

Phillip W. DAnnolfo

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Converged Network Design & Deployment

Telecom Network Engineering and Converged Technologies Integration implemented with standards based Project Management methodologies and formalized Engineering skills.

PROFESSIONAL HIGHLIGHTS

- A career focus in all aspects of Voice and Converged Systems including Sales Engineering, Network Topologies Design, Installation and Deployment, Quality Assurance and Compliance, User Training, and Field Services.
- A past, present, and continuing dedication to formal education including degrees in Computer & Information Systems, Electrical Engineering, Project Management Professional, and Technical Certifications in a multitude of manufacturers product lines.
- A levelheaded problem solver who takes a logical and analytical yet innovative approach to engineering solutions backed by past experience in engineering disciplines including R&D, Hardware Design, Circuit Analysis, High & Low Level Programming, and Systems & Network Design.
- Direct Small Business experience as well as comprehensive interaction with Medium and Enterprise wide business models in a cross-functional environment resulting in a goals driven projectized management style with a focus on details.

PROFESSIONAL HISTORY

September 2005 - present

Consulting Engineer

dba. Voice Solutions, Andover, MA

(ongoing viable entity)

- Developed a strategy which enabled the Small Business market access to Converged Technology, VoIP and Unified Communications when capital expenditures for similar systems were not previously justified.
- Set up a dynamic and flexible business paradigm that can be scaled from small to medium to enterprise wide businesses.
- Re-defined previous business model to incorporate Project Management strategies and guidelines for an increased operational efficiency.

July 1997 - April 2005

Senior Telecom Engineer

Intelliphone, Inc., Andover, MA

(the company was shutdown)

- Designed, implemented, and maintained the in-house Voice & Data networks as a converged topology with Unified Messaging, Wireless Integration, and Remote Telephony.
- Lead engineer in contract PBX interoperability testing for Alcatel in an R&D lab environment for PRI based Q-SIG protocol compliance between Alcatel platforms and NEC, Avaya, Mitel, Nortel, and Siemens PBX platforms in the US market.
- Lead engineer in a multi-site enterprise wide deployment of a 500 device 3Com Voice Platform with a 60 seat Interactive Intelligence Call Center integration in collaboration with the Aviva Project Management team and Aviva IT departments.

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STARTUP EXPERIENCE

June 1993 - July 1997

Owner/Principal Engineer VGI Engineering, Peabody, MA

(this company was dissolved when I joined Intelliphone)

- Defined and implemented a Business Plan from conception through financial analysis, incorporation, public approvals, funding, asset acquisition, and establishment of operations and management guidelines culminating in a functional small business.
- Developed a Point Of Sale system with embedded customer database linked to accounting & financial modeling programs that enabled real time dynamic tracking to affect marketing and advertising strategies.
- Spearheaded R&D, circuit design, prototype manufacturing, and interface programming for PC based infrared 3D tracking systems.

FORMAL EDUCATION

- ✓ Project Management Professional Certification Program 2005 Merrimack College
- ✓ Bachelor of Science in Computer and Information Systems 1993 Merrimack College

TECHNICAL CERTIFICATIONS

- ✓ 3Com Certified Sales Professional May, 2008
- ✓ 3Com Certified IP Telephony Expert Jan, 2007
- ✓ 3Com Certified Network Telephony Specialist Mar, 2003
- ✓ 3Com Certified Convergent Network Technologies Apr, 2002
- ✓ ESI IVX IP Series Technical Training May, 2001
- ✓ Telecor/Picazo Open Platform Phone Systems Feb, 1998

ENGINEERING COMPETENCIES

- ✓ LAN & WAN network design
- ✓ SonicWall & IPFire firewalls
- ✓ Converged VoIP integrations
- ✓ Hosted VoIP deployments
- ✓ Asterisk configuration
- ✓ VoIP Phone provisioning
- ✓ Analog Gateway & Paging provisioning
- ✓ Paging Systems design & installation

SOFTWARE APPLICATIONS

Business Apps: Microsoft Office & Open Office suites (all)
Operating Systems: MS Windows/Server, Linux Centos/Ubuntu
Engineering Apps: AutoCAD, MathCAD, Protel PCB Design
Programming: Pascal, Bash Scripting, MS Batch Scripts
Firmware: x86 Processors, Architecture, Chipsets

VIRTUAL PLATFORMS

- ✓ Oracle(Sun) VirtualBox
- ✓ Amazon AWS/EC2 instances