

I have been involved in developer tools and automation as a developer and community member for over 25 years, since the early days of the world wide web. My first experience was on America Online on Windows 3.1 programming in Visual Basic. I am an avid computer nerd; I spend most of my time in front of one. So much so that I have a personal datacenter in my home that I am using to constantly tinker with new technology. I am insanely curious, always asking questions to get to the heart of the matter, and driven to help others succeed.

Professionally, I have worked in some capacity around Open Source for over 10 years, most notably for Docker when it was a project of a company called dotCloud from Series A through Series D funding.

Throughout my career, I have been in a constant state of building. Whether that's building products, partnerships, community, or bridges across organizations. I enjoy wearing many hats and working in a place where I can have the most impact.

Here's a rough outline of companies I've worked for and what I accomplished

Kentik, Inc - The Network Observability Company
VP of Business Development and Co-founder of Kentik Labs
2019-2023

I joined Kentik to lead the effort to open source key technology and establish partnerships beyond the traditional Service Provider.

A result of this work was that I established and ran an OEM partnership with New Relic, where Kentik brings all network monitoring capabilities. Kentik is paid a percentage of user fees and data ingest.

MariaDB - Open Source Database company
VP of Business Development
2018-2019

In this role, I was recruited out of Rancher Labs due to my work with Alibaba.

At MariaDB, I was responsible for putting together the contract and implementing the Go-To-Market Strategy for the MariaDB/Alibaba relationship after MariaDB took a \$25m strategic investment, culminating in an announcement and appearance at their yearly tech conference.

In addition, I ran the process, along with finance, to acquire Clustrix (announcement [here](#)), from initial outreach, investor relations, due diligence, organization planning / staffing adjustments, and implementation.

Rancher Labs - Enterprise Kubernetes Management
VP of Business Development

2017-2018

In this role, I was brought in to establish the first major partnerships for the company. I accomplished this in 2 ways.

At the time, Rancher was transitioning from its 1.0 product to its 2.0 product. In 1.0, it was less opinionated about Docker vs. Kubernetes, and mostly worked/focused on the Docker aspects. As a result, most of the team was unfamiliar with Kubernetes, despite its support for it.

To build Kubernetes muscle, I established a relationship with IBM to help them build the 2nd version of the IBM Kubernetes Service and brought in over \$1M in funding.

Separately, I established, implemented, and ran the integrated sales relationship between Canonical and Rancher (announcement [here](#))

Docker - Build, Ship, Run your Apps
VP of Business Development & Tech Alliances
2013-2017

I joined Docker when it was called dotCloud and had about 6 people. At the time, the community was largely centered in IRC, where I first made contact with the team.

In my role at Docker, for the first year I managed the community, worked with marketing on developer relations, went on the road and met with potential customers, gave talks at meetups, met with partners and cultivated their interest.

By the end of my tenure I had established and ran all strategic partnerships (MSFT, Alibaba, HPE, Red Hat, IBM, etc.) in addition to an ecosystem of technology integration across a number of industry categories, totaling over 400 companies.