

RAY LUCCHESI

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SUMMARY

Senior director with extensive experience as a product development leader in the storage industry. Strengths include team leadership, technical knowledge, product strategy and verbal communication, skills developed through years of dealing with people, products and customers.

PROVEN ABILITIES AND RESULTS

Product Engineering and Development:

- Developed products that have generated well over \$1B in revenue.
- Advanced storage product that captured 18% market share in under 30 months.
- Turned around late program and delivered award winning product to market.
- Improved subsystem reliability and performance by a factor of ten.
- Sustained the largest OEM contract in STK's history.
- Developed nine generations of an enterprise class disk subsystem.
- Budgeted development from \$1M to over \$23M with a recent budget at \$9M.

Team Leadership

- Managed at the first and second level with from 5-75 engineers and managers.
- Directed at the second and third level with from 50 to 175 engineers, managers, and directors reporting to me.
- Motivated technical team to work long hours for little chance of reward other than successful product introduction.
- Maintained technical team through massive layoffs, chapter 11, and final emergence from bankruptcy to help create and later dominate the enterprise class tape library market.
- Mentored numerous individual contributors into first line management and some into outstanding managers.

Technical Knowledge

- Lead technical assessor for new technology platform acquisitions
- Lead architect on host (server side) control software for enterprise class tape library
- Architect on enterprise class disk subsystem
- Lead designer and developer for new disk subsystem
- Defined development processes and methodology
- Lead tester for multiple new storage subsystems

Product Strategy

- Reviewed new product and redirected to better-fit technical/strategic objectives.
- Presented corporate strategy to highly technical customers representing from ~\$500K to over \$5M in potential sales.
- Met with numerous industry analysts to present corporate strategy.
- Created and led task force on information lifecycle management forming the framework for product acquisitions and future product development.

End User Marketing

- Helped create and interpret blind focus group customer survey deferring product deployment and saving ~\$100-250K.
- Helped assess blind customer survey results on archive product
- Helped put together and present future product proposals to customer advisory boards
- Helped put together and interpret telephone survey questionnaire
- Presented new product proposals to both US and European customers which led to improved feature set.

EMPLOYMENT

SILVERTON CONSULTING, INC., Broomfield, CO, (2004-Present)
STORAGE TECHNOLOGY CORPORATION (STK), Louisville, CO, (1978-2004)

EDUCATION

Bachelor of Science, Bradley University, Peoria, IL
Coursework towards an MS in Electrical Engineering, UCD, Denver, CO

PATENTS

- US Patent 4,928,245, **Automated Cartridge System**, patent on overall architecture of STK's high end tape library.
- European Patent CA1323100, **Data Security Arrangement For An Automated Magnetic Tape Cartridge Library System**, European version of overall architecture of STK's high end tape library.

RECOGNITION

- Received "InformationWeek Top Ten Product of 1994" Award.
- Received "American Electronics Assoc., Mountain States Council, 1995 Significant Technical Contribution" Award.
- Received numerous team and individual awards for outstanding service.

ARTICLES

- *Data Grids for Storage*, **Storage Magazine**, October 2005, pp. 38-44.
- *NAS Consolidation Options*, **Storage Magazine**, December 2005, pp.28-38.
- *Pump Up Array Performance*, **Storage Magazine**, January 2006, pp. 20-28.
- *Voice Apps Can Strain Storage*, **Storage Magazine**, April 2006, pp. 44-50..
- *Virtualization: Tales From The Trenches*, **Storage Magazine**, August 2006, pp 20-26.
- *Demystifying Deduplication*, **Computerworld online**, February 2007.