SCOTT J. ARNOLD

Senior Pre-Sales Solutions Engineer | AI Infrastructure Architect | Data Center & Telecom Strategist | Published Author

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EXECUTIVE PROFILE

Senior technology leader with 30+ years of experience designing, building, and scaling mission-critical infrastructure across telecommunications, cloud computing, SaaS, enterprise data centers, and modern AI GPU environments.

Proven ability to bridge executive strategy with deep technical execution — translating complex architectures into revenue-generating solutions for Fortune 500 enterprises, global telecom providers, and venture-backed startups.

Published author of over a dozen books spanning technology, AI systems, engineering strategy, and applied innovation — demonstrating thought leadership, technical depth, and advanced communication capability.

Recognized for building high-performance teams, delivering under budget, securing venture funding, and deploying secure, scalable infrastructure that performs in real-world production environments.

CORE CAPABILITIES

- Enterprise Pre-Sales & Solutions Engineering

- AI Infrastructure & GPU Compute Architecture

- Data Center Design & Construction

- DWDM, GPON, BGP, MPLS, SIP, VoIP

- Cloud & SaaS Global Delivery

- Multi-Provider BGP & ASN Management

- Global Team Leadership (US, Europe, Asia)

- Vendor Negotiation & Capital Equipment Strategy

- Containerized Infrastructure (Docker / Reverse Proxy / Secure Access)

- Security Architecture & Monitoring (SIEM / Firewall Isolation)
- Technical Writing & Published Author

PROFESSIONAL EXPERIENCE

HUAWEI TECHNOLOGIES, Inc. – Plano, TX

Senior Pre-Sales Solutions Engineer | 2016 – 2019

- Led pre-sales engineering for large-scale telecommunications infrastructure including DWDM optical transport and GPON broadband solutions.
- Partnered with enterprise and service provider clients to define technical requirements, architect scalable solutions, and drive competitive technical wins.
- Delivered executive-level presentations, technical workshops, and proof-of-concept environments.
- Designed trade show and demonstration systems to strengthen brand visibility in competitive markets.
- Coordinated cross-functional engineering teams to ensure seamless transition from proposal through deployment.

AI INFRASTRUCTURE ARCHITECT – Private GPU Compute Platform

Founder / Principal Architect | 2024 – Present

Designed and deployed a secure, containerized, multi-GPU AI compute environment running on dedicated hardware.

This is a fully operational backend platform built for enterprise-grade private AI workloads — not a conceptual lab build.

Architecture Includes:

- Secure Nginx reverse-proxy gateway with SSL/TLS termination
- Authentication-controlled access layer
- Docker-based service isolation and deployment
- Portainer container management interface
- Dedicated GPU servers (dual RTX 6000-class architecture)
- 10Gb fiber and DAC network fabric
- Private LAN segmentation and firewall isolation

- Modular topology ready for orchestration frameworks

AI Service Stack:

- ComfyUI image pipeline infrastructure

- Stable Diffusion GPU instances

- Open-WebUI with Ollama backend for LLM inference

- Controlled GPU allocation per containerized service

Designed to evolve into:

- Private AI infrastructure for enterprise

- GPU-backed SaaS environments

- Dedicated virtual AI instances

- Infrastructure-as-a-Service for funded startups

- Controlled, monetized AI compute access without cloud dependency

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INDEPENDENT CONSULTANT – Princeton, TX

Solutions Architect / Infrastructure Consultant | 2019 – Present

- Led hardware refresh and data center retrofit projects for DinCloud and Alchemy Communications.

- Resolved international manufacturing and infrastructure challenges through technical analysis and vendor coordination.

- Designed secure hosting environments and performance-optimized infrastructure platforms.

BMC SOFTWARE – Houston, TX

Senior Program Executive – Global SaaS Delivery | 2012 – 2014

- Managed global sales engineering teams across Ukraine, London, and Sweden.

- Delivered EUEM and APM SaaS offerings to Fortune 500 clients from proof-of-concept through production.

- Represented BMC at international conferences and enterprise client engagements.

- Supported European market expansion initiatives.

DINCLOUD / ENPOINTE TECHNOLOGIES – Los Angeles, CA

Data Center Operations Manager | 2010 – 2012

- Managed 11 engineers delivering VDI and IaaS solutions.
- Designed and implemented large-scale virtualization infrastructure.
- Oversaw ~$6M in data center assets.
- Acquired ARIN ASN and IP space; implemented multi-homed BGP architecture.
- Deployed OSSIM SIEM monitoring for proactive threat detection.
- Installed NetApp SAN arrays, Mellanox 40GB InfiniBand, Cisco Nexus switching, ASA firewalls.
- Designed five-nines SLA-ready power, cooling, and cabling systems.

ALCHEMY COMMUNICATIONS – Los Angeles, CA

Solution Engineer | 2005 – 2009

- Managed construction of 42,000 sq. ft. LAX data center.
- Pulled permits and managed HVAC, electrical, and vendor integration.
- Designed VoIP trunking architecture between facilities.
- Installed colocation cages, security systems, surveillance, and structured cabling.
- Designed NOC layout and secure mantrap entry system.

LIFE ALERT EMERGENCY RESPONSE

Special Projects Engineer | 2009 – 2010

- Expanded corporate data center and dispatch infrastructure.
- Reduced manufacturing failure rate from 8% to 1%.
- Managed quality control oversight in China and Thailand with recurring onsite audits.

FASTPOINT COMMUNICATIONS – Los Angeles, CA

Co-Founder / Chief Technology Officer | 1999 – 2001

- Helped secure $21M in venture capital funding.
- Scaled company to 4th largest DSL provider in the U.S., 1st in California.

- Designed redundant ISP backbone (ATM, DS3, DSL, BGP multi-provider).
- Built high-availability Linux web farms and disaster recovery infrastructure.

LAN MAN SERVICES INC. – Los Angeles, CA

Founder / Principal Consultant | 1987 – Present

- Designed and built turnkey data centers for enterprise and government clients.
- Delivered ISP services including DSL, Frame Relay, ISDN, private networks.
- Built infrastructure for UCLA Neuropsychiatric Institute, Thai Royal Navy & Air Force, Merv Griffin Productions, and others.
- Constructed 200-seat international VoIP call center in Bangkok.

PUBLICATIONS & THOUGHT LEADERSHIP

Author of over a dozen published books covering:

- AI systems and infrastructure
- Engineering strategy
- Technical pre-sales methodology
- Applied innovation and systems architecture

Books and technical publications available at:
https://icttgus.ai/books.html

TECHNICAL EXPERTISE

Networking & Telecom:
BGP, MPLS/VRF, DWDM, GPON, SIP, VoIP, IPv4/IPv6

Cloud & Virtualization:
VMware, KVM, OpenStack, IaaS Architecture

AI & Compute:
GPU Infrastructure, CUDA-based systems, Containerized AI workloads, LLM inference platforms

Security:
Firewall segmentation, SIEM monitoring, reverse proxy architecture

Operating Systems:
Linux (CentOS, Debian, SUSE), Windows

Web & Dev:
Python, HTML, CSS, JavaScript

EDUCATION

Los Angeles Pierce College
Los Angeles Harbor College