The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at **wvOASIS.gov**. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at **WVPurchasing.gov** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Solicitation Response(SR) | **Dept:** 0210 | **ID:** ESR04091800000004613 | **Ver.:** 1 | **Function:** New | **Phase:** Final | ▼ | **Modified by** batch , 04/10/2018

Header 📎 8

List View

| General Information | Contact | Default Values | Discount | Document Information |

Procurement Folder: 427118

Procurement Type: Central Master Agreement

Vendor ID: 000000180526 ⬆

Legal Name: SUN MANAGEMENT INC

Alias/DBA:

Total Bid: $442,000.00

Response Date: 04/10/2018 📅

Response Time: 11:18

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC1800000010

Published Date: 3/27/18

Close Date: 4/10/18

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 1-Next-Gen Firewall Professional Services

Apply Default Values to Commodity Lines | View Procurement Folder

Proc Folder : 427118

Solicitation Description : Addendum 1-Next-Gen Firewall Professional Services

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2018-04-10 13:30:00	SR 0210 ESR04091800000004613	1

VENDOR
000000180526
SUN MANAGEMENT INC

Solicitation Number: CRFQ   0210   ISC1800000010

Total Bid : $442,000.00   **Response Date:** 2018-04-10   **Response Time:** 11:18:46

Comments:

FOR INFORMATION CONTACT THE BUYER

Jessica S Chambers

(304) 558-0246
jessica.s.chambers@wv.gov

Signature on File   FEIN #   DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	3.1.4 Network Enterprise Architect	100.00000	HOUR	$175.000000	$17,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Network Enterprise Architect with at least five (5) years' experience in the design, implementation, configuration, and management of a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.5 Next Generation Firewall Engineer	100.00000	HOUR	$135.000000	$13,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Next-Gen Firewall Engineer with, at least, three (3) years' experience in the design, implementation, configuration and management of Next-Gen firewalls in a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.6 Next-Generation Firewall Consultant	100.00000	HOUR	$145.000000	$14,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	3.1.6.1 Vendor must provide a Next-Gen Firewall Consultant with, at least, three (3) years' experience in Next-Gen Firewall technology consulting of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.7 Project Manager/Coordinator	100.00000	HOUR	$110.000000	$11,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Project Manager/Coordinator with, at least, three(3) years of experience in information technology project management.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	3.1.8.2 Next Gen Firewall Training Onsite	10.00000	DAY	$2,800.000000	$28,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for on-site training by a Next-Gen Firewall Trainer for up to 5 students.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	3.1.8.3 Next Gen Firewall Training Remote	10.00000	DAY	$2,600.000000	$26,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for remote training by a Next-Gen Firewall Trainer for up to 5 students, when remote training is the most feasible and cost-effective solution.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	3.1.9 Network Enterprise Architect - Optional Year 2	100.00000	HOUR	$175.000000	$17,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Network Enterprise Architect with at least five (5) years' experience in the design, implementation, configuration, and management of a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	3.1.9 Next Generation Firewall Engineer - Optional Year 2	100.00000	HOUR	$135.000000	$13,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Next-Gen Firewall Engineer with, at least, three (3) years' experience in the design, implementation, configuration and management of Next-Gen firewalls in a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	3.1.9 Next-Generation Firewall Consultant - Optional Year 2	100.00000	HOUR	$145.000000	$14,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : 3.1.6.1   Vendor must provide a Next-Gen Firewall Consultant with, at least, three (3) years' experience in Next-Gen Firewall technology consulting of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	3.1.10 Project Manager/Coordinator - Optional Year 2	100.00000	HOUR	$110.000000	$11,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Project Manager/Coordinator with, at least, three(3) years of experience in information technology project management.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	3.1.9 Next Gen Firewall Training Onsite - Optional Year 2	10.00000	DAY	$2,800.000000	$28,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for on-site training by a Next-Gen Firewall Trainer for up to 5 students.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	3.1.9 Next Gen Firewall Training Remote - Optional Year 2	10.00000	DAY	$2,600.000000	$26,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for remote training by a Next-Gen Firewall Trainer for up to 5 students, when remote training is the most feasible and cost-effective solution.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	3.1.9 Network Enterprise Architect - Optional Year 3	100.00000	HOUR	$175.000000	$17,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Network Enterprise Architect with at least five (5) years' experience in the design, implementation, configuration, and management of a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	3.1.9 Next Generation Firewall Engineer - Optional Year 3	100.00000	HOUR	$135.000000	$13,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Next-Gen Firewall Engineer with, at least, three (3) years' experience in the design, implementation, configuration and management of Next-Gen firewalls in a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	3.1.9 Next-Generation Firewall Consultant - Optional Year 3	100.00000	HOUR	$145.000000	$14,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : 3.1.6.1   Vendor must provide a Next-Gen Firewall Consultant with, at least, three (3) years' experience in Next-Gen Firewall technology consulting of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	3.1.9 Project Manager/Coordinator - Optional Year 3	100.00000	HOUR	$110.000000	$11,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Project Manager/Coordinator with, at least, three(3) years of experience in information technology project management.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	3.1.9 Next Gen Firewall Training Onsite - Optional Year 3	10.00000	DAY	$2,800.000000	$28,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for on-site training by a Next-Gen Firewall Trainer for up to 5 students.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	3.1.9 Next Gen Firewall Training Remote - Optional Year 3	10.00000	DAY	$2,600.000000	$26,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for remote training by a Next-Gen Firewall Trainer for up to 5 students, when remote training is the most feasible and cost-effective solution.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	3.1.9 Network Enterprise Architect - Optional Year 4	100.00000	HOUR	$175.000000	$17,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Network Enterprise Architect with at least five (5) years' experience in the design, implementation, configuration, and management of a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	3.1.9 Next Generation Firewall Engineer - Optional Year 4	100.00000	HOUR	$135.000000	$13,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Next-Gen Firewall Engineer with, at least, three (3) years' experience in the design, implementation, configuration and management of Next-Gen firewalls in a large network enterprise of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	3.1.9 Next-Generation Firewall Consultant - Optional Year 4	100.00000	HOUR	$145.000000	$14,500.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : 3.1.6.1   Vendor must provide a Next-Gen Firewall Consultant with, at least, three (3) years' experience in Next-Gen Firewall technology consulting of over 20,000 users and 35,000 devices.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	3.1.9 Project Manager/Coordinator - Optional Year 4	100.00000	HOUR	$110.000000	$11,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : Project Manager/Coordinator with, at least, three(3) years of experience in information technology project management.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
23	3.1.9 Next Gen Firewall Training Onsite - Optional Year 4	10.00000	DAY	$2,800.000000	$28,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for on-site training by a Next-Gen Firewall Trainer for up to 5 students.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
24	3.1.9 Next Gen Firewall Training Remote - Optional Year 4	10.00000	DAY	$2,600.000000	$26,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description : A daily rate for remote training by a Next-Gen Firewall Trainer for up to 5 students, when remote training is the most feasible and cost-effective solution.

WILLIAM J. KINTZ

14368 Chastine Drive King George, VA 22485

Success through Personal Leadership and Technical Expertise

Results-driven Enterprise Information Security and Networking Strategies professional who specializes in the design and deployment of innovative solutions to strategic challenges with the goal to share my passion for secure, yet functional, networks by uniting both the traditional IT and IOT/ICS/SCADA worlds in a way that makes the world a safer place to live.. Experienced at resolving complex tactical problems through creative troubleshooting. A versatile, motivated, and forward leaning senior professional who implements IT operational and leadership practices with both a big-picture perspective and attention to detail. Applies industry best practices across the process lifecycle to ensure advancement of business objectives.

- Possesses the strong ability to make sound decisions from both a business and technical perspective. Experienced with a full range of network environments. Adaptable, flexible, turnkey solution provider who consistently earns the confidence of both customers and staff through the delivery of superior support before, during, and after the project has been completed.
- Highly energized, effective, and persuasive communicator with strong interpersonal and technical skills. Experienced at delivering services while meeting strict deadlines, and delivering services in high-pressure, high-intensity environments.

CORE COMPETENCIES

**Critical Thinking • Risk Management • Disaster Recovery • Forensic Investigation • Competitive Intelligence
Penetration Testing • Industrial Control System Security • Palo Alto NextGen Firewalls • A10 Load Balancers
Cyber Exercise Assessment • ITIL / ISO20000 • BS7799 / ISO27002 • FISMA • Situational Leadership • NIST
Audit / Regulatory Compliance • Big Picture Vision • Project Management • Cisco ASA • SSL/IPSEC VPN
Paraben C2 Commander • BMC Service Desk Express • Kali Linux • Cyber Incident Response
Tripwire Enterprise • Novell eDirectory • Groundwork Open Source • Helix Pro • Visio
HSRP • IP Subnetting • ARIN • NAT • X-Ways Forensics • Cisco ACS • SSL Decryption
APC ISX Central • Single Sign On (SSO) • LDAP • Actatek Biometric Access Control
(ISC)2 CBK • Cisco Troubleshooting Model • SANS Institute Best Practices • Routing
Postini • Kiwi CatTools • Novell Access Manager • Novell Identity Manager**

PROFESSIONAL EXPERIENCE

Sun Management, Inc   Arlington, VA   2012-Present
Sun Management, Inc. is a $40+ million/year family owned security product VAR founded in 2003 serving the public and private sector's IT security and infrastructure needs.

Director of Engineering
Responsible for enhancing the performance and proficiency of Sun's team of 8 Professional Service Engineers, including resource scheduling, professional development, and test lab management. Created and implemented service model moving department from a cost center to profit center generating $5+ million in annual revenue. Also acts in Engineering capacity as subject matter expert on Palo Alto Networks firewalls, A10 Networks load balancers, and switching/routing networking equipment. Achieved Certified Professional Services Partner status for both Palo Alto Networks and A10 Networks product lines.

Chief Instructor
Created and operates the top Palo Alto Networks Authorized Training Center in the United States (the 1st of 4 named Elite ATCs in North America and the 1st of 2 companies to be named both an Elite ATC and Certified Pro Services Partner) as well as North America's 1st A10 Networks Authorized Training Partner. Among the highest rated instructors for all Palo Alto Networks training courses globally. One of a very select few partner engineers/instructors invited to assist Palo Alto Networks' education team in course content and lab development as well as to author and validate pCNSE certification exam questions. One of first partner instructors authorized to teach Palo Alto Networks Advanced Endpoint (Traps) training courses. Active member of Palo Alto Networks ATC and Technical Advisory Committees as well as the SANS Institute GIAC Advisory Board. First certified Partner Instructor for A10 Networks in North America.

United States Coast Guard Reserve   1999-Present
Commander
Consistently demonstrates leadership, integrity, and commitment as commissioned officer in role as a J3 Branch Chief at the USTRANSCOM Joint Reserve Unit, representing the 4 star commander in exercises supporting 3 separate combatant commands. First CG Reserve officer ever assigned to support the military cyber mission and selected for follow on assignment to create a CG Reserve Cyber Force as the first CG Cyber Command Senior Reserve Officer.

Previous assignments include serving as cyber / industrial control system (ICS) security SME leading the Joint Staff J7 Reserve Unit Cyber Exercise Support Team as DoD Assessment Team Lead for multiple large scale cyber exercises, Deputy Senior Reserve Officer & Intel Analyst, Search and Rescue Controller, and Network Engineering Project Officer. Key contributor to the success of high-pressure, high-stress, and high-stakes operations, including the Hurricane Katrina rescue effort, the Deepwater Horizon oil spill response, and numerous large scale search and rescue cases.

FHI 360   Washington, DC   2011-2012
FHI360 is a $850million/year, 5,000 employee global non-profit organization created in July 2011 with the merger of Family Health International (FHI) and Academy for Educational Development (AED).

Head of Architectures and Technologies
Key technical lead in designing and implementing the post acquisition integration of both the legacy FHI and legacy AED technology infrastructures as well as their IT departments. Instrumental in creating a consolidated Change Management process which unified the department and its focus on the mission. Evaluated and implemented systems to create the new unified operating environment.

- Coordinate the migration from legacy PBX to VoIP telephony and integration of Novell EDirectory with Microsoft Active Directory
- Mentor DC based staff on both technical troubleshooting and non-technical issues resulting in 100% retention of subordinate staff post acquisition.

Academy for Educational Development (AED)   Washington, DC   2000-2011
AED was a $450million/year, 2,500 employee global non-profit organization that was acquired by FHI in 2011.

Deputy Director of Information Technologies   2004-2011
Key team member entrusted with leadership of 25+ person information technology (IT) department, enabling its transformation into a more mature, capable, and efficiently functioning organization, including management of personnel and budget matters. Instrumental in strategic planning for department, as well as management of personnel and budget matters.

- Develop and manage annual department operating budget of more than $2.5 million.
- Communicate with Senior Management on status of IT initiatives.

Chief Information Security Officer (CISO), Director of IT Operations   2007-2011
Design, implement, and exercise IT disaster recovery and contingency plans. Work with Internal Audit Division and Compliance Officer to develop policy and procedures for technology-related activities. Coordinate and manage IT audits, forensics, and vulnerability and risk assessment. Implement single sign-on for all web-based corporate Intranet applications, UNIX servers, and network devices, utilizing LDAP and TACAC+ authentication.

- Optimize view of inventory assets as well as department's view of internal resources through design and implementation of enterprise-wide asset / configuration management system for IT and facilities.
- Implement integrated change, configuration, release, incident, and problem management processes based on ITIL framework and BMC Service Desk Express (SDE) service management tool.
- Design and implement security technology, including layer three and layer seven firewalls, vulnerability analysis, and disaster recovery capabilities.
- Design and execution of comprehensive forensic investigation policies and procedures resulting in successful identification of culprits in multiple security incidents.

Director of Infrastructure and Information Security   2000-2007
Directed the design, implementation, and migration of enterprise to new 24-cabinet data center, including biometric access control and IP-based environmental and motion-triggered video surveillance for all IT work spaces. Designed and migrated network infrastructure from public IP scheme to fault-tolerant, segmented, and scalable private IP scheme utilizing Border Gateway Protocol (BGP) across multiple WAN links.

Analytic Services, Inc (ANSER)   Crystal City, VA   1997-2000
ANSER is a not-for-profit federal government contractor specializing in forward thinking independent analysis.

Network Security Engineer   1999-2000
Designed, built, and managed ANSER's first layer 3 firewall, including web proxy, giving staff internet access from their desks for the first time. Managed, monitored, & enforced web browsing policies. Investigated any security breeches to web servers. Ensured network infrastructure was prepared for Y2K.

Director – Internet Services Group   1997-2000
Designed, built, and managed web enabled database applications using Cold Fusion and MS SQL Server. Instrumental in getting Cold Fusion approved for installation on the Secretary of the Air Force for Acquisitions' intranet in the Pentagon. Led, managed, and coordinated team of 8 cold fusion application developers and graphics designers ensuring applications fully satisfied requirements, were delivered on time, and were completed within budget.

EDUCATION
Master of Strategic Intelligence, Competitive Intelligence American Military University Charlestown, WV
Bachelor of Science, Computer Science (Magna Cum Laude) Hope College Holland, MI

KEY CERTIFICATIONS
GIAC Certified Forensic Analyst (GCFA) • Palo Alto Networks Certified Network Security Instrutor (CNSI)
ITIL v2 Practitioner (Change, Config, Release, Incident, Problem) • ITIL v3 Intermediate (Design, Transition)
Aerohive Certified Wireless Administrator (ACWA) • Sun Certified Network Administrator (Solaris 2.6)
A10 Networks Certified Application Delivery Engineer (CADE) • A10 Networks Certified Instructor
Palo Alto Networks Certified Network Security Engineer (pCNSE PANOS versions 4.1; 5.1; 6; 7; 8)
(ISC)2 Certified Information Systems Security Professional (CISSP)
GIAC Legal Issues in Information Technology and Security (GLEG)
GIAC Industrial Computing Security Professional (GICSP)

PROFESSIONAL DEVELOPMENT
Additional training topics include Project Management Institute's PMBOK, Ethical Hacking, the Institute for Applied Network Security (IANS) Security Forums, ICS-CERT/INL Industrial Control System Security

PROFESSIONAL RECOGNITION
Decorated Military Officer, including Defense Meritorious Service Medal & 6 Achievement Medals
Appointment as Cadet, United States Coast Guard Academy Class of 1997
5 AED Technical Achievement & Community Service Awards
1st Degree Black Belt in Wushu Liberated Martial Arts 2018
Boy Scouts' Eagle Scout Award 1990

PROFESSIONAL AFFILIATIONS
Member, International Information Systems Security Certification Consortium [(ISC)2]
Alumni, SANS (Systems Administration and Network Security) Institute
Member, International NGO Safety & Security Association (INSSA)
Member, Infragard Partnership for Infrastructure Protection
Member, Palo Alto Networks Technical Advisory Board
Member, Palo Alto Networks ATC Advisory Board
Member, Military Cyber Professionals Association
Member, SANS Institute GIAC Advisory Board
Alumni, Institute for Applied Network Security
Safe and Secure Online Volunteer, (ISC)2

PROFESSIONAL PRESENTATIONS
InsideNGO Disaster Recovery Conference – Dec 2011
HackEducate Guest Speaker on Life as CISO – Nov 2017

SECURITY CLEARANCE
Top Secret w/SCI Eligibility (Active)

MICHAEL J. BERMUDEZ

PROFESSIONAL EXPERIENCE

Sun Management, Inc.   Arlington, Virginia   *Dec 2014 – Present*
Senior Network Security Engineer
- Subject Matter Expert and Lead Engineer for several US Department of Defense firewall installations and firewall replacement projects using Palo Alto Networks Next Generation security products.
- Professional Services Engineer in charge of designing Palo Alto Networks security solutions and installing these systems in customer networks.
- Lead Engineer for design and deployment of A10 Networks solutions with a specialized concentration in SSL/TLS Decryption (A10 SSLi).
- Deliver highly technical presentations to customers including the full range of networking products in the Sun Management portfolio.
- Develop recommendations for customers regarding best practices designs and configurations for new and existing network security systems.
- Evaluate new technologies and make recommendations to senior management about best-of-breed products.

Defense Information Systems Agency (DISA) - Consultant   Fort Meade, MD   *Dec 2009 – Dec 2014*
Senior Systems Engineer – Gateway Security
- Instrumental in the architecture and deployment of the US Department of Defense Enterprise IPS and Web Content Filtering (WCF) System.
- Developed Palo Alto Networks Firewall policies to protect global DOD NIPRNet resources from DDoS Attacks, Zero-Day Threats, Viruses, Spyware, Vulnerability Exploits, and Data Loss.
- Analyzed PCAP output and created custom Palo Alto AppID and threat signatures to detect targeted exploits and classify network traffic according to Layer 7 Application Identification.
- Configured Juniper MX and EX series Routers and Switches used for communication between network security components and to provide automated and efficient DOD Internet Access Point (IAP) site redundancy and failover using eBGP and BFD.
- Designed and maintained Juniper firewall filters to facilitate routing between virtual routing instances and control ingress and egress network traffic.
- Architect and Administrator for F5 BIGIP Load Balancing systems, including the development of Rate Limiting and Traffic Shaping techniques using iRule scripting.
- Acted as a Tier III Support Engineer troubleshooting Palo Alto Networks, Juniper Networks, Red Hat Enterprise Linux, Splunk, and F5 BIGIP systems.
- Performed live demonstrations of the DISA Enterprise Web Content Filtering solution for key government personnel including an acting US Senator representing the state of Maryland.
- Created comprehensive system performance and feature-specific lab tests to support proof-of-concept, weekly database update, and software upgrade test objectives using Ixia IxLoad, BreakingPoint BPS, and Spirent Avalanche Test Suites.
- Conducted IA audits and applied Security Technical Implementation Guides (STIG) to enhance the security posture of production gateway security systems and achieve DOD Authority to Operate (ATO) accreditations.
- Lead Trainer and Facilitator of CBT and on-site technical training for Web Content Filtering and IPS Enterprise Solution.

Sun Management, Inc.   Arlington, Virginia   *Oct 2007 – Dec 2009*
Sales Engineer, Systems Engineer
- Assisted in the design and pilot testing of the DISA Enterprise Web Content Filtering (WCF) system for DOD.
- Supported Pre-sales efforts for an entire portfolio of Next Generations security products by presenting technical briefings and infrastructure designs.
- Installed and configured Juniper SSG Firewall and IPSec gateway systems for a large Realty customer to create a fully redundant site-to-site VPN architecture to connect 75 remote offices to the corporate internal network and secure inter-office traffic.
- Designed and Installed Infoblox DNS, DHCP, 802.1x, and RADIUS core networking services systems for small, medium, and large customer networks.
- Performed technical evaluations of a number of products including Palo Alto Networks Firewalls, Juniper Networks Firewall/IPSec VPN, and Infoblox Core Networks Services appliances.
- Maintained the corporate network infrastructure, including firewall, email, web server, SSL VPN, routing, and switching.
- Developed and presented Introductory and Administrative training course material on Juniper Networks Firewall and IPSec VPN suites of products for US Department of Defense Medical.

Karta Technologies, Inc. (NCI Information Systems)   Falls Church, Virginia   *Nov 2003 – Sep 2007*
Senior Deployment Engineer for US Air Force Medical Services
- Managed the deployment of projects designed to upgrade and modernize the telephony infrastructure, equipment, and business processes of United States Air Force Medical Treatment Facilities.
- Developed program requirements and standards for Air Force Medical Services regarding the installation of new VOIP telephone switching equipment, voicemail systems, phone instruments, and Automated Call Distribution (ACD) systems.
- Installed, configured and trained on Avaya Communication Manager ACD systems with BCMS and CMS to support the Air Force Access to Care initiative within base hospital appointing call centers.
- Surveyed and designed cost effective, modern telephony solutions involving Telephone Switching Equipment, Contact Center systems, and Voicemail servers.
- Developed secure statistical data transfer streams to a central repository for storage and consolidation of critical call center metrics.
- Performed technical project status briefings to US Air Force Command Level Staff.

B&P International, LTD.   Huntington, New York   *2002 - 2003*
Technical Consultant
- Developed and updated Microsoft Access databases used to store business information.
- Automated Microsoft Access database functions with Visual Basic and SQL programming.
- Set up and configured multiple client workstations and printers to be part of a Microsoft Windows domain.
- Upgraded software and installed Microsoft Windows operating systems on multiple workstations.
- Installed and replaced workstation hardware components and peripherals.

James Madison University Computing Helpdesk   Harrisonburg, Virginia   *2000 - 2002*
Computing Support
- Assisted in network troubleshooting of TCP/IP.
- Managed Novell NetWare user accounts for students, faculty and staff.
- Researched and developed solutions for virus and security threats to the campus network.
- Configured email clients and other user accounts for students and faculty.
- Assisted faculty and staff with network client upgrades and security patches.

TECHNICAL SKILLS

Palo Alto Networks PANOS | Juniper Networks JUNOS/ScreenOS | A10 Networks ACOS | F5 Networks BIGIP
Red Hat Enterprise Linux | Splunk | VMWare vSphere, vCenter Server | Solaris | Microsoft Windows
IPSec VPN | SSL Decryption | OSPF | BGP | RADIUS | DNS | DHCP | rsyslog | Shell Scripting
Ixia IxLoad | Wireshark | tcpdump | BeyondTrust Retina

CERTIFICATIONS

Palo Alto Networks Certified Network Security Engineer (PCNSE7, PCNSE6, CNSE5)
Palo Alto Networks Accredited Configuration Engineer (ACE)
A10 Networks SysAdmin Accredited Specialist for ACOS 2.7
A10 Networks Certified Engineer (CE)
Juniper Networks Certified Associate (JNCIA-Junos)
Juniper Networks Certified Design Associate (JNCDA)
CompTIA Security+

EDUCATION

James Madison University, Virginia
Bachelor of Business Administration
Computer Information Systems

SECURITY CLEARANCE

US Department of Defense – Top Secret Security Clearance (Active)

BOB PESAKOVIC

███████
██████████

CORE COMPETENCIES:

• Network security architecture • Systems engineering • System design and implementation •
• Project and systems management • IS regulatory standards • Network Administration •
• Troubleshooting and root cause analysis • Incident response •
• WAN, LAN, routing switching, firewall, VPN, IPS, virtualization and wireless technologies •

PROFESSIONAL EXPERIENCE:

Sun Management, Inc. Arlington, VA: April 2017-Present
Position: Certified Palo Alto Networks Instructor

Currently serving as a certified PCNSI for Palo Alto Networks, teaching multiple PAN-EDU classes to customers in commercial and government sectors. One of the highest rated Palo Alto Networks instructors globally, based on student evaluation ratings.

Sun Management, Inc. Arlington, VA: June 2011-Present
Position: Senior Network Security Engineer/ Senior Security Consultant

Professional and consulting services for customers in government, education and private sectors, including business and technology evaluations, recommendations, compliance assessment and enforcement, solution design, integration and implementation, production audits and optimization. Supporting technologies: Cisco, Juniper Networks, Palo Alto Networks, FireEye, A10 Networks, VMware, Microsoft, and other:

- ITIO: October 2017- November 2017
  Lead consulting role in the ITIO's migration of the core firewall cluster.
- The U.S. Department of Health and Human Services: April 2016- September 2017
  Lead engineer, architect and implementer for a capital, 16-month long integration of a centralized security solution for the Department of Health and Human Services. The project involved nine operational divisions in six states and fourteen data centers: NIH, FDA, HRSA, NLM, ITIO, CMS, CSIRC, IHS and OIG.
- The George Washington University, Washington DC: Nov 2015- Feb 2016
  Lead engineering role in securing customer's network infrastructure, resolving production outages, and mitigating security incidents. Security compliance audits, recommendations, implementation and operational support.
- U.S. Department of Justice, *Washington, DC:* Jan 2016

- Stinger Ghaffarian Technologies, *Greenbelt, MD:* Oct-Nov 2015
  Consulting role in assessing client's security infrastructure, designing and integrating new security solutions.
- Healthcare of Ontario Pension Plan, *Toronto, CA:* May 2015- Sep 2015
  Engineering support for the HOOP's new data center in Toronto, CA: Security architecture, design, implementation and operational support.
- TeleCommunication Systems*, Annapolis, MD/Seattle, WA:* March 2015- April 2015
  Leading consulting role in securing corporate network perimeter, and migrating client's infrastructure from legacy technologies.
- Resident Security Consultant at *CareFirst BCBS, Owings Mills, MD:* March 2012- February 2015
  Leading role in providing management and operational support for the corporate security infrastructure; Network security hardening and administration; Security compliance assessments, audits & enforcement; Incident response; Project management; Day-to-day operational support.
- Resident Engineer at Montgomery College, *Rockville, MD*: Aug 2011-Feb 2012
  Engineering support for a major upgrade of the MC production infrastructure and transition from legacy to the latest innovative technologies.
- Pre-sale engineering support for multiple federal and commercial accounts: June 2001- Present

DVA Associates, Gaithersburg, Maryland: February 2003- May 2009
Position: Junior PM/ Systems Engineer

- Provided high level engineering support on over fifty projects and independently managing smaller scale ventures.
- Responsible for a variety of duties, from initial budget planning, through collaboration with clients and consultants, to on-time project delivery and quality control.
- Expertise in systems design, team coordination, scheduling and project administration.
- Conducted multiple surveys, assessments and evaluations.

Construction Company 'JASTREBAC', Serbia: November 2000- May 2002
Position: Project Engineer

EDUCATION:

- Professional Master of Engineering; University of Maryland, College Park, 2012
- B.Sc. in Civil Engineering; University of Nis, Serbia, 2000

Independent Coursework:

• CISCO: Cisco Networking Academy • PALO ALTO NETWORKS: PAN-EDU-201;PAN-EDU-205;PAN-EDU-221;PAN-EDU-301;PAN-EDU-311 • JUNIPER NETWORKS: Juniper Network Fundamentals; Juniper Networks Enterprise Switching; Campus Design Best Practices; Juniper Networks Firewall; Wireless LAN (WLAN) Fundamentals; Introduction to Network Security; Network Infrastructure; Juniper Networks Enterprise Routing; Juniper Networks Unified Access Control • AEROHIVE NETWORKS: AeroHive Wireless Network Administration • A10 Networks Foundation; A10 Security Sales Enablement • ADVISERA eTraining: ISO-9001 Fundamentals; ISO-27001 Internal Auditor Course • NICCS: ISO 27005 Risk Manager • OTHER: Microsoft-Network Administration; Khan Academy: Journey Into Cryptography; WireShark University; CodeAcademy: Python

Certifications/Specialties:

Engineer in Training (EIT), State of Maryland, License ██████, June 2013
PCNSE (PCNSE8), Palo Alto Networks, October 2017
CNSI, Palo Alto Networks, April 2017
PCNSE7, Palo Alto Networks, License ████████████, June 2016
PCNSE6, Palo Alto Networks, License 6 - ███████ August 2015
CNSE 4.1, Palo Alto Networks, License ████████ June 2013
JNCIS-SEC, Juniper Networks, September 2011
TCSE, Tufin Technologies, November 2012
ACWA, Aerohive Networks, December 2011
Certified Network Administrator, Microsoft, 2002
CCNA, Cisco Systems, 2002
PMI-PMBOK
NIST RMF/ FIPS-200/ SP 800-37/53/61/83
ISO 27001-27005

• Technologies: Cisco, Palo Alto Networks, Juniper Networks, Aerohive, FireEye, Infoblox, A10 Networks, VMware, SourceFire, Snort, Wireshark, Nessus, Apache, Zenoss, OpenVPN, and other •
• Routing and switching protocols: IGP, BGP, OSPF, STP, 802.1q, 802.1X •
• QoS: design, implementation and troubleshooting •
• Security: IPsec, SSL •

Summary of Qualifications

Goal oriented high-energy technical Professional with exceptional interpersonal and communication skills. Extensive background in the Telecommunications Industry with experience in the Carrier, Public Sector and Fortune 500 and Education Markets.

Project Management   **Engineering Management**   **Staff Management**
Strategic Planning   **Application of IT to Business**   **IT Products & Services**

- Proven ability to manage IT Projects and services in complex multi-faceted deployments
- Demonstrated ability to cultivate executive level relationships and maintain those relationships over long periods of time.

Professional Experience

Sun Management   **June 2014-Present**
Engineering Program Manager

Engineering Program Manager for team of 8 Network and Security Engineers. Hold responsibility for coordinating client engagements, developing Statements of Work, Scheduling Services and Project Management

- Development of weekly and monthly engineering workload
- Project Management for complex deployments
- Responsible for resource planning and scheduling
- Responsible for resource utilization and cost analysis

Sun Management   **December 2006-June 2014**
Sr. Account Executive-Public & Private Sector

Sales of next generation solutions for Carriers, F1000 Companies and Public-Sector Companies. Manage PA, NJ, and DE for all sales activities. Partner with manufacturers to provide leading edge solutions for the DMZ, Data Security, Core/Edge Routing and VPN Solutions.

- Consistent achievement of sales quota
- Consistent growth with the territory
- Solid knowledge of network infrastructure, Security Solutions, Wireless Solutions and Data Centers Solutions
- Developed broad base of customers in public and private sector
- Solid knowledge of Mid Atlantic SLED Marketspace

D&E Communications   **June 2003-November 2006**
Account Executive-Government, Education and Commercial Sales

Sales of Voice Networks, Data Solutions, Video Conferencing and Application Development to Pennsylvania State Government, lower and higher education as well as commercial business entities. Business partners include Cisco, Hewlett Packard, Mitel, Intertel, Microsoft and Alverion.
- 100%+ of Quota Achievement for 2004
- Maintain relationships at the Secretary, Deputy Secretary, Director, Deputy Director, Chief and Admin level.
- Develop and maintain relationships with IT Coordinators, Business Managers, Superintendents and IT staff
- Built new portfolio of business via horizontal & vertical account development
- Work closely with key business partners to drive solution-based sales

PC PAL   **August 2002-June 2003**
Owner/Operator

SOHO Value Added Reseller (VAR) that provided services the Small Office/Home Office and Home User Community. The company sold hardware, performed services on Microsoft and Cisco platforms.

- Install services on Windows 2000, Windows 2000 Server, Windows XP
- Built PC and Servers
- Resold hardware including PC's, Servers, Switches, Routers etc.
- Resold Software and applications

NEC Business Network Solutions   **August 2001-August 2002**
Mid Atlantic Regional Manager

Regional Manager for a sales team of 10 that delivered TDM & IP based solutions for voice, data and video projects. Solutions included products by Cisco, NEC, Polycom, Sprint, AT&T, Qwest, Redback Networks, and other High-tech products

- Maintained relationships with key personnel at executive levels in order to sustain long term relationships
- Worked with supplier channel to develop specialized activities to promote products and drive incremental business

Alcatel Corporation   **October 1998-July 2001**
Territory Manager

Responsibilities included direct and indirect sales of voice and data technologies.   Clientele included Carriers, Fortune 1000, Healthcare, and Educational Institutions, and Government entities. President's Club Award Winner

- Presidents Club Award Winner for 2 consecutive years.
- Prospected into large accounts and carriers to secure meetings with IS Managers, CIO's, CFO's and other influencers in the decision-making process.
- Managed Channel Partners & Sales for Southern NJ, Delaware and Eastern Pennsylvania as well as tutored channel reps on networking technologies
- Performed consultative based duties and recommend Voice and Data Solutions for Fortune 1000, Carrier, Healthcare and Educational Institutions, and government agencies
- Organized and promoted Technology Seminars in the Tri-State Region
- Project managed network installations in Tri-State Region

Bay Networks/Nortel Networks   **October 1997-September 1998**
Channel Account Manager

Responsibilities included direct touch and indirect sales via existing client base and through channel partners. New business development campaigns included mass marketing and cold calling in conjunction with channel partner's Account Executives.

- Maintained level of sales equivalent to exceeding goals set by sales management
- Maintained strong relationships with Clients and Value-Added Resellers via persistent on-site presence.
- Developed infrastructure solutions for Higher Education, K-12, Government and F1000 clients
- Solutions included ATM (OC3, OC12), Fast Ethernet, Gigabit, FDDI, Token Ring and multi-protocol routing solutions

Diversified Data Systems, Inc   **September 1994-October 1997**
Sales Manager

- Sales team achieved 100%+ of quota's during my management period
- Performed duties as Sales Manager as well as Senior Consultant that developed solutions for PC based networks.
- Developed LAN/WAN Solutions based on Microsoft and Novell Networks as the operating system and Cisco, Nortel and 3COM and the infrastructure.

Education:

Shippensburg University of Pennsylvania (BSBA) 1987
Villanova University-Masters Certificate in Project Management 2018

Current Certifications:

PMI-PMP
Palo Alto Traps Certified Endpoint Specialist

Michael J. Connors Jr., M.S., CISSP

████████
████████████████   ████████████
        ████████████

TECHNICAL EXPERIENCE

Security Software
- Firewalls: Palo Alto, Cisco ASA, Checkpoint, and Juniper
- Intrusion Detection System: Palo Alto, Juniper IDP, Sourcefire/SNORT, Cisco NG-IPS
- Security Information and Event Management: RSA EnVision, Q1 Labs, and Nitro
- Scanners: Nessus, Nexpose, NMAP, and LanGuard
- Forensic: Encase, XRY, Paraben, AFLogical and Sleuthkit
- Penetration Testing: Metasploit and several toolsets from Kali Linux Distribution
- Vulnerability and Configuration Management: RedSeal, Algosec

Enterprise Software
- Microsoft: Active Directory, SQL Server, IIS, Office and Windows OS variants
- Oracle: Java and PeopleSoft
- Open Source: Linux OS variants, Samba, and Apache
- Google: Android OS with concentration on forensic analysis

Regulations and Standards
- HIPAA, FERPA, PCI, Sarbanes Oxley, NIST

EMPLOYMENT

Jan. '16 -   Sr. Network Security Engineer
Present   Sun Management, Arlington, VA

- Deploy Palo Alto's complete product line into various sized network environments
- Develop and augment client security policy based on application, user-id, and threat-IDs
- Configure decryption policy for SSL/HTTPS inspection
- Deploy and migrate customer VPN to Palo Alto's GlobalProtect™
- Deploy Palo Alto Panorama™ and create policy for large scale firewall management
- Deploy Palo Alto Wildfire™ 500s into environments with classified information
- Deploy Palo Alto products in Microsoft Azure cloud environment
- Migrate multiple vendor product functions (Routing, QoS, VPN, IPS, etc.) to Palo Alto networks
- Analyze clients' network architecture and make recommendations based on best practice
- Develop security reporting in Panorama™ and NGFWs to comply with audit requirements
- Develop Statements of Work as part of project plans for customer engagements and billing
- Support sales team on pre-sale engagements and deliver Palo Alto lab demos to customers

EMPLOYMENT *(continued)*

Mar. '13 -   Network Security Engineer III
Jan.'16   Johns Hopkins University, Baltimore, MD

- Deploy and manage network security configurations for all Johns Hopkins firewalls
- Deployed and manage a high availability pair of Palo Alto 7050s for clinical segmentation as well as a high availability pair of Panorama™ M-500s
- Perform log analysis for security incidents and troubleshooting
- Implement and manage vulnerability assessments process for public addressing
- Implement and manage reputation filtering solutions
- Integrated several community hospitals into the Johns Hopkins network
- Upgrade ASA firewall infrastructure from 8.2 to 9.x code for TrustSec and NGFW
- Implement Cisco NGFWs on several Johns Hopkins networks
- Standardized over 50+ firewall configurations for compliance
- Deployed Cisco Security Manager (CSM) for firewall management
- Audit firewalls against industry compliance (HIPAA and PCI) via AlgoSec
- Lead evaluation of competing firewall vendors, Checkpoint and Palo Alto

Dec '07 -   Information Security Analyst/Engineer
Mar. '13   University of Baltimore, Baltimore, MD

- Lead IT security investigations, audits, and daily information security monitoring activities
- Lead audit remediation activities and assure continued compliance
- Develop security awareness education campaigns
- Manage and analyze firewall and ACL configurations changes
- Perform vulnerability assessments and penetration test remediation activities
- Create and maintain security policy and assure infrastructure compliance
- Continually develop audit reporting and alerting utilized in the audit program
- Built and maintain the enterprise IDS and SIEM architecture
- Review daily security reports
- Administer web application firewalls
- Assist in building and maintaining the security policies implemented by the University
- Continually develop procedures supporting security policies
- Perform security risk analysis for new applications including cloud services
- Assist in security management related to the ERP provisioning/ de-provisioning

Oct. '06 -   Information Technology Project Manager
Dec. '07   Motor Vehicle Administration (MVA), Glen Burnie, MD

May '05 -   Network Specialist Lead
Oct. '06   Motor Vehicle Administration (MVA), Glen Burnie, MD

EDUCATION

May '12	M.S. Applied Information Technology Towson University, Towson, MD
May '12	Post Baccalaureate Certificate Information and Security Assurance Towson University, Towson, MD
Dec. '03	B.S. Applied Information Technology University of Baltimore, Baltimore, MD

CERTIFICATIONS

Feb. '18	Palo Alto Certified Network Security Engineer 7 (PCNSE 8)
Feb. '18	Juniper Networks Certified Associate, Junos (JNCIA-Junos)
Dec. '17	Palo Alto Networks Certified Security Consultant (PCNSC)
Jun. '17	Juniper Networks Certified Design Specialist, Security (JNCDS-SEC)
Aug. '16	Palo Alto Certified Network Security Engineer 7 (PCNSE 7)
July '16	Palo Alto Pre-Sales Engineer (PSE-P)
Oct. '15	Palo Alto Certified Network Security Engineer 6 (PCNSE 6)
Jan. '12	Certified Information Systems Security Professional (CISSP)
Dec. '04	CompTIA Security +
Dec. '04	Microsoft Certified Professional (MCP)

June 1, 2017

To Whom It May Concern:

On behalf of the Global NextWave Partner Programs team at Palo Alto Networks, this is to inform you of the partnership between Palo Alto Networks, Inc. and:

Sun Management
2000 14th St. N Suite 770
Arlington, VA 22201-2526
USA

Sun Management is classified as a **Platinum** level partner in the Palo Alto Networks NextWave Partner Program.

Thank you,

Karl Soderlund
VP, America's Channels
Palo Alto Networks

Palo Alto Networks, Inc.
3300 Olcott Street
Santa Clara, CA 95054

AUTHORIZED TRAINING CENTER

THIS CERTIFICATE OF ACKNOWLEDGEMENT CONFIRMS THAT

Sun Management

has successfully earned **Palo Alto Networks ELITE Authorized Training Center** designation based on exceptional commitment to delivering the highest standards for instructor technical certifications, lab and training facility capabilities, and commitment to Palo Alto Networks customer training quality standards.
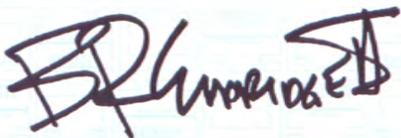
Brett Eldridge
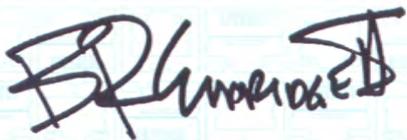SVP, Global Customer Services

1 February 2016
Date of Issue

paloalto NETWORKS®
ELITE
AUTHORIZED TRAINING CENTER

CERTIFIED PROFESSIONAL SERVICES PROVIDER

THIS CERTIFICATE OF ACKNOWLEDGEMENT CONFIRMS THAT

Sun Management

has successfully earned **Palo Alto Networks Certified Professional Services Provider** designation based on demonstrated technical certifications, consulting experience, lab capabilities, and commitment to Palo Alto Networks customer satisfaction standards.

Brett Eldridge
SVP, Global Customer Services

1 February 2016
Date of Issue

paloalto NETWORKS

CERTIFIED PROFESSIONAL SERVICES PROVIDER