

Karl Schaub



Name: Karl Darrell Schaub
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Personal history:

Happily married to my wonderful and amazing wife Connie. Father of 7, with 4 children still living at home.

Work history:

NetScout Systems

Chief Solution Architect

4/2013 to Present

Continue my duties as PSE while taking a larger role in the area working on large opportunities and ensuring the area is focused and aligned with company vision. Working with customers to understand their needs and requirements to migrate them to nG1 and then developing a workflow that provides them the desired outcome.

NetScout Systems

Principal Sales Engineer (PSE)

9/2010 to 4/2013

Lead Sales Engineer for the Federal Sales organization directing and overseeing Sales Engineers (SE) activities. Ensure that all technical obstacles to purchase are overcome. Coordinate quarterly training sessions for the SEs to ensure they have the technical knowledge and tools needed to succeed.

Juniper Networks

Resident Engineer

1/2010 to 9/2010

Supported the Defense Information Systems Agency (DISA) to meet the challenges of ensuring their networks are deployed, maintained, and optimized effectively and efficiently. Working onsite as a trusted and integrated member of the DISA operations and engineering staff to act as direct, onsite resources for all technical aspects related to Juniper Networks products and third-party networking equipment.

Niksun

09/2004 to 12/2009

Director Federal System Engineering/Product Management

Manage and direct the activities of the System Engineers supporting US Federal customers as well as commercial activities for the United States and Canadian Western Region. Ensured that all technical obstacles to purchase are met and overcome by SE's in the field. Ensured that all SE's had the tools and training needed to succeed. Manage the relationship between the SE and Sales organization, and between the SE and Product Management/Marketing organization.

As Director of the Product Management Organization I managed all aspects of the product portfolio to include Product Management, Product Marketing, Documentation & Graphics, Training as well as guided research and development. I also participated in the monthly executive meetings and business unit reviews.

Senior Sales Engineer

09/2004 to 11/2006

Technical Lead for Information Assurance in the Federal Sales and Marketing Group managing all technical and engineering efforts for customers. Additional duties include leading a team of Information Assurance consultants providing Engineering and Security Architecture design and implementation work for all DoD and Federal Agencies. Work with Niksun development team to help guide the product development to include new features and additional services that are requested by current and potential customers. Develop project plans and manage personnel in the implementation of these plans to meet internal company and customer objectives.

Consult with Federal and DoD Information Assurance organizations to assist with meeting architectural and security requirements. Provide all product briefings and training sessions for DoD and Federal customers in the area of Information Assurance. Communicate with all DoD and Federal customers to ensure their complete satisfaction with the Niksun products and architected solutions.

Booz Allen Hamilton,

10/2003 to 9/2004

Technical Lead for DoD DMZ Project

Primary responsibility was the planning, organizing, and leading of tasks and projects, as well as ensuring the quality of client deliverables. Managed client assignments to include technical content, budgets and staff resources. Maintained and expand client relationships through the delivery of high quality work. Secondary responsibilities were to lead, coach and develop junior staff to prepare them for client engagements and career objectives. Managed all aspects of the DoD DMZ Project for GE446 Section of DISA, to include technical design, deployment schedule, customer interaction, and management of the 9 to 13 FTE engineers working on the tasking. Represent GE446 on multiple management control boards to include Enclave, Defense Switch Network (DSN), Non-classified (but Sensitive) Internet Protocol Routing Network (NIPRNet), Defense Information System Network (DISN) Information Assurance Working Group, and the Information Assurance Operations (IA Ops) Working Group.

Netconn Solutions

05/2003 to 10/2003

Senior Systems Engineer

Supervised the research, analysis, design, development, installation, and testing of integrated systems to ensure conformity to functional specifications and requirements in support of DISA Computing Services. Directed requirements analysis and validation to determine performance requirements, functional analysis and verification to translate concepts into design criteria, synthesis of requirements into product solutions and modeling to evaluate functional architecture and design solutions. Supervised the design, development and conducted testing to evaluate systems/equipment for compliance to specifications and adherence to safety criteria. Managed the project plan and directed the testing of equipment and systems in field installations. Major accomplishment was the successful deployment and implementation of the

DoD Business to Business (B2B) Gateway project and VPN project to support DoD effort to meet the security requirements in the Health Insurance Portability and Accountability Act (HIPAA).

EDS

05/2000 to 05/2003

Senior Information Assurance Engineer

Managed the Network Security Team for the Field Security Organization (FSO) section of DISA. Interfaced directly with Senior GS Management and SES level senior executive staff at DISA to facilitate and guide the direction of Information Assurance initiatives within DISA. Provided support with the update or creation of security policies in support of DISA Information Assurance goals and objectives.

Directed the production and updates of the Network Infrastructure, Enclave, and NIPRNet Security Technical Implementation Guides (STIG) for FSO. Researched and developed guidelines for emerging technologies to include Wireless, IPSec, and TACACS+. Conducted Network Security Readiness Reviews (SRR) based on the STIG guidelines as well as various web servers, UNIX platforms, Windows NT\2000, and various firewalls in support of Certification and Accreditation (C&A) efforts. Member of multiple working groups to include Enclave, Defense Switch Network (DSN), NIPRNet, DoD Ports Protocol & Services Working Group.

Schafer Corporation

03/1997 to 05/2000

Network Manager

Managed and overseen operations of a multi-platform network, consisting of Windows NT Server/Workstation, Novell 3.x and 4.x Servers, Macintosh clients, Windows 95/98 clients. Developed and implemented Disaster Prevention and Recovery Plans, Continuity of Operations Plans, Security Procedures, Firewall Policies, and Security Policies for the Network. Evaluated public key cryptography for communications security as well as secure communication software for future enterprise deployments. Overseen network wide risk assessment to provide validated third-party confirmation of Security Policy compliance and proper safeguarding of data integrity. Performed various Local Area Network (LAN) installs around the US in support of Defense Advanced Research Projects Agency (DARPA) Information Assurance (IA), Information Survivability (IS), and High Performance Knowledge Base (HPKB) Programs. Coordinated T1/ISDN line installations and installed and configured LANs. Performed network security configurations and provided temporary technical\user support during duration of the conferences.

Education

American InterContinental University, Master's of Information Technology – Concentration: Internet Security

Strayer University, B.S., Computer Networking

LICENSES AND CERTIFICATIONS:

Certified Information System Security Professional (CISSP)

Juniper Networks Certified Internet Specialist, Security (JNCIS-SEC)

Juniper Networks Certified Internet Associate, Enterprise Routing (JNCIA-ER)

Juniper Networks Certified Internet Associate, Junos (JNCIA-JUNOS)

Cisco Certified Network Associate (CCNA)