

Bradley Green

Pre-Sales AI Solutions Architect | Enterprise Technology Strategist

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SUMMARY

Enterprise technology leader and pre-sales solutions architect who designs, sizes, and positions infrastructure and AI solutions for Fortune 500 and global enterprise clients. NVIDIA-certified across AI Infrastructure, AI Operations, and AI Technical Sales Advisory. Deep hands-on technical background in GPU-accelerated compute, hybrid cloud, and exabyte-scale storage, paired with a proven pre-sales track record — supporting 30+ enterprise pursuits annually and translating complex technical architectures into board-level business cases that win.

SKILLS

AI & Machine Learning Infrastructure: GPU-accelerated compute design (NVIDIA), AI maturity & readiness assessment, data foundation architecture, compute-locality strategy, AI operations

Pre-Sales & Solution Architecture: Technical discovery & solutioning, RFP/proposal technical leadership, competitive positioning, executive technical presentations, POC/pilot design — 30+ enterprise pursuits/year

Cloud & Hybrid Architecture: AWS (Solutions Architect, Developer — Associate), private/hybrid cloud, Nutanix

Storage & Data Platforms: Pure Storage, Dell/EMC, NetApp, Oracle Exadata, Veritas — immutable & cyber-recovery storage, exabyte-scale design

Infrastructure Operations: Automation frameworks, observability consolidation, disaster recovery / BCDR design, regulated OT environments (NERC/FERC)

CERTIFICATIONS

NVIDIA Certified Professional — AI Infrastructure

NVIDIA Certified Professional — AI Operations

NVIDIA AI Advisor — Technical Sales

AWS Solutions Architect — Associate

AWS Certified Developer — Associate

Nutanix NPP4 / NPSR / NPSE

EXPERIENCE

CDW · Jan 2022 – July 2026

Position eliminated in July 2026 as part of a company-wide restructuring.

Enterprise Strategist · Jan 2026 – July 2026

- **AI advisory:** positioned as trusted advisor to enterprise leadership on AI maturity and readiness — data foundations, compute locality, investment sequencing, and the metrics used to measure AI success.
- **Pre-sales frameworks:** shaped the pre-sales and services frameworks and methodologies used across CDW; built maturity models for automation, modern applications, cyber recovery, and AI that help clients start small and scale deliberately.
- Guided a portfolio of 10 to 12 concurrent enterprise clients on where and how to invest in technology, aligning infrastructure roadmaps to business strategy and measurable outcomes.
- Advised the CIO of a global economic-consulting firm on a multi-million-dollar compute and storage refresh; defined and executed the move from a legacy data center to a new facility. Consolidation cut infrastructure cost by 50% and doubled operational efficiency.
- Orchestrated storage strategy for a Fortune 500 electric utility replacing a 20 PiB platform amid foreign-ownership supply-chain risk, across corporate IT and regulated OT / power-generation environments. Framework holds cost-per-terabyte flat against a three-year-old baseline.
- Steered the CIO of a national healthcare-technology firm through consolidation of a fragmented observability stack (Elastic, SolarWinds, AppDynamics) onto one modern platform, cutting solution costs 50%.

Enterprise Architect · Jan 2022 – Dec 2025

- Counseled 10 to 20 enterprise clients per year on architecture and modernization strategy across infrastructure, cloud, and data-center domains.
- **AI-ready data protection:** architected a \$15M data-protection transformation for a national healthcare-technology firm, migrating a legacy backup platform to 8 PiB of immutable storage — \$10M in savings, point-in-time recovery after a cyber event, and first-time backup visibility for security teams.
- Expanded the relationship across multiple multi-million-dollar engagements, including a \$10M+ refresh of 5 PiB of data-center storage.
- Drove a data-center and application-modernization program across multiple business units for a global professional-services firm; built a hold / migrate / retire decision framework. Saved \$20M+ in combined on-premises and cloud spend.
- Directed client storage and data-protection teams alongside vendor resources on multi-million-dollar programs, working directly with CTO, infrastructure director, and manager-level stakeholders.

Forsythe / Sirius Computer Solutions (acquired by CDW) · Dec 2001 – Dec 2021

Solution Architect · Mar 2015 – Dec 2021

- **Pre-sales technical advisor** for roughly 30 enterprise pursuits per year, measured on product gross profit, services revenue, and billable delivery.
- **AI/HPC infrastructure design:** engineered and delivered a 10-rack, GPU-accelerated analytics platform for a global economic-consulting firm — 2 PiB of storage, 10 nodes, thousands of cores, and 20 GPUs. 3x the practitioners now iterate on econometric models 5x faster than before.
- Spearheaded a nine-month cloud advisory engagement for a national healthcare-technology firm, standing up a Cloud Center of Excellence and reorganizing the business out of infrastructure silos — the client has since exited the data center entirely for public cloud.
- Partnered with the CIO of a national health-insurance association to score IT maturity across six domains (Compute, Storage, Automation, Network, Security, Cloud); now a repeatable offering used to orient incoming CIOs to their gaps.
- Quantified RTO/RPO targets and built the disaster-recovery foundation for a regional health system after a major vendor outage — tiered applications by criticality, defined per-application recovery plans, and implemented the technologies to meet the strategy.
- Replaced 1 PiB of Tier 1 storage supporting Epic for a regional health system with zero downtime and 3x the performance.

Managing Consultant · Jan 2008 – Feb 2015

- Executed enterprise storage-migration and private-cloud programs for Fortune 100 clients — dozens of large-scale migrations delivered on time and 15% to 20% under budget, with significantly lower solution TCO.
- **Embedded engagement, Fortune 100 Energy Provider** (nearly 4 years, on-site): oversaw a four-person engineering team supporting the power-generation business. Designed and implemented 50+ high-performance, mission-critical database and analytics clusters; deployed or upgraded hundreds of Unix/Linux systems across the regulated OT environment over 20+ projects, all on time and under budget, holding NERC and FERC certification throughout.
- Engagement, global financial-services firm (nearly 2 years): coordinated a team consolidating 2 PiB+ of Tier 1 storage and 1 PiB+ of NAS across primary and disaster-recovery environments in the U.S. and London — automated large-scale data migrations inside tightly defined change windows with zero disruption to trading operations.

Sr. Technical Consultant · Jan 2004 – Dec 2007

- Managed global NAS infrastructure for a leading financial-services firm and led large-scale data-center migrations.

Technical Consultant · Dec 2001 – Dec 2003

- Delivered Unix/Linux, SAN storage, and infrastructure implementations for Fortune 100 clients.

Collective Technologies · Unix Consultant · Aug 1998 – Dec 2001

- Provided Unix infrastructure solutions and consulting services to engineering customers across multiple industries.

Seagate Technology · Unix Platform Team Lead · Aug 1996 – Aug 1998

- Maintained 400+ engineer workstations along with associated CAD applications, Sendmail, and NFS servers for a major storage-technology company.

EDUCATION

Bachelor of Science, Computer Science — Southern Illinois University Carbondale, 1996

Award: Forsythe Consultant of the Year (multiple years)