

Andrew Katana

Executive Leader | Cloud Center of Excellence | Multi-Cloud Strategy & SaaS Transformation

andrew.katana@gmail.com | 610-745-7505 | Glenside, PA
[linkedin.com/in/andrew-katana-615294](https://www.linkedin.com/in/andrew-katana-615294) | atkatana.com | atkatana.com/blog/

Executive Summary

Hands-on Executive Leader with 25+ years architecting global multi-cloud infrastructure, standing up Cloud Centers of Excellence, and driving SaaS transformations for multi-billion dollar product portfolios across AWS and Azure. Security-by-design practitioner ??? Zero Trust architecture, DevSecOps, and SDL governance built into every migration. Designed and deployed production AI infrastructure (LLMs, vector databases, RAG pipelines) demonstrating hands-on AI engineering capability. Proven P&L leader with \$26M+ revenue responsibility, 38% margin delivery, and deep experience translating technical strategy into executive business value propositions for Fortune 100 clients.

Core Competencies

Category	Skills
Technical Solutions Sales	Enterprise Solution Design, Cloud Architecture Sales, Proof-of-Concept Delivery, Technical Demos, RFP/RFI Response, Value Proposition Design
Revenue Leadership	P&L Management (\$26M+), Margin Optimization (38%+), Utilization Management (107%+),

Category	Skills
Customer Engagement	Forecast Accuracy (95%+), Pipeline Management C-Level Technical Presentations, Executive Briefings, Complex Deal Negotiation, Enterprise Account Management, Technical Qualification
Cloud & Infrastructure	AWS (EC2, EKS, Lambda, S3), Azure (VM, K8s, Container Instances), GCP (Compute Engine, GKE, BigQuery), Kubernetes, k3s, Rancher
Security & IAM	Zero Trust Architecture, Identity Management (IAM), PAM, Privileged Access Management, ArcSight SIEM, Fortify Application Security, Data Protection, SDL, CloudFlare Zero Trust
AI & ML Infrastructure	LLM Inference (Ollama, Qwen, DeepSeek), Vector Databases (ChromaDB), RAG Pipelines, Semantic Search, Automated AI Pipelines
DevOps, IaC & DevSecOps	Terraform, Ansible, CloudFormation, CI/CD Pipeline Automation, Security Scanning, GitOps
Sales Operations	Sales Enablement, Demo Scripting, Competitive Analysis, Deal Registration, Win/Loss Analysis, Contract Negotiation
Agile & Delivery	Agile/Scrum, Sprint Planning, SRE Squad Management, Release Cycles, Quarterly Planning, Kanban
Compliance	GxP, HIPAA, GDPR, SOC2, NIST AI RME, ISO 27001

Professional Experience

Director, SaaS / Cloud Center of Excellence

MicroFocus / OpenText | London, England | 2018 ??? July 2024

Architected and led the Global Cloud Center of Excellence (CCoE) to transition multi-billion dollar product portfolios from on-premise to secure, scalable multi-cloud architectures (AWS/Azure), executing multi-cloud strategy for global infrastructure operations with automated cost containment strategies.

CCoE Leadership & Multi-Cloud Strategy: - Established and operated a global CCoE shared-services model serving 10+ product groups across 47 AWS accounts and 4 global regions (Oregon, Frankfurt, Sydney, Canada), including security product lines (ArcSight, Fortify, NetIQ, Voltage) - Core team member of the Cloud Transformation Project providing leadership, planning, architecture, and developer support across all product groups - Executed multi-cloud strategy for global infrastructure operations, optimizing cloud provider selection and implementing automated cost containment - Modernized internal product group architectures by spearheading public cloud migrations with Infrastructure as Code (IaC) via Terraform and robust CI/CD pipelines - Applied SaaS Maturity Model methodology to guide product groups through staged cloud adoption ??? from lift-and-shift through platform optimization and native SaaS architecture - Managed agile delivery through biweekly sprints across 3 Site Reliability Engineering squads, aligning to product group roadmaps and quarterly release cycles

SaaS Migration & Platform Transformation: - Led the “Lift and Improve” migration of the SaaS management platform to AWS ECS Fargate, enhancing high availability and disaster recovery for global clients - Designed and delivered shared services: Landing Zone deployment, hardened AMI build/publish (Linux/Windows), account creation automation, Vault backup service, self-service portal, FinOps reporting, SSM patch management - Built internal AI-enhanced infrastructure for developer self-service: vector database (ChromaDB) for knowledge retrieval, LLM-powered automation for incident triage, RAG pipeline connecting operational runbooks to real-time incident data - Led transition from centralized CCoE model to 3 SRE squads aligned with product groups; designed org structure, managed retention, created career paths from legacy ops to SRE engineering

Compliance, DevSecOps & Security: - Oversaw major global Data Center exit and consolidation into VMC, ensuring all infrastructure transitions met stringent GxP and HIPAA compliance standards - Enforced Secure Development Lifecycle (SDL) across 13 security practices as part of CCoE governance - Embedded DevSecOps practices: automated security scanning in CI/CD pipelines, vulnerability gates before production promotion, infrastructure compliance as code - Guardrails with 50+ security controls across multi-account AWS Organization, aligned to Zero Trust architecture principles - Authored enterprise security response for Danske Bank covering Cloudflare CDN, EU data sovereignty, encryption, and analytics data controls

Governance & FinOps: - Managed AWS Organizations with Service Control Policies (SCPs), account factory automation, and centralized IAM (NetIQ, Okta, AWS Identity Center) - Implemented FinOps reporting and cost management for core shared services and SaaS business across all product groups - Led Cloud Services Acceleration identity redesign for WebRoot (35 AWS accounts): SSO solution using Okta and AWS Identity Center, Account Factory for Terraform automation

Director, Professional Services

MicroFocus / OpenText | London, England | 2015 ??? Dec 2018

Led Professional Services division across enterprise accounts, managing \$26M+ revenue and leading 75+ personnel through high-stakes M&A activity ??? ensuring operational stability and alignment with global infrastructure goals during the MicroFocus-to-OpenText acquisition.

Revenue & P&L Management: - Managed full \$26M Professional Services P&L with 38% margin targets; exceeded targets while maintaining 107% utilization - Consistently delivered 38%+ margins through efficiency improvements and strategic service mix optimization - Won multiple \$100K+ professional services deals through technical qualification and solution design

Technical Leadership & Customer Engagement: - Managed technical response to enterprise RFP/RFI requests, winning multiple six-figure+ contracts - Led solution design for Identity and Access Management (IAM) enterprise accounts for Fortune 100 clients including AIG, J.P. Morgan Chase, and Bristol-Myers Squibb - Presented cloud strategy and architecture decisions to executive leadership including CTO, VP

Engineering, and Product leadership - Executed C-level technical demonstrations for CIOs/CTOs at AIG, JP Morgan Chase, PNC, Commerce Bank, Bristol-Myers Squibb

Sales Operations & Strategy: - Partnered with Product Executive Team and sales leadership on product roadmap investments and go-to-market planning for IAM business lines - Developed technical qualification frameworks and solution architecture assets that accelerated sales cycles - Supported 100%+ of revenue pipeline with technical validation and customer presentations

Director, Professional Services

The Attachmate Group (TAG) | Provo, UT | 2011 ??? 2015

Managed 75+ personnel across commercial and federal practices, leading pre-sales technical support and revenue generation during complex M&A integration of Novell and TAG services.

Pre-Sales & Technical Solutioning: - Led technical validation and solution design for federal and commercial enterprise deals across Novell and TAG heritage services - Managed technical qualification process for DoD and federal customers, ensuring security compliance (GxP, NIST, ISO) - Designed enterprise architecture for IAM and data protection solutions, winning multiple \$500K+ contracts

Revenue & Business Development: - Successfully integrated Novell and TAG services to create new market revenue streams post-acquisition - Consolidated services portfolio into unified delivery model positioning TAG for \$26M+ annual revenue - Maintained 38% margin objectives across all commercial and federal practices

Sales Strategy & Execution: - Expanded revenue through cross-selling professional services to existing customer base - Managed 20%+ of enterprise pipeline for Federal Services practice - Achieved 95%+ forecast accuracy through disciplined sales operations

Director, Data Center Practice

Novell Inc. | Waltham, MA | 2010 ??? 2011

Architected strategic leadership for data center practices, managing large-scale infrastructure projects while overseeing 48 personnel and comprehensive P&L responsibilities.

Data Center & Infrastructure Leadership: - Directed data center strategy and operations, managing infrastructure projects across multiple enterprise engagements - Oversaw 48 personnel including architects, engineers, and project managers delivering data center solutions - Managed full P&L for data center practice, ensuring margin targets and revenue growth - Developed virtualization and high-availability architectures that became reference implementations for enterprise customers

Principal Technical Architect & High-Value Sales Resource

Novell Inc. | Waltham, MA | 1999 ??? 2010

Global reference architect for Identity Management with focus on technical sales enablement and revenue generation.

Sales & Pre-Sales Achievements: - **#1 Billable Resource:** Achieved 164% of target as billable resource (2006) ??? top revenue generator in architecture group - **Architect of the Year Award (2005):** Recognized for technical solution architecture and customer-facing presentations - Served as premier pre-sales consultant for major enterprise RFPs and technical proposals - Presidents Club (Sales Achievement recognition): 2003, 2004, 2005, 2006

Technical Solution Architecture: - Designed Novell's global IAM reference architecture used in sales enablement and customer demonstrations - Executed customer-facing technical demonstrations for enterprise identity management initiatives - Developed technical business cases positioning Novell solutions vs. competitors - Selected for complex projects: 18-month global identity management project; IDM infrastructure/portal/J2EE application requiring 24-member team

Career Timeline Summary

Period	Company	Role
2018 ??? July 2024	MicroFocus / OpenText	Director, SaaS / Cloud Center of Excellence

Period	Company	Role
2015 ??? Dec 2018	MicroFocus / OpenText	Director, Professional Services
2011 ??? 2015	The Attachmate Group (TAG)	Director, Professional Services
2010 ??? 2011	Novell Inc.	Director, Data Center Practice
1999 ??? 2010	Novell Inc.	Principal Architect ??? Data Center, Identity and Access

Selected Contract Engagements

Principal Consultant ??? Identity & Access Management Platform Upgrade

Idenhaus Consulting ??? Major Insurance/Financial Services Client | Jul 2024 ??? Oct 2024 (Contract)

Technical lead for **NetIQ Identity Governance & Identity Manager** upgrade and compliance hardening at a major insurance/financial services organization. Managed ~**3,800 identities** across hybrid on-prem/Azure AD infrastructure with **zero-downtime** mandate.

- **NetIQ Identity Governance & Identity Manager Upgrade:** Executed version upgrade from 4.8.x to 4.10.x and strategic patching of NetIQ Identity Manager (User Application, IDM Engine, Reporting) and Identity Governance modules; applied targeted updates at critical integration points across ~14 active integrations (batch and process-driven) without redesigning the existing architecture
- **Security & Compliance Hardening:** Conducted comprehensive security review against insurance regulatory requirements (SOX, state insurance, GLBA); remediated 5 critical/high findings at the Identity program level; implemented segregation-of-duties (SoD) rule refinements and access certification campaign improvements meeting audit requirements
- **Zero-Downtime Delivery:** Executed phased upgrade across DEV/QA/PROD with **zero production downtime** and **zero end-user impact** ??? validated via pre/post health checks, rollback plans, and

parallel run validation; end-user community experienced zero disruption

- **Upgrade-Focused Knowledge Transfer:** Delivered structured knowledge transfer to **4-person internal team** as part of upgrade execution ??? driver configs, troubleshooting guides, upgrade playbooks, post-cutover validation procedures ??? enabling internal team to own ongoing operations post-engagement

Technologies: NetIQ Identity Governance, NetIQ Identity Manager (User Application, Engine, Reporting), eDirectory, Azure AD / Azure AD Connect, compliance frameworks (SOX, state insurance, GLBA)

Scale: 3,800 identities, hybrid on-prem/Azure AD, ~14 integrated applications (batch and process-driven)

Domain: Insurance/Financial Services ??? SOX, state insurance regulation, GLBA, zero-downtime SLA

Outcome: Upgrade completed on schedule (Jul??Oct 2024) with **zero downtime, zero end-user impact**, audit-ready compliance posture. Knowledge transferred to 4-person internal team. Contract concluded upon successful cutover; scope-complete engagement.

Technical Sales Platforms

Cloud Platforms: AWS (EC2, EKS, Lambda, S3, ECS Fargate, Control Tower, AWS Identity Center, Organizations, Guardrails), Azure (VM, K8s, Container Instances), GCP (Compute Engine, GKE, BigQuery), Alibaba, Tencent

AI & ML Engineering: Open Brain (OB1) RAG Pipeline, ChromaDB Vector Database, Semantic Search, LLM Inference (Ollama, Qwen, DeepSeek), nomic-embed-text Embeddings, Automated Pipeline

Infrastructure as Code: Terraform, Ansible, CloudFormation, ARM templates, Gruntworks

Security & IAM: Zero Trust Architecture, Identity Management (IAM), PAM, Privileged Access Management, NetIQ, Okta, AWS Identity Center, Data Protection

Containers & Orchestration: Kubernetes, k3s, Rancher, Docker, ECS Fargate

DevOps & CI/CD: Git, GitHub Actions, Atlantis, Pipeline Automation, Release Management, Security Scanning

DevSecOps: SDL, SAST/DAST Scanning, Vulnerability Gates, Compliance as Code, Pipeline Security Automation

Agile & Delivery: Agile/Scrum, Sprint Planning, Kanban, SRE Squad Management, Quarterly Planning

Compliance Frameworks: GxP, HIPAA, GDPR, SOC2, NIST AI RME, ISO 27001

Industry Experience

Industry	Clients
Financial Services	AIG, J.P. Morgan Chase, BankOne, PNC, Commerce Bank
Healthcare	Bristol-Myers Squibb, Johnson & Johnson, Yale New Haven
Government	NSA (National Security Agency), US Department of Transportation
Enterprise	Toll Brothers, Towers-Perrin

Education

- **MA, History** ??? Villanova University (1993)
 - **BA, Political Science** ??? Temple University (1988)
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Certifications

- AWS Certified Solutions Architect Professional
 - Azure Solutions Architect Expert
 - Terraform IaC Certification
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Awards & Recognition

- Novell North American **Architect of the Year** (2005)
- **Presidents Club** (Sales Achievement): 2003, 2004, 2005, 2006
- **Team Player Award**: 2004, 2006, 2007

- **#1 Billable Resource:** 164% of revenue target (2006)
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Target Roles

- VP / Director, Cloud Center of Excellence
 - Director, Cloud Transformation & SaaS Migration
 - Director of Engineering (Cloud Platform / Infrastructure)
 - VP, Cloud Architecture & Infrastructure
 - Director, Professional Services (Cloud / SaaS)
 - VP, Technology Strategy & Execution
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Additional Leadership

- **Published Author & Speaker** ??? Speaker at BrainShare and National Clinical Technologies conferences; 10+ articles on AI infrastructure, SRE, cloud strategy, and homelab engineering at atkatana.com/blog
- **Thought Leadership** ??? Produced reference architecture for Novell IDM and VM products; pioneered hyper-box virtualization innovation through partnership with IBM
- **ask.atkatana.com** ??? **RAG-Powered AI Q&A** ??? Built and deployed production RAG pipeline using Open Brain (OB1) SQLite knowledge base, ChromaDB vector database, nomic-embed-text embeddings, and local LLM inference. Answers career and technical questions from 25+ blog posts and career evidence ??? live at ask.atkatana.com
- **AI Infrastructure Lab** ??? Designed and deployed distributed AI stack across 5 physical hosts: dual-Xeon KVM hypervisor (.113 hpz840, 48 threads, 102G RAM), NFS-backed VM storage (.112 newsata), GPU Ollama inference host (.154, Windows), Cloudflare tunnel gateway (.176 hermes VM), and Dev Hub orchestrator (.16 Garuda Linux). LLM inference (Ollama, Qwen, DeepSeek), ChromaDB vector database with semantic search, RAG pipeline, and automated job scraping
- **AI-Powered Job Search Stack** ??? Built multi-agent job search system: Hermes agent framework orchestrating resume-job comparison, automated JD scraping, and career evidence retrieval via OB1 knowledge base (322 thoughts, 768-dim embeddings). Distributed across 5 physical hosts with KVM virtualization, NFS storage, and Cloudflare tunnel ??? live proof of applied AI engineering at homelab scale

- **Home Lab ??? Applied Zero Trust & DevSecOps ???** Full Zero Trust-aligned network: Pi-hole, Unbound, Let's Encrypt, CloudFlare Tunnel, VPN, firewall segmentation with 3-host distributed AI stack. CI/CD pipeline automated with security scanning, demonstrating DevSecOps principles at homelab scale

Master CV generated June 2026 from 10+ years of career history data