

STAFF BIOS



Michael Manning

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Founder | Chief Information Officer



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25 years in technology, building people, technology and business - creative, driven, resourceful, entrepreneurial. Excellent communicator, leader, negotiator and presenter.



Experience

2008 AQEOS digital
Founder | Chief Information Officer

Orange, CA

Business Description

A digital systems contractor specializing in the broad-scope integration of information technology, entertainment, communications, comfort and security in Enterprise, Education, Government, SMB and High-End Residential.

Responsibilities

Sell, design, engineer, deploy and manage complex Technology infrastructure, integrated systems and services in diverse environments. Lead a broad team of system architects, administrators, service providers and client facing technicians.

- Major clients include Relax The Back | H & R Block Mortgage | J. Walter Thompson | Parsons Corporation | The Capital Group | PIMCO.
- Actively lead a 24x7 support staff to identify issues and resolve critical problems with low to no client impact.
- Designed, managed and directed a team of 11 direct reports split between multiple locations, supporting client servers, workstations, applications and a mix of Apple OS X | Windows and iOS | Android mobile devices.
- Heavily virtualized (Hyper-V | VMware ESX | Xen) client assets to better leverage existing resources and streamline power and cooling.
- Support end-to-end Apple OS X and iOS deployments and Apple OS X island deployments in Windows ERP environments.
- Actively managed and maintained multi-million dollar budgets and provided financial analysis, ROI, spending allocations and justifications, reporting to client Executives and Boards of Directors.
- Developed custom Web Sites | SEO strategies and SharePoint Portals.
- Deployed custom tailored Cloud Solutions, allowing clients to leverage the power and cost savings associated with hosted services.
- Managed Business Continuity | Disaster Recovery implementation utilizing Virtualization | SAN and Cloud Services. Documentation, process and procedures were created and tested against Federal Regulatory Agencies.

1995-2008 zone Technologies
Founder | CEO | Chief Technology Officer

Costa Mesa, CA

Business Description

An outsourced IT management firm providing IT services including infrastructure, cabling and telephony services in Enterprise, Education, Government and SMB.

Responsibilities

Sell, design, engineer, deploy and manage Information Technology solutions and lead a diverse team of engineers, administrators, software developers and client facing technicians.

- Major clients included Pacific Bell Yellow Pages (now AT&T) | Siebel Systems (now Oracle) | AXIOM Navigation.
- Directed a team of 9 direct reports focused on client IT operations, security and management.
- Actively led a 24x7 support staff to identify issues and resolve critical problems.
- Led risk audits to evaluate risks that could cause noncompliance in the financial sector.
- Managed a cross bread of Apple | HP | Dell | CISCO | NetApp and IBM hardware and software.
- Led a team of DBA's (SQL | Oracle), analysts, and senior engineers to integrate client IT infrastructure | SAP implementation | Citrix | SharePoint.
- Managed designed and deployed Avaya | Cisco | Panasonic Telephony solutions with standard DID | PBX | VoIP.
- Pioneered and sold solutions for early integration of Apple OS 6 | Windows NT in SMB Environments.

Technical Education & Skills

Certifications

Microsoft (MCSE)
Novell (CNE)
Cisco (CCNA)
Numerous certification classes, conferences, and professional seminars.

Platforms

Apple OS X | OS X Server | iOS
Windows Pro / Enterprise | Windows Server | Windows Embedded | POS
UNIX | Linux
Google Chrome OS | Android

Virtualization

VMware
Citrix XenServer | XenApp | XenDesktop
Microsoft Hyper-V

Software

Apple Final Cut Pro | Aperture
Microsoft Office | Office 365 | Office 365 for Mac | Project Pro
Microsoft Dynamics ERP | GP | AX | Nav | SI | POS | Business Central
Microsoft Exchange | SQL Server | System Center Suite
Microsoft Visual Studio | SharePoint Server
Oracle | JD Edwards | PeopleSoft | SAP | Sage | QuickBooks Enterprise
Adobe CC | AutoCAD | Microsoft Visio

Hardware

Apple - Server | Laptops | Desktops | iPad | iPhone | Apple TV | AirPort
Google - Chromebook | Android Phone
Microsoft - Surface | Phone
HP - Servers | ProLiant Blades | ProCurve | Printers | Thin Clients | Storage
IBM - System i | p | x | z | Blade Center | Lenovo
Dell - Servers | Blades | Workstations | Printers | Thin Clients | Switches | Storage
Network - Cisco | Dell | SonicWall | Barracuda | Brocade
Storage - SAN | NAS - HP | IBM | EMC | NetAPP | QLogic
VoIP | Telephony - Nortel | Cisco | NEC | Linksys | Panasonic
POS - Cash Drawers | Thermal Printers | Touch Displays | Card Readers
Security - IP Cameras | DVR | Keyless Entry | Card Readers
Audio | Video - Televisions | Projectors | PA Systems | Amplifiers | Distribution
Automation | Control - Lutron | Vantage | AMX | Crestron | Control4
Wire - Plenum Fiber | Cat6 | Structured Cable / Coaxial
Wireless - 802.11 a | b | g | n | ac | Exterior Wireless | Long Range Wireless
Racks | Floors | Ducting | Cable Management | Cable Distribution & Patch
Power - UPS | Distribution | Surge Suppression | Conditioning | Emergency Generators
Cooling - Air Conditioning | Chillers
Disaster Recovery - Temporary Building | Hardware | Backups | Satellite Internet | VPN

Internet

Services - Fiber | U-Verse | FiOS | Cable | ISDN | T1 | T3 | Satellite
Providers - AT&T | Verizon | CenturyLink | COX | Time Warner
P to P Circuits - T1 | Fractional T1 | ISDN | SDSL | IDLS | BRI
WAN - VPN | SSL | PPTP | PPPOE

Cloud

Platforms - Microsoft 365 | Azure | Google Apps for work | iCloud | Salesforce | Amazon Web Service
Storage - EMC | Amazon | OneDrive | Google Drive | Box | Dropbox | AZURE Storage
Hosting - Shared | Co-Location | Dedicated | Elastic Cloud
Backup - EMC | Carbonite | AZURE Backup

Web Development

Domain - Name Registration | DNS | NS
Hosting - Shared | Co-Location | Dedicated | Elastic Cloud
Design - Adobe Creative Suite | AutoCad
Programming - html | Java | Pearl | php | CSS
SEO - In-depth knowledge of systems and strategies
Networks - Google | Bing | Facebook | LinkedIn | Google+ | YouTube | Yelp | Tumblr | Yahoo | Pinterest | Etsy
Analytics - Google | Bing | Facebook | LinkedIn | Yelp | Yahoo

Project Management
Sarbanes Oxley (SOX)
Security & Monitoring
Strategic Planning
Systems Development
Testing Methodologies
Virtualization

Data Center Development
(DC Power, Cooling, Fluid
Dynamics)
Disaster Recovery
Finance
Network Design
Operations Management

Executive Leadership
Best Practices Standardization
Budget Management
Business Continuity Planning
Business Process
Management
Change Management
Contract Negotiations

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