



**DAVID G. SIMMONS**

HOLLY SPRINGS, NC  
DAVIDGS@DAVIDGS.COM  
[HTTPS://DAVIDGS.COM/](https://DAVIDGS.COM/)  
(919) 534-5099

## PROFILE

I'M A TECHNOLOGIST AND SYSTEMS THINKER THAT CAN ENVISION THE POTENTIAL, BUILD THE REALITY, AND GAIN TRACTION IN THE COMMUNITY. I ENGAGE WITH DEVELOPERS AND C-LEVEL EXECUTIVES EQUALLY WELL. SENIOR TECHNOLOGIST, MARKETER, TECHNICAL & DEVELOPER EVANGELIST WITH DEEP EXPERIENCE WITH IOT AND ENTERPRISE COMPUTING. I TRANSLATE BETWEEN MARKETING, ENGINEERING AND FIELD SALES TO ENSURE ALIGNMENT AND DELIVER CUSTOMER FOCUSED SOLUTIONS. 20 YEARS EXPERIENCE IN SOFTWARE DEVELOPMENT, HI-TECH SALES, TECHNICAL MARKETING, TECHNOLOGY & DEVELOPER EVANGELISM AND EXECUTIVE COMMUNICATIONS.

## EXPERIENCE

### FOUNDER, CHIEF TECHNOLOGY OFFICER + DRAGONFLY IOT — 2015 - PRESENT

I FOUNDED DRAGONFLY IOT TO PROVIDE TECHNICAL CONSULTING AND CONTRACT DEVELOPMENT SERVICES TO COMPANIES IN IOT BASED ON MY EXTENSIVE EXPERIENCE.

- SCOPED, PROPOSED AND BUILT IOT DEMO APPLICATIONS INCLUDING HARDWARE ACQUISITION, PROVISIONING AND PROGRAMMING, DEVELOPMENT OF MIDDLEWARE AND GATEWAY DEVICES AND PRESENTATION-LAYER DATA ANALYSIS.
- CONTRIBUTED TO OPEN-SOURCE IOT PROJECTS.
- AUTHORED WHITE PAPERS, BLOG POSTS AND USER DOCUMENTATION FOR DEMOS, PROJECTS AND OPEN-SOURCE SOFTWARE EFFORTS.

### CHIEF TECHNOLOGY EVANGELIST + PSIKICK, INC. CHARLOTTESVILLE, VA — 2015

LED THE DEFINITION AND DEVELOPMENT OF A USER AND DEVELOPER PLATFORM FOR A NEW IOT SYSTEM-ON-CHIP BEING DEVELOPED INCLUDING DEFINING DEVELOPER APIS AND POINTS OF ENGAGEMENT WITH CUSTOMERS.

- DEFINED DEVELOPER PLATFORM ARCHITECTURE FOR ENGAGING DEVELOPERS ON NEW IOT SOC.
- TESTED EXPERIMENTAL IOT HARDWARE AND DEVELOPED DEMOS TO SHOWCASE CAPABILITIES IN C, PYTHON AND SWIFT.
- BUILT CUSTOM IOS BLUETOOTH APPLICATIONS FOR DEMOS.
- BUILT CUSTOM (C-BASED) DEVELOPER INTERFACE FOR IN-HOUSE DEVELOPED HARDWARE
- PORTED LINUX/WINDOWS DRIVERS TO MAC OS X.
- BROUGHT IN BOTH FORTUNE 50 AND EMERGING-COMPANY PARTNERS AND CUSTOMERS THROUGH DIRECT INDUSTRY CONTACTS AND EVANGELISM EFFORTS.
- ENGAGED NEW HARDWARE DEVELOPMENT PARTNER TO LOWER BOARD-LEVEL DEVELOPMENT COSTS BY OVER 50%.

### TECHNICAL EVANGELIST + RIVERBED TECHNOLOGIES, INC., SAN FRANCISCO, CA — 2012-2015

RESPONSIBLE FOR THE DEVELOPMENT AND DELIVERY OF USER GROUPS, TECHNICAL SESSIONS AND WEBINARS TO ENABLE THE FIELD SALES ORGANIZATION TO MAXIMIZE SALES OPPORTUNITIES.

- WORLDWIDE TECHNICAL EVANGELISM FOR THE ENTIRE RIVERBED PLATFORM OF PRODUCTS INCLUDING WAN OPTIMIZATION, STORAGE OPTIMIZATION, NETWORK AND APPLICATION PERFORMANCE MANAGEMENT, AND CLOUD STORAGE SOLUTIONS.
- DEVELOPED AND DELIVERED DEMOS FOR VIDEO, WEB, AND MAJOR ON-STAGE PRODUCT LAUNCHES.
- DELIVERED HUNDREDS OF USER GROUP PRESENTATIONS TO MORE THOUSANDS OF POTENTIAL AND CURRENT RIVERBED CUSTOMERS ENABLING THE FIELD SALES ORGANIZATION TO CLOSE OVER \$90M IN SALES PER YEAR.

- ORGANIZED AND DEVELOPED THE TECHNICAL SESSION CONTENT FOR THE RIVERBED FORCE USER CONFERENCE INCLUDING 60 TECHNICAL SESSIONS, 20 HANDS ON LABS, AND CONTINUOUS CERTIFICATION TESTING FOR OVER 1,000 ATTENDEES.
- DELIVERED CUSTOMER PRESENTATIONS, MARKETING PRESENTATIONS, END-USER AND DEVELOPER WORKSHOPS.
- DEVELOPED AND DELIVERED WEBINARS TO OVER 2,000 PARTICIPANTS ANNUALLY.
- REGULAR CONTRIBUTOR TO THE RIVERBED CORPORATE BLOG.

**STAFF ENGINEER + SUN LABS, MENLO PARK, CA — 2003-2012**

CONTRIBUTED TO THE DEVELOPMENT AND OVERALL SUCCESS OF THE SUN SPOT IOT DEVELOPER PLATFORM PROJECT. LED THE DEVELOPMENT OF THE ON-LINE DEVELOPER COMMUNITY.

- RESEARCH AND DEVELOPMENT FOR EMBEDDED WIRELESS SENSOR NETWORK PLATFORM.
- DEVELOPED AND GREW THE USER AND DEVELOPER COMMUNITY FROM ZERO TO OVER 3,000 PARTICIPANTS IN 3 YEARS.
- DEVELOPED THE INSTALLATION AND MAINTENANCE SOFTWARE FOR ENTIRE SUN SPOT PLATFORM INCLUDING HARDWARE AND SDK DEPLOYMENT AND MAINTENANCE.
- DELIVERED CUSTOMER, MARKETING, END-USER AND DEVELOPER PRESENTATIONS AND WORKSHOPS TO THOUSANDS OF DEVELOPERS.
- DEVELOPED AND DELIVERED TECHNICAL HANDS ON LABS AT JAVA ONE — THE PREMIER JAVA DEVELOPER CONFERENCE — FOR 3 CONSECUTIVE YEARS.
- DEVELOPED THE DEMONSTRATION APPLICATION SUITE FOR SUN SPOT PLATFORM
- MAINTAINED A REGULAR HIGH-TRAFFIC TECHNICAL BLOG (TOP 50 BLOGS ON BLOGS.SUN.COM).

**FIELD SE, JAVA FIELD TECHNOLOGIST, SENIOR TECHNOLOGY MANAGER, EXECUTIVE DEMOS MANAGER, MARKET SOLUTIONS ENGINEER + SUN MICROSYSTEMS, INC., MENLO PARK, CA — 1985-2001**

DEMONSTRATED INCREASING RESPONSIBILITY FOR OVERALL PRODUCT TECHNICAL SUPPORT FROM A FIELD SYSTEMS ENGINEER TO THE SENIOR TECHNOLOGY MANAGER FOR SOME OF SUN'S LARGEST DESKTOP COMPUTING INITIATIVES. I ALSO SERVED AS THE ON-STAGE DEMO PRESENTER FOR SUN'S CXO EXECUTIVES.

- RESPONSIBLE FOR ALL ASPECTS OF ON-STAGE KEYNOTE DEMOS FOR SUN MICROSYSTEMS EXECUTIVE COMMITTEE MEMBERS (SCOTT MCNEALY, CEO, GREG PAPADPOLOUS, CTO, BILL JOY, CHIEF SCIENTIST).
- IDENTIFIED APPROPRIATE EMERGING TECHNOLOGIES WITHIN SUN AND WITH PARTNERS TO ALIGN WITH EXECUTIVE MESSAGING AND DEVELOPED APPROPRIATE DEMOS TO ALIGN WITH KEYNOTES AND MESSAGING ON EXTREMELY SHORT TIMELINES.
- PROVIDED TECHNICAL EVALUATIONS OF EMERGING TECHNOLOGIES FOR PRODUCTIZATION.
- DELIVERED CUSTOMER-CENTRIC RECOMMENDATIONS OF NEW FEATURES AND FUNCTIONALITY FOR EXISTING PRODUCTS.
- DEVELOPED AND MANAGED SUCCESSFUL EARLY ACCESS/BETA PROGRAM TECHNICAL SUPPORT INFRASTRUCTURES TO SUPPORT THE LAUNCH OF MAJOR NEW PRODUCT INITIATIVES.
- RESPONSIBLE FOR DEVELOPMENT AND PRODUCTION OF COMPANION APPLICATIONS FOR PRODUCTS.
- DEVELOPED EXECUTIVE, PRESS, INDUSTRY ANALYST, AND FIELD SALES PRODUCT DEMONSTRATIONS, INCLUDING THIRD-PARTY APPLICATION INTEGRATION, PACKAGING, TESTING, DELIVERY AND DISTRIBUTION.
- SUCCESSFULLY MANAGED ENGINEERING/MARKETING RELATIONSHIP FOR EMERGING PRODUCTS.
- DEVELOPED FIELD SALES TECHNICAL COLLATERAL AND PRESENTATIONS FOR NEW PRODUCTS INCLUDING DEVELOPING AND DELIVERING FIELD SPECIALIST TRAINING PROGRAMS.
- RECRUITED AND TRAINED AND SUPERVISED FIELD TECHNICAL SPECIALISTS ACROSS THE WORLD.
- COLLECTED AND MANAGED TECHNICAL AND MARKETING DATA TO/FROM WORLD-WIDE FIELD SALES ORGANIZATION.

- MANAGED EXTREMELY SUCCESSFUL INDUSTRY PRESS REVIEWS OF NEW AND EMERGING PRODUCTS (RESPONSIBLE FOR "EDITOR'S CHOICE AWARD" REVIEW OF SUN RAY 1 BY PC MAGAZINE (APRIL, 2000)).
- TRUSTED TECHNICAL ADVISOR TO BUSINESS UNIT EXECUTIVES ON PRESS/ANALYST TOURS.
- SERVED AS NATIONAL SUBJECT MATTER EXPERT FOR JAVA AT CUSTOMER PRESENTATIONS

## EDUCATION

- UNIVERSITY OF NEW MEXICO, COMPUTER SCIENCE MASTERS PROGRAM — (INCOMPLETE)
- COLUMBIA UNIVERSITY, NEW YORK CITY, BACHELOR OF ARTS 1988

## SKILLS

- APPLICATION ARCHITECTURE AND PROOF-OF-CONCEPT DESIGN FOR BUSINESS SOLUTIONS.
- NEW AND EMERGING TECHNOLOGY MANAGEMENT.
- DEMO APPLICATION DEVELOPMENT, PRESENTATION, PACKAGING, AND DISTRIBUTION.
- INDUSTRY REVIEWS/ MANAGEMENT OF KEY TECHNOLOGIES.
- PRESS AND ANALYST PRESENTATIONS (MEDIA-TRAINED OFFICIAL COMPANY SPOKESPERSON).
- TECHNICAL PRESENTATIONS TO CEO, CIO AND TECHNICAL STAFF.
- ON-STAGE DEMO AND TECHNICAL PRESENTATIONS TO AUDIENCES OF ALL LEVELS, FROM 10 TO 20,000 MEMBERS.
- WEB SITE DEVELOPMENT IN HTML, JAVASCRIPT AND PHP, INCLUDING DESIGN, INSTALLATION AND MAINTENANCE OF LAMP SOFTWARE STACK.
- JAVA APPLICATION DEVELOPMENT AND APPLICATION PORTING TO JAVA.
- EXPERIENCE WITH MQTT, BLUETOOTH LE, MOBILE APPLICATION DEVELOPMENT FOR IOT
- DEVELOPMENT LANGUAGES
  - + C
  - + JAVA
  - + PYTHON
  - + PHP
  - + SWIFT/OBJECTIVE C
  - + JAVASCRIPT/NODE.JS
- TCP/IP SOCKET-BASED APPLICATIONS DEVELOPMENT
- DRIVER DEVELOPMENT AND PORTING
- UNIX SHELL SCRIPT PROGRAMMING

## AWARDS

- INNOVATION @ SUN (FORMERLY CHAIRMAN'S AWARD FOR ENGINEERING EXCELLENCE) FOR SUN SPOTS 2008
- SUN MICROSYSTEMS, INC. JAVA 'ACE' OF THE YEAR AWARD, 1997

## PUBLICATIONS

- NERD NETWORK EVENT RECORDING DEVICE: AN AUTOMATED SYSTEM FOR NETWORK ANOMALY DETECTION AND NOTIFICATION, PROCEEDINGS OF THE INTERNET SOCIETY SYMPOSIUM ON NETWORK AND DISTRIBUTED SYSTEM SECURITY, 2/16/95
- CONTRIBUTING AUTHOR ADVANCED TECHNIQUES FOR JAVA DEVELOPERS
- NC OR NETPC: WHICH IS THE BETTER APPROACH? NETWORKWORLD, OCTOBER 6, 1997
- VOICE SELF-SERVICE APPLICATIONS ON J2EE TO THE RESCUE WEBSPHERE DEVELOPER'S JOURNAL, MAY, 2002