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# EMRAH ALPA

Vancouver, BC

BSc-EE, CISSP, ITIL, CCSE, MCSE 2003

604.616.0298

emrah@alpa.cc

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## **PRE-SALES ENGINEER / SOLUTION ARCHITECT / TEAM LEAD**

- Emrah Alpa brings forward 13+ years of Information Technology experience.
- Has successfully taken Pre-Sales and Professional Services roles across North America.
- Proven expertise in leading solution teams through every aspect of project lifecycle.
- Deep knowledge of managing large, multi-phase projects, while meeting deadlines, producing high quality deliverables and creating high customer satisfaction.
- Demonstrated ability to architect solutions by mapping customer business problems to end-to-end technology solutions.

## **PROFESSIONAL EXPERIENCE**

### *SOLUTION DELIVERY ARCHITECT / TEAM LEAD*

Acted as the principal architect for client engagements to design enterprise-wide architectures for companies in the areas of Security, Access and Identity Lifecycle Management.

Recruited, coached and led small sized teams in delivering high-profile infrastructure services.

- Responsible for delivery of cohesive functional solutions for customers, provided the technical continuity from pre-sales through implementation.
- Acted as a liaison with specific business units and the customers to provide technical oversight and direction for the strategic initiatives in the areas of enablement and education.
- Excelled in complex Identity and Access Management (IAM) and Security Information and Event Management (SIEM) solutions for clients throughout Canada.
- Performed "Needs Based Analysis" and "Readiness Assessments", to document best practice recommendations in line with the clients' strategic business plans.
- Authored Solution Architecture Specification (SAS) documents, outlining the solutions' system, security and architectural specifications, following CA's certified methodology.
- Provided work breakdown structures to correctly estimate and scope the required work effort for each phase of large-scale technology roll-outs.
- Wrote effective statements of work (SOW) to clearly set expectations and limit risk of failure.
- Employed a long term planning horizon and "strategic" mindset for mission-critical projects.
- Managed all aspects of consulting engagements to better harness client relationships.

### *PRE-SALES ENGINEER*

Responsible for Western Canada region and beyond, Emrah has been involved in every aspect of CA security suite; including product demonstrations via Proof of Concepts and trials.

- Taking on a customer-facing role, assisted the sales force on technical solution designs.
- Subject-matter-expert in identifying the clients' pain points and matching them to CA solutions, presenting the competitive advantage by focusing on key differentiators.
- Excelled in identifying partners to develop the execution strategy for particular client teams.
- Delivered training and workshop sessions for solution partners such as Deloitte & Touche.
- Go-to person for custom integrated solution demonstrations involving complex scenarios.

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## EMPLOYMENT HISTORY AND KEY PROJECTS

<b>09/2009 – 04/2010</b>	<b>Atos Origin (Olympic Games)</b>	<b>Information Security Architect</b>
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- Designed and implemented the Security Information and Event Management (SIEM) solution for the 2010 Winter Olympic Games to achieve real-time fraud prevention.
- Reporting to Information Security Manager, managed a team of 2 security engineers to ensure real-time monitoring and mitigation of threats against the Games network
- Integrated various operating systems and security products into Games SIEM solution.

<b>03/2007 – 08/2009</b>	<b>CA, Inc.</b>	<b>Solution Architect, CA Technology Services</b>
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*Services New Brunswick – “User Provisioning and Identity Management System” Project*

- As the Lead Architect, delivered the first large-scale bilingual solution in North America, providing IAM services for 100,000 users. Received award from Architecture Review Board.

*WorkSafeBC – “Provisioning and Identity Management for Employees and Contractors”*

- Designed the 3-phase architecture of an employee provisioning solution for 3,500 users.

<b>03/2005 – 03/2007</b>	<b>CA, Inc.</b>	<b>Pre-Sales Engineer, CA Technical Sales</b>
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*Enbridge Inc. - “User Management and Provisioning” – SunONE LDAP and MS Active Directory*

*Bank of Nova Scotia - “SOX compliance - Trusted Log Collection and Reporting” Project*

- Wrote a wide range of intelligent correlation rules to solve “security information overload”

*Toronto District School Board - “Security Event Management” Project*

- Configured event parsing from multiple sources including firewalls, IDS, SYSLOG devices.

<b>03/2001 – 03/2005</b>	<b>Spot Solutions (Vancouver, BC)</b>	<b>Wintel Team Lead / Solutions Architect</b>
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- Performed contract work for a consulting company and its broad range of clients, designing various solutions based on their particular requirements.
- Hired, trained, and managed a team of 2 system engineers in implementing and maintaining LAN and WAN technologies for medium-size clients.
- Engaged the Wintel team as trusted advisors to senior business managers on emerging Microsoft technologies and how best to exploit them for business advantage.

<b>10/1998 – 03/2005</b>	<b>HSBC Bank (Vancouver, BC and Istanbul, Turkey)</b>	<b>Information Security Team Lead</b>
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- InfoSec Team Lead for Microsoft & Intel (Wintel) platforms across North America.
- Supervised the “PC/Server and Network” team of 3 analysts, reporting to the IT Manager for HSBC Investment Banking division, a subsidiary of HSBC Bank Turkey.
- Completely re-designed Citrix server infrastructure, utilizing RSA 2-factor authentication.
- Architected, deployed and maintained company’s flagship product, “Order Online”, a three-tiered e-commerce solution, allowing customers to trade flexibly in Istanbul Stock Exchange.

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## EDUCATION AND AWARDS

<b>09/1993 – 03/1998</b>	<b>Istanbul Technical University - Istanbul, Turkey</b>
Bachelor of Science degree in Electronics and Telecommunications Engineering	

- In 2006, Emrah was given the *Q1 Spot Award* by CA management team for his incredible team work and passion for the customers, partners, and CA business in general.

## CERTIFICATIONS

ITIL - Foundation Certification [2007]

CISSP [2004]

CCSE - Check Point Certified Security Expert [2004]

MCSE [2000, 2001 & 2004]

LPI Level 1 - Linux Professional Institute [2003]

## KEY TRAININGS

Course Name	Completed
CA Identity Manager R12 – Level 300: Advanced Configurations	Jul 2009
CA Architect Academy 2 / 4 / 5	2005 - 2008
CA Identity Manager R8, eTrust Access Control and InSession Workflow	2006 - 2007
eTrust SiteMinder Foundation Implementation boot camp	May 2005
CA Security Command Center - Administration and Management	Apr 2005
ITIL - Foundation	Jan 2007
BCIT Part-time Studies Course: CITX 2183 – Unix / Linux Security	Mar 2004
Check Point NG with Application Intelligence Management I & II	Jan 2004
Administering IBM WebSphere Application Server v4.0 and v5.0	2003 - 2004
Microsoft Windows NT 4.0, Windows 2000, Windows 2003 and Active Directory	1998 - 2003
Project Management	Sep 1999

## TECHNICAL SKILL SET SUMMARY

Description	Years	Last	Details
Citrix MetaFrame XP	4	2006	Secured Terminal Services for remote access.
Novell Sentinel SIEM Platform	1	2010	Used extensively in Olympics Games network
CA Enterprise Log Manager (a.k.a. CA Security Command Center)	4	Current	Deployed enterprise log-collection systems for security event monitoring & correlation
CA SiteMinder & Identity Manager	4	Current	Architected large-scale IAM solutions
CA Admin & CA Directory	4	Current	Designed complex user provisioning systems
VMware ESX / GSX Server	4	Current	Implementing custom demos, testing software
MS Exchange & SQL Servers	7	Current	Deployed, troubleshoot at various capacities
IBM WebSphere Application Server 3.x, 4.0, 5.1.1 and 6.0.2	6	Current	Authored WAS 3.5x & 4.0 security standards. Deployed HA-configured IAM solutions
BEA & JBoss Application Servers	3	2004	Authored security hardening documents, performed Proof of Concepts for IAM demos.
Netscape / SunONE Directory Server & iPlanet Enterprise Server	5	Current	Implemented LDAP-based user directories & e-commerce sites. Designed custom schemas
Check Point FireWall 4.1 & 5.5 NG	2	2004	Creating, optimizing rules for network defense
Cisco VPN/PIX firewall: 515R	2	2002	Protection against cyber threats. Setup DMZ
FreeBSD UNIX	4	2005	Created IPFILTER based internet firewalls
Linux RedHat 7-9; Debian 3.x	3	2004	Used pen-test tools: Xprobe2, nmap, nikto...
IBM HTTP Server 1.3.x, 2.0.4x	6	Current	Locked down Apache-powered web servers
ISS Internet Scanner 6.2.1, 7.0	3	2004	Internal security audits and penetration tests
RealSecure Network Sensor 7	3	2004	Deployed for network intrusion detection