

Paul Miller... CATALYZING GROWTH THROUGH LEADERSHIP IN STRATEGY AND TECHNOLOGY

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A sought-after **Technology Executive** with extensive experience in complex high-technology solutions architecture, product strategy, engineering development, product management, evangelization and team leadership. Entrepreneurial drive and energy combined with deep technical skills used to motivate cross-functional teams and drive products and solutions from concept to production. Experienced and effective at being the voice of the business to industry forums, customers and internal teams. A demonstrated history of business-effective product innovation and inventorship.

Strong Technology and Business Competencies

- Mastery of deeply technical system, network, and product architectures.
 - Rapidly adapt to lead new technologies; demonstrated in cloud, microservices, advanced media, IMS, mobile, applications, IP telecom, DPI, and more.
 - Ability to effectively work with R&D, presales, customer and executive teams.
 - Experienced in due diligence, acquisition and venture funding activities.
 - Energetic and positive presentation skills.
 - Experienced managing teams of strategists, architects, engineers and key technical leads.
 - Business effective leadership and ownership of product strategy, roadmap and architecture.
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Execution-Oriented: Led execution from concept through to product and platform delivery, including customized solutions that resulted in over 20 products, producing \$100M+ revenue annually.

Strategic Leadership: Responsible for product strategy for a \$1B, 2,500-employee company deploying products in over 600 networks in 80 countries.

Cloud Expert: Drove, introduced, deployed and operated all private cloud infrastructure, successfully completing deployments to four geographically distributed sites with over 15 cloud instances hosting thousands of high-availability applications, saving over \$10M annually.

Pragmatic Innovation: Invented concept of cloud automation platform, initiated strategic work allowing business to differentiate its products in cloud market, producing over 17 patents with \$100M+ in directly related revenue.

Business Growth: Responsible for building a large multivendor software ecosystem with vendors such as HPE, Red Hat, Canonical, Wind River, Riff.io and others, creating new business partnerships with 100% success rate, directly resulting in major multimillion-dollar wins at tier 1 customers.

Strong Visionary: Led strategic planning, market and competitive analysis, and portfolio-wide technology architecture resulting in company-wide unification of over 40+ products, including product planning and management, roadmap generation, and marketing direction.

Team Culture: Created, grew and retained a strong international, geo-distributed team of 50 with a dynamic culture of trust, commitment, accountability and results. A highly motivational leader that believes in a positive, supportive and learning work environment, directly resulting in 100% team retention.

Presentation: First choice for cutting-edge customer presentations, speaking engagements at industry forums, cross-functional internal events and senior leadership team/BoD meetings. Led creation of next-gen marketing materials, and videos. [Link to Video](#)

Results-Oriented: Implemented new tools for product management, continuous integration, continuous delivery, automated testing and performance analysis, and a cross-functionally adopted Agile process, cutting release times and TTM from over one year to weeks.

Solves Complex Problems that Integrate Strategy, Innovation, Leadership and Growth

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| ▪ Corporate Strategy | ▪ Open Source Technologies | ▪ Complex Engineering |
| ▪ Technology Evangelist | ▪ Container Technology | ▪ International Experience |
| ▪ Due Diligence M&A | ▪ Customer-Facing | ▪ EE and CS Engineering |
| ▪ Innovation | ▪ Published Patents | ▪ New Business Development |
| ▪ Solutions Engineering | ▪ Public Speaking | ▪ Agile Methodologist |
| ▪ Marketing | ▪ Cloud Expert | ▪ Team Building |
| ▪ Business Effective Leadership | ▪ Technologist | ▪ Software Architecture |
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Transforming Organizations through Cross-Functional Expertise and Ingenuity

Ribbon Communications, Westford, MA, *A publicly traded company that makes IP-based, real-time communications security and software solutions and products for fixed wireline, mobile, and cable service providers as well as large enterprises. Result of merger between GENBAND, LLC and Sonus Networks.*

SENIOR VICE PRESIDENT, TECHNOLOGY AND STRATEGY, 2018 – Present

Post-merger, directed all corporate cloud infrastructure across four geographically distributed sites. Spearhead company changeover from hardware to software in cloud, transforming the entire business. Lead architecture of next generation products. Office of the CTO, directly led a team of 50.

- **Big Data:** Governed 34-member team developing next-generation big data analytics and security application, including machine learning and AI capabilities, leveraging latest microservices, open source, APIs and Kubernetes containerized architecture for cloud.
 - Created customer-facing presentations and led multiple engagements. Partnered with marketing for collateral, show and video materials. [Link to Video](#).
- **Business Expansion:** Responsible for all corporate cloud infrastructure design including cooling, power, rack layout, and networking across four geographically distributed sites, resulting in over 15 cloud instances of varying sizes and purposes deployed, including over 15,000 vCPU managed.
 - Expert in OpenStack cloud networking technology, including OVS, DPDK, SNAT/DNAT, under SDN control. Expert in cloud API automation and OpenStack CLI administrative use.
- **Technology:** Used open-source technologies such as OpenStack, Microservices, Kubernetes, Docker, Hadoop, Apache Spark, Splunk, Tomcat, Java, and Zoomdata, and led next generation MVC UI design (Backbone.js, AngularJS, React.js) producing cloud native applications.
- **Oversight:** Oversaw OPEX/CAPEX Budget responsibility for and led all corporate computer/networking platform decisions for cloud infrastructure utilizing platforms from Red Hat, Canonical, Mirantis, Wind River (Titanium Server), and HPE Helion Cloud.
- **Dynamic Leadership:** Led multiple teams across R&D evolving legacy products to virtual platforms.
- **Modernizing Technology:** Governed technology and architecture for customer engagements for all cloud-based deployments delivering first-ever Verizon NFV, VNF, and VNFM deployment in OpenStack.
- **Automation:** Innovated, created and patented, led development, delivery and deployment (end-to-end responsibility) for cloud-based REST API automation platform (VNF Manager), resulting in industry-first cloud deployment in Verizon.
 - Led solution architecture, including microservices geo-redundancy and elastic scaling, load balancing, model-based architecture and overall product strategy.

GENBAND, LLC, Billerica, MA, *A privately held company that makes IP-based, real-time communications software products for fixed wireline, mobile, and cable service providers as well as large enterprises.*

CHIEF TECHNOLOGY OFFICER, 2016 – 2018

Promoted to direct all core corporate technology and product development strategy. Strong leader in network architecture, business and deployment. Responsible for integration and delivery to Tier 1 North American service providers. Subject matter expert on cloud architecture, OpenStack, performance and media handling in cloud environments. Led all standards and patent activity. Responsible for team of lead subject matter experts and strategists consulting across all product families and customer engagements.

- **Portfolio-wide Technology Strategy:** Delivered multiple products from concept to release while managing development across five geographically distributed development centers with over 2,000 employees.
 - **Platform:** Drove, introduced and deployed first cloud infrastructure at GENBAND, incubating CTO cloud instances for next-gen cloud technology prototyping. An expert on OpenStack architecture, internal services, design and deployment, growing cloud deployments to four geographically distributed sites.
 - **Virtualization:** Applied cloud native design approaches to rearchitect applications migrating legacy appliances and applications to the cloud. Led design of advanced cloud networking solutions, including DPDK, provider, and v6 cloud networking.
 - **Execution-Focused:** Continuous passionate drive to deliver tangible results, on time and within budget (CAPEX and OPEX), delivering multiple successful programs with 100% success rate. Focused on pragmatic strategy and producing real value to the business.
 - **Enterprise Expansion:** Initiated acquisition of Octasic DSP team and software transforming it to a cloud-based media transcoding platform, resulting in \$100M additional business.
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- **Innovative Advances:** Architected and patented world's first cloud-based, elastic-scaling, active/active media-transcoding engine, leading to multiple patents and \$100M+ business opportunities. [Link to video.](#)
- **Customer-Facing:** Led international customer presentations and creation of next-generation products, directly impacting significant account wins for sales, improving market analysis, and vastly improving customer's perception of company.
 - Presented at industry forums (SCTE Toronto on Web Applications for Next Generation Communications, NCTA, CableLabs, etc.) as well as webinars (Light Reading).
- **Cross-Functional:** Implemented new tools for product management, continuous integration, continuous delivery, automated testing and performance analysis, and introduced a cross-functionally adopted Agile process – reducing company reaction time from years down to weeks.
- **M&A:** Participated in the due diligence, merger, portfolio rationalization, and onboarding as a member of the Senior Leadership Team, successfully closing and transitioning through the 0.8B merger between GENBAND, LLC and Sonus Networks. [Link to video.](#)

VICE PRESIDENT, TECHNOLOGY AND STRATEGY, 2013 – 2016

Promoted to create and lead technology, including mobile broadband strategy, deep packet inspection, web services applications, mobile broadband and session border controller spaces.

- **Leadership:** Led market leader in carrier next-generation networking and application servers creating focus on NFV, Cloud and SDN evolution of multiple network assets to datacenter architectures.
- **Speaking:** Regular travel and evangelization to customers in wireless and wireline markets. Public speaking and presentations for strategic direction and roadmap as a technology SME. Widely sought for board, peer, and customer presentations due to balanced communication and listening skills.
- **Strategic Visionary:** Responsible for creation of corporate technology and product vision, evaluation of new market opportunities and strategic rationale for entry, evaluation of emerging technologies and guiding the company in creation of a growth-focused product strategy and execution plan.
 - Drove build vs. buy decisions and trade studies, oversaw resulting contract negotiations.

CHIEF TECHNOLOGIST, MULTIMEDIA BUSINESS UNIT CTO TEAM, 2012 – 2013

Promoted to lead technology and architecture across all business units. Built consensus across business and technical groups, including investors, board of directors and executive staff down through product implementation teams. Strong people leadership and mentoring skills. Creative and innovation-driven mindset.

SENIOR DIRECTOR, OFFICE OF THE CTO, 2011 – 2012

Entered GENBAND via acquisition of Cedar Point. Responsible for multiple next-generation technology initiatives, from concept, patenting, to senior board presentations to gain buy-in, through cross-functional launch into R&D teams. Responsible for partnership development, developed technology demonstrations, DPI strategies, telecom data analytics solutions. Performed technical due diligence on multiple acquisitions.

Cedar Point Communications, Derry, NH, *Communications company that provides VoIP and multimedia technologies for service providers, large enterprise, university and telecommunication industries. Acquired by GENBAND, LLC in 2011.*

CHIEF ARCHITECT, OFFICE OF THE CHIEF TECHNOLOGY OFFICER, 2007 - 2011

Promoted to Chief Architect to provide oversight to all software and hardware systems. As Chief Architect and member of the senior leadership team, participated with SLT in strategic due diligence for sale of company. Responsible for product, technology and future direction presentation to VC, private equity, and strategic acquiring parties. Generated and drove business case analysis for new product direction. Set corporate technology strategy. Trusted member of leadership team to ensure timely, high-quality results to meet corporate goals. Worked across numerous cross-functional teams to ensuring corporate-wide adoption of technology strategy, including operations, support, marketing, engineering and finance.

SENIOR DIRECTOR, PRINCIPAL ARCHITECT, 2003 – 2007

Advanced to lead messaging to customers, onboarded first revenue wins, built contractual agreements with partners, lead analyst presenter. Responsible for patent portfolio, patent counsel and litigation. Architectural oversight. Invented, advocated and drove patented web applications for next-generation fixed line cable strategy, enabling new revenue opportunities and subsequent acquisition by GENBAND.

SENIOR DIRECTOR, HARDWARE ENGINEERING | DIRECTOR, HARDWARE ARCHITECT, 2001 – 2003

Joined from Cisco as a member of initial pre-Series A startup founding team. Oversight of architecture, design, implementation, lab verification and production release of every major system component.

EDUCATION: Electrical Engineering, University of Massachusetts, Lowell, MA