



Your Vision Made Possible

Across Canada | Oct – Dec 2013

Vancouver, Calgary, Edmonton and Winnipeg



(All speakers are subject to change)

INTERNET OF EVERYTHING SPEAKERS

Victor Woo

General Manager - Internet of Things, Industry Transformation, Cisco Canada

Victor serves as the GM for the Internet of Things (IoT) for Cisco Canada. As one of Cisco's top priorities, IoT extends internet technologies to devices within the industrial markets (Manufacturing, Utilities, Transportation, Machine to Machine, Oil & Gas etc). He currently oversees sales and business development initiatives for IoT related activities within the Canadian marketplace. As a 17 veteran of Cisco, Victor has held previous roles in systems engineering (CCIE 3838) and in sales/sales management for various markets including banking, public sector, manufacturing, retail, hi tech and service provider. For his achievements in sales excellence, Victor has earned Chairman's Club Award three times at Cisco - a distinction that is reserved for the top 1.5% performers personifying, customer satisfaction, leadership, teamwork and innovation. Prior to joining Cisco, Victor held positions at Nortel Networks in Product Management and Information Technology. Victor holds a Bachelor's Degree in Systems Engineering and Management Sciences from the University Waterloo

Rick Huijbregts

Vice President, Industry and Business Transformation, General Manager, Smart + Connected Communities, Cisco Canada

As Vice President, Industry and Business Transformation and General Manager, Smart+Connected Communities, Rick Huijbregts leads a team of experts dedicated to business transformation for Cisco's Canadian customers. He is also responsible for Cisco Canada's Smart+Connected Communities practice, including Smart+Connected Real Estate, and leads the development of Cisco Canada's communities, municipal, and real estate initiatives nationally.

In his previous role at Cisco, Huijbregts served as Vice President of Vertical Sales where he led a national team focused on developing sales practices and building solutions for industry-specific markets. Prior to this he was responsible for business development of Cisco's real estate sector in the United States, Canada, and Emerging Markets regions. He started at Cisco in 2005 as a member of Cisco's corporate real estate team.

Prior to joining Cisco, Huijbregts was executive director of the Center for Design Informatics at the Harvard Design School. He was also co-founder and CEO of Edificium Inc. and consulted for international clients AEW Capital, McGraw-Hill Construction, Aukett Architects, and Capital Planning Technologies.

In 2012 he was awarded the Queen Elizabeth II Diamond Jubilee Medal and was named one of the "Top 35 Persons to Watch in 2012" by Realcomm.

In addition to his responsibilities at Cisco, Huijbregts is the Executive-in-Residence at George Brown College in Toronto for the Centre for Construction and Engineering Technologies. Huijbregts holds a bachelor's degree in construction management from the Tilburg Polytechnical University in the Netherlands, a master's degree in real estate development and project management from Delft University in the Netherlands, and a doctorate from Harvard University with a specialization in real estate technology and investment management

COLLABORATION SPEAKERS

Cesar Barrero

Consulting Systems Engineer

Cesar Barrero is a Collaboration Consulting Systems Engineer for Cisco in Western Canada, providing architectural guidance to customers and partners on collaborative technologies that can help transform organizations. Cesar brings with him 22 years of experience on Network Design and Implementation, Unified Communications and Collaboration. He has been 14 years with Cisco on a variety of Technical and System Engineering roles across Latin America, US and Canada.

Cesar holds a Bachelor's degree in Electrical Engineering from Universidad de los Andes in Bogota as well as Marketing Specialization on the same University. He also holds a CCIE (#6994) certification in Routing and Switching.

Nicky Kearns

Consulting Systems Engineer

Since March of 2012 I have taken on one of my passions throughout my career, namely video. After fifteen years in various systems engineering roles for Cisco, I have taken on the role of Consulting Systems Engineer for Business Video in Western Canada. As a Systems Engineer with Cisco since 1997, I lived through many major transitions in the networking industry. I have worked in Service Provider, Enterprise, SMB and Partner roles with specialties ranging across multiservice, UC, collaboration, SP voice, security, data centre and video.

Before Cisco, I worked as a project manager on large Newbridge and Wellfleet/Bay Networks solutions in major Swiss customers. I also have experience in the terrestrial TV/Radio broadcast, microwave radio, satellite earth station and international transmission (TDM Mux, etc).

I recently presented on WebEx-enabled TelePresence at CiscoLive in Orlando.

Robert Bouchard

Consulting Systems Engineer

Collaboration Consulting Systems Engineer (CSE) for Cisco Systems Canada, specializing in TelePresence and Business Video solutions; as a presales technical

resources, he covers the Canadian Federal Public Sector out of Ottawa, Industry, Enterprise, and Provincial/Municipal Public Sector in Atlantic Canada, as well as a number of national Service Providers. With over 10 years of industry experience and a solid background in designing and implementing end to end Collaboration Solutions from the ground up, Robert leverages a consultative approach to match line of business requirements to functional business solutions enabled through technology. Presently, Robert is the lead architect on two major Public Sector Shared Services projects, where both governments are looking to consolidate their multivendor investments in Visual Collaboration across multiple departments into a single, shared core. Once complete, they will represent two of the largest Business Video deployments in Canada.

Shawn Cardinal

Consulting System Engineer

Shawn Cardinal is a Collaboration Consulting System Engineer with Cisco Systems Canada. Shawn is responsible for providing technical guidance for Cisco Collaboration technologies across Canada. Shawn has over 20 years of field experience in communications with the last 13 years spent focused on Cisco Collaboration. Before joining Cisco last year, Shawn has had the opportunity to work as a Cisco partner and customer, giving him first-hand knowledge of today's collaboration challenges.

Vince Chou

Systems Engineer

Supporting oil & gas, enterprise customers in southern Alberta, been with cisco since Nov 2004, specialized in collaboration, CCIE#37148 (Voice).

DATA CENTER

Alok Takkar

Consulting System Engineer

Alok Takkar is a Collaboration Consulting System Engineer with Cisco Systems Canada and is based out of Ottawa. Alok is the subject matter expert for everything collaboration and has been focusing in assisting sales team across Canada achieve the trusted status with the customers. Alok has been dabbling with Cisco voice and collaboration for the past 7 years of his 8 year tenure at Cisco.

Dj Janes

Consulting Systems Engineer

Darrell Janes (DJ) has been engaged in the Atlantic Canadian IT community since 1987. He has held a variety of positions, ranging from service engineer with Digital Equipment and Compaq, Senior Solution Consultant with HP and currently a Senior Data Center Consulting Systems Engineer for Cisco Systems. DJ is responsible for defining, developing and supporting sales for Cisco Data Center solutions in Atlantic Canada. Focusing on primary “peaked” area of technical expertise including Infrastructure and Data Center technologies.

Michael Kirchenbauer

Consulting Systems Engineer

Michael Kirchenbauer (P.Eng.) is a 24 year IT veteran. His experience spans hardware deployment/operations and maintenance through to application architecture and data centre infrastructure design having worked for companies such as IBM and EMC before recently joining Cisco's Data Center Practice. His most recent role was 8 years at EMC as a technical SE responsible for the core storage architecture and design for large enterprise clients in both physical and virtual environments.

Patrick LeMaistre

Consulting System Engineer

Patrick LeMaistre is based out of Winnipeg, Manitoba, Canada where he is a Consulting Systems Engineer specializing in data center technology for Cisco Systems. Patrick has

worked for Cisco in Canada and the US for over for 14 years primarily focused on the areas of virtualization, service provider and mobility. Previous to his work at Cisco, Patrick was co-founder and vice-president network operations for Escape Communications Corp. He holds a Bachelor of Science degree in Engineering from the University of Manitoba and recently filed his first patent pertaining to data center Ethernet with the US patent office.

Ronnie Scott

Technical Solutions Architect, DC

Ronnie Scott brings with him 25 years of broad IT experience, including senior consultative roles for Financial Services, Internet Service Providers, ILEC Carrier Networks, and large enterprise customers across New Zealand, Australia and Canada. Ronnie is currently Cisco's Data Center Technical Solutions Architect for Western Canada, and is focussed on building sustainable, scalable solutions for Cisco's customers. Ronnie's broad experience base and a clear communication style will help bring a clear understanding of how Cisco's DC solutions assist customers in keeping up with their Data Center IT demands.

Willem Schaik

Consulting Systems Engineer

Willem van Schaik is an IT Architect with 30 years' experience in the industry. After ten years with Sun Microsystems, Willem joined Cisco in 2009 at the start of the Unified Compute System. As a presales Consulting Systems Engineer he has helped customers design and implement virtualized and bare metal platforms ranging from Service Providers to Control Systems to Private Clouds.

In the three years that Cisco UCS is on the market, it has doubled year-over-year with currently 23,000 customers and over two billion dollar in revenue. Cisco UCS is now the second largest X86 blade platform in the world.

Willem has a Masters in Architecture from the University of Delft in The Netherlands.

ENTERPRISE NETWORKS

Francis Girard

Consulting Systems Engineer

Francis Girard is a Consulting Systems Engineer specializing in Borderless Networks, more specifically in Enterprise Mobility. Francis is a graduate from École Polytechnique de Montréal, with a bachelor's degree in Electrical Engineering. He has been working in the information technology sector for 20 years and joined Cisco in 1998. Francis is based in Montreal and has been supporting Cisco's business development efforts in the enterprise wireless networking space in Canada for the last 6 years.

Nathan Wiens

Lab Systems Engineer

Nathan Wiens is the Lab Systems Engineer for Cisco in Vancouver. His role is to bring in new Cisco products across all architectures, learn them, and integrate them into the lab to be used for demos and training. He also supports other Systems Engineers with proof of concept demonstrations and design. Nathan graduated with a Bachelor's degree in Network Management from NAIT in Edmonton, and joined Cisco earlier this year.

Ian Procyk

Wireless Consulting Systems Engineer

Ian Procyk joined Cisco in 2011 as a Wireless Consulting Systems Engineer covering Western Canada. As a wireless CSE, he is responsible for helping customers architect and implement wireless networks of all shapes and sizes. Equally at home in the field; Ian enjoys the challenges that complex and mission critical wireless deployments bring; the places they take him and the sharing of knowledge with the people that make them possible. Prior to joining Cisco, Ian worked as the wireless lead for GBIT logistics, a BC based professional services consulting company. At GBIT, Ian helped design and build both fixed and mobile wireless networks for a broad range of customers including those in Healthcare, Education and Utilities. Ian started his career in IT at the University of British Columbia, which to this day is one of the largest and most successful Cisco wireless implementations in Canada.

An electronics tech at heart, Ian has also held an Industry Canada Amateur Radio license since 1997 (call:VE7HHS). For the last 16 years he spent most of his free time supporting several volunteer organizations, and their associated communications infrastructure in BC, where he lives.

Joel Knight

Systems Engineer with Cisco Systems

Joel Knight is a Systems Engineer with Cisco Systems and is responsible for working with enterprise customers to help them understand Cisco products and solutions through technical briefings, architecture and design sessions, and competitive analysis. Prior to his current position, Joel worked as an Infrastructure Architect and Infrastructure Group Lead at an oil & gas producer designing complex communications, security, and data center solutions, performing technology roadmapping, and ensuring cohesive technology delivery from the Desktop, Network, Server, Storage, and Virtualization teams. Previous to that, Joel worked for an IT services company designing and implementing WAN, Internet and security solutions. Joel has also worked for two of the largest Internet service providers in Canada where he was responsible for monitoring, troubleshooting, and upgrading complex data networks that delivered services to millions of homes and businesses across the country.

Joel is active in the open source community and is a former committer and technical writer for the OpenBSD project where he wrote the bulk of the official user guide for the OpenBSD packet filter firewall system. Joel has been an active UNIX sysadmin since some of the earliest days of Linux and is fluent with Linux, Solaris, OpenBSD and FreeBSD. He has written a number of scripts for monitoring network infrastructure which he's made available online under an open source license.

You can follow Joel on Twitter as @knight_joel and read his blog at www.packetmischief.ca.

Nicole Gerald

Systems Engineer

Nicole Gerald is a Systems Engineer for Cisco Systems with over 14 years' experience in the IT industry. Prior to Cisco, Nicole held various roles as a Customer Systems Engineer, Technical Solutions Architect and Design Engineer for various companies including a few years abroad at Telecom NZ. Nicole attended UofA as well as NAIT in the Computer Engineering Technology program, and has volunteered her networking skills for events in the community such as the World Track & Field Games in Edmonton as well as recently judging the Western Canadian FIRST Robotics competition. She's also a member of the Women's Executive Network.

Andy Tse**Channel Systems Engineer**

Andy Tse is a Channel Systems Engineer with Cisco Systems Canada. Andy has been with Cisco for 2 years now and has been in the current position for just over half a year. As a Channel Systems Engineer Andy looks after multiple partners in Southern Alberta by providing them with the tools and knowledge they need to be a successful partner and grow in a very competitive and challenging industry.

Colin Boland**Systems Engineer**

Colin Boland is a Systems Engineer that has been with Cisco Systems since 2007, working with various customers of different sizes and different verticals in that time. Colin holds a double CCIE (R/S and Security), and is currently specializing in Enterprise Network technology. Currently Colin works with public sector health care and education customers, providing technical solutions to address business problems. Prior to Cisco, Colin worked at IBM as a Network Principal, and before that with TELUS as a Customer Solution Engineer.

Tammy Getschel**Channel Systems Engineer**

Tammy joined Cisco Systems in 2007 beginning her career at Cisco in Raleigh, North Carolina. After successfully completing the Cisco Sales Associate Program, Tammy moved to Regina, Saskatchewan. For the past 6 years Tammy has served customers in Saskatchewan helping customers design and deploy architecture solutions from Cisco. Recently, Tammy received a new role as a Channel System Engineer and assists Cisco Partners exclusively in Saskatchewan and Manitoba.

Ross Sweetzir**Systems Engineer**

Ross is a 20-year IT veteran with career focus in routing & switching. A recent addition to Cisco, he retains a strong customer centric vision of Enterprise Networking. Prior to starting at Cisco, Ross was employed as a Technical Lead at Alberta Blue Cross and a

Senior Network Analyst at Capital Health (AHS). Currently, he services the Alberta Commercial market as a Systems Engineer (SE).

SECURITY

Benjamin Rossignol

Consulting Systems Engineer

Benjamin Rossignol is Cisco's Consulting System Engineer for the Security practice for Eastern Canada. Benjamin holds a Bachelors degree in Electrical Engineering from Concordia University.

Benjamin also holds numerous Cisco Certifications:

- CCIE Security (Cisco Certified Internetworking Expert), since March 2009.
- Cisco Web Security Field Expert
- Cisco DC Network Infrastructure Specialist
- Cisco DC application Support Specialist

Over the past 7 years Benjamin has been involved with numerous Cisco Security projects in major clients around Eastern Canada and in the Federal Government.

Jason Maynard

Consulting Systems Engineer

Over the past decade Jason has been architecting, designing, and deploying next generation technologies that meet the most complex computing environments. Collaborating with highly competitive organizations and understanding strategic objectives enables Jason to deliver superior integrated solutions that enables corporations to meet current and future objectives while ensuring security practices are leveraged throughout the process. Jason's understanding of technologies, people, and process provides him the ability to maximize the success of delivering comprehensive solutions that align to an organizations security objectives and policies. Jason has worked in a variety of verticals in the capacity of end-user, partner, and now a manufacturer; Cisco. Jason holds a variety of certifications which include:

CCIE #29033, CCIE Security Written, CCDP, CCNP, CCIP, CCNA R&S, CCNA Voice, CCNA Security, CCDA, CNSS 4011, , CISE-FE, CQS-FDS, CDCS-NDS, CS-CRSFS, CS-CWSFE, CMNA, JNCIA-Junos, JNCIS-SEC, JNCIP-SEC, JNCIS-ENT, JNCIP-ENT, BCNP, BCEFE, BCLE, BCLP, HP Master ASE - Network Infrastructure, HP ASE - Network Infrastructure, HP AIS - Network Infrastructure, HP APP - Enterprise Networking, Net+, GIGTech, nGenius Specialist, GSEC (Expired), GCFW (Expired), CEH, FCNSA, FCNSP, PAN ACE, CNSE, A+, SCO CSA, CNA5/6, CNE6, MCP2K,

MCSA2/2K3, MCSE2/2K3, MCITP 2K8 Server Administrator, MCTS2K8 Microsoft Certified Technology Specialist, MCTS 2K8 Network Infrastructure Configuration, MCTS 2K8 Active Directory Configuration, VCP3/4, ITILv3, FireEye

Rob Bleeker

Consulting Systems Engineer

Rob is a Security Consulting Systems Engineer (CSE) for Western Canada , and has been with Cisco for approximately 18 months. As an CSE Rob works directly with the account System Engineers to find the best security solution for our customers in both the Enterprise and Public Sector.

Prior to his time with Cisco Rob was a Network and Security consultant working for several Cisco partners and has over 20 years of experience with designing, implementing, and supporting highly available and secure network systems and solutions that includes innovative technologies. Rob maintains a CCIE (#2926) certification in Routing and Switching (16 years and counting!)

SOFTWARE DEFINED NETWORKING

Rob Barton

Systems Engineer

Rob is located in Vancouver where he lives with his wife and two children. He is a an alumni of UBC with a P-eng from the Engineering Physics program. Rob holds dual CCIE's in Routing and Switching, and Network Security and is the first CCDE in Canada. Rob joined ArrowPoint Communications working as a e-commerce and datacenter specialist for many of the largest corporations in Canada.

In the time since ArrowPoint was acquired by Cisco, Rob has worked as an account SE, a Security CSE, and now back to an account SE focusing on our largest SmartGrid customers. Rob was instrumental in the conversion of BC Hydro to SmartGrid. This was the 1st and largest full IP SmartGrid deployment in the world. He is now helping out on a number of early stage Canadian SmartGrid opportunities. His day job is looking after UBC and other large public sector accounts in western Canada.
