-scale distributed network of more than 100,000 computers worldwide.  
Current and past responsibilities include: Coding on the server and client software, helpdesk member, administering servers for the distributed network, handling administrative network related issues such as DNS and mail. (<http://www.distributed.net/>)