

SCOTT P. HUNTER
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U.S.A.
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[01] 404-713-0809

Technology executive with the **proven ability** to develop, commercialize, market, and sell *leading edge* technologies around the world – from vision, through planning, to execution. Focused on delivering solutions to customers, not just technology. Excellent interpersonal and communication skills, *always* exceeded quota in commissioned positions and *always* on schedule and under budget in P&L assignments. BSEE with advanced degree in Physical Chemistry.

Driven & Disciplined - Over 25 years active, Reserve and National Guard service in the US. Air Force and U.S. Army. U.S. Army Reserve Officer commanding 125 soldiers in a front-line unit as last assignment. Specialized in international data/voice circuits and systems delivery to subscribers.

ORACLE®

11 years, 9 months

Senior Director, Enterprise Technology Center – Development, July 1997 to July 1999. Evolution of previous position. Moved 51 members of overlay sales team to the field and pushed sales support infrastructure to corporate. Still carried parallel product responsibilities and quota. Established the Enterprise Technology Centers with a small senior staff to leverage solutions selling with hardware and software partners. Built a 2400 Sqf data facility and persuaded partners to contribute \$18M in hardware in less than one year. Had over 250 CPUs and 13Tb on-line and committed to closing business – the largest and fastest systems in Oracle. Focused on 7x24 five-nines technologies needed by international enterprise-level customers. Engagements routinely required close integration with Oracle and partner development and support organizations. P&L responsibilities. Grew revenue at >40% GAGR to \$175M in FY99 despite loss of overlay sales force. Commissioned position, always above plan.

Senior Director, Enterprise Parallel Systems - Americas Sales, June 1995 to June 1997. Responsible for the sales and marketing of Oracle's parallel technologies running on new computer architectures in the Americas. Charged with accelerating the acceptance and sales of these new technologies while developing the corporate infrastructure to support it and helping field organizations and vendors learn to independently manage them. Staffed 51 quota-carrying salesmen and presales engineers in the Americas. Activities directly managed include business development, sales, and sales consulting. Worked at CIO level and above to develop long-range strategic account plans for select customers. Account activities included sales presentations, analyzing business needs, qualifying appropriate solutions including hardware recommendations, partner relationships, benchmarks and project management. P&L responsibilities, grew revenue at 40% GAGR to \$115M in FY98. Commissioned position, always above plan. Extensive travel in the U.S., Canada, and Latin America.

Director, Product Management - Development, November 1994 to June 1995. Responsible for product management for the Massively Parallel Systems (MPP) Development group. Functions managed include the nCUBE, Unisys SPP and IBM RS6000/SP product lines, marketing, performance analysis, product testing, documentation, beta field support, and computer system support. Major focus on moving technology out of an elite development group into the rest of the company to leverage Oracle's MPP technology lead. Interactions required at vice-president level to develop MPP capabilities in worldwide regional sales, support, and consulting organizations. Personally responsible for strategic planning and interaction with development, customers, and system vendors to define product direction and marketing. Product and marketing efforts include business plans, product requirements, marketing plans and programs, collateral, support and sales training. Extensive international travel.

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continued

Principal Systems Engineer - Development, November 1991 to November 1994. First field person for Oracle's Massively Parallel Systems (MPP) Development group. Responsibilities included all MPP pre-sales activities, hardware and software installation, training, post-sales support, and project management for customer's participating in the MPP 'Early Adopters' program. Activities required interaction at the highest levels at prospective clients and within Oracle. Systems engineered, installed, and maintained where typified by hundreds of networked connected clients, servers with tens to hundreds of CPU's and hundreds of Gigabytes to Terabytes of disk. Extensive international travel.

Senior Sales Consultant - Commercial Sales, June 1991 to November 1991. Senior Oracle technical resource for benchmark activity in the region. Personally responsible for all benchmark activity associated with Fortune 500 accounts. Work included conducting tests and troubleshooting target hardware and O/S performance bottlenecks at vendor's manufacturing and design facilities and working with Oracle and vendor developers to resolve issues, e.g. Sun, IBM, Sequent Pyramid for USAir, Federal Express, Equifax, Coca-Cola, etc. Majority of engagements involved the integration of leading-edge technologies to handle the complex requirements of international 7x24 enterprises.

Senior Sales Consultant Manager - Federal Sales, October 1988 to June 1991. Manager of pre-sales technical support for Oracle-Federal sales in the 15 state region of the Southern and Central U.S. Responsible for the region's Sales Consultants' personnel reviews, training and scheduling, as well as direct support of sales activities. Tech Support activities included the presentation and demonstration of Oracle products, installation and configuration of the Relational Database Management System (RDBMS) and tools, technical and maintenance support of trials, coding of customer prototypes, coding and running of benchmarks, and the integration of Oracle products and customer applications on heterogeneous platforms in LAN/WAN environments. Activities required proficiency in using Oracle 4GL's, 'C', FORTRAN, on Sun's, VAX's, IBM RS-6000's, Apollo's, SG's, Pyramids, Sequents, Amdahl, AT&T 3B's, 386's & 486's under DOS-O/S2 and UNIX, as well as other platforms. Commissioned position, exceeded personal quota (2.1M) and group quota every year.

CHROMATICS

Director, Customer Service, December 1987 to October 1988. Profit & Loss responsibility for computer graphics terminal and workstation products software maintenance, hardware maintenance, training, field operations, and after-market service programs. Duties also included development of OEM/VAR product support packages, maintenance products and pricing, and after-market sales efforts. Commissioned position, exceeded quota.

Senior Applications Engineering Manager, March 1987 to December 1987. Manager of Western Region Technical Personnel for Sales and Marketing Group of a high-performance graphics workstation manufacturer. Duties included direct sales support for the Western Region, technical presentations for new products to Fortune 100 accounts, OEM/VAR graphics subsystem design, and coding of demos and benchmarks as required. Commissioned position, exceeded quota.

ESCA

Senior Hardware Engineer June 1985 to February 1987. Engineer responsible for the hardware aspects of developing company's next generation of networked multi-CRT control consoles using "state-of-the-art" graphics technology. Support to the effort involved subsystem design and specification; vendor evaluation; selection and evaluation of hardware; integration of engineering prototypes; presentation of new console subsystem designs to customers, and in-house and trade show demo support.

Evans & Sutherland

Senior Hardware Engineer November 1983 to March 1985. Project Engineer responsible for the hardware development and production of a computer-graphics based planetarium projection system; system architecture, design and specifications; established and maintained hardware development schedule; supervised 20 hardware development engineers and project team personnel.

Systems Engineer September 1981 to October 1983. Overall responsibilities for hardware and software development and integration for large interactive graphics OEM accounts, e.g. McDonnell Douglas. Duties included: analysis of customer requirements and preparation of hardware/software development plan and schedule; preparation of detailed hardware/software specifications and test conditions; writing, debugging, and integrating software as required (PASCAL, FORTRAN, DEC VMS DCL, E&S SOD, MC68000 code, 2901 code).

Test Supervisor September 1979 to August 1981. Supervisor of Interactive Graphics Products Test. Supervised and trained 12 electronic technicians responsible for trouble-shooting and repairing complex digital circuits to the component level from assembly test through Factory Acceptance Tests; developed product test plans and personnel and equipment requirements; maintained the area production schedule; provided troubleshooting support to technicians on difficult problems.

American Laser

Test Engineering Manager January 1978 to September 1979. Supervisor of electro-optical test technicians in the assembly and final test areas; maintained test production schedule; designed and fabricated test fixtures; start-up and testing of large gas laser systems; field services as required for CO₂, Argon Ion, and Krypton gas laser systems.

SCOTT P. HUNTER
Atlanta, Georgia, USA
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References:

Bobbi Hazard (888) 987-3355, x39174	-	nCube-Oracle VP of Sales
Gadi Maier (650) 328-7474	-	Oracle VP & GM of High Tech Sales
Mike Kaul (650) 322-8062	-	Oracle Former V.P. of High Technology - Sales & Consulting Former V.P. of Marketing
Don Fraser (650) 323-6334	-	Oracle V.P., Massively Parallel Products
Dr. Ken Sassen (801) 581-6136	-	University of Utah Professor of Meteorology
General Tom Wessels (770) 858-1208	-	United States Army Reserves Commander, 335 th Signal Command

SCOTT P. HUNTER
53 South 600 East
Salt Lake City, Utah 84102
(801) 532-7564

OBJECTIVE:

Position in the electronics industry with responsibilities in manufacturing, production engineering, production control, quality control, and purchasing. Preferably a managerial position requiring interpersonal, written, and verbal skills as well as a technical background.

EXPERIENCE:

SENIOR HARDWARE ENGINEER Evans & Sutherland Computer Corporation,
Nov. 1983 - Mar. 1985, Project Engineer responsible for the hardware development and production of a computer graphics based planetarium projection system; system architecture, design and specifications; established and maintained hardware development schedule; supervised twenty hardware development engineers and production team personnel.

SYSTEMS ENGINEER Evans & Sutherland Computer Corporation,
Sept. 1981 - Oct. 1983, Overall responsibilities for hardware and software development and integration for interactive graphics OEM accounts. Duties included: analysis of customer requirements and the preparation of a hardware/software development plan and schedule; preparation of detailed hardware/software specifications and test conditions.

TEST SUPERVISOR Evans & Sutherland Computer Corporation,
Sept. 1979 - Aug. 1981, Supervisor of Interactive Graphics Products test. Supervised and trained twelve electronic technicians responsible for troubleshooting and repairing complex digital circuits to the component level, from assembly test through Factory Acceptance Tests; developed product test plans and personnel and equipment requirements; maintained the area production schedule; provided troubleshooting support to technicians on difficult problems.

TEST ENGINEER American Laser Corporation,
Jan. 1978 - Sept 1979, Supervised and trained six electro-optical test technicians; maintained test production schedule; designed and fabricated test fixtures; start-up and testing of large gas laser systems; field service as required.

ELECTRONICS ENGINEER University of Utah, Seismograph Stations,
June 1977 - Jan. 1978, Operation and maintenance of the University of Utah's seismic network/field electronics involving radio and or telephone telemetry from 50 remote sites.

EXPERIENCE (continued)

RESEARCH FACILITY University of Utah, Dept. of Meteorology, for Apr. 1976 - June 1977, Overall technical and day-to-day responsibility for experimental research contract to study laser light scattering of atmospheric ice crystals. Responsibilities included the design, fabrication, and operation of the experimental apparatus, supervising students, and purchasing equipment.

RESEARCH ASSISTANT University of Utah, Dept. of Chemistry Sept. 1973 - Apr. 1976, Engaged in spectroscopic studies of various polymers utilizing gas lasers and Brillouin, Depolarized Rayleigh, and Raman Spectroscopy. Co-authored several technical papers as a result of the research.

ELECTRONICS TECHNICIAN University of Utah, Department of Electrical Engineering Dec. 1972 - Sept. 1973 Responsible for the repair and calibration of all the Department and College of Engineering electronic equipment.

EDUCATION & TRAINING:

- B.S.E.E. University of Utah
- USAF training in Wideband Radio systems and associated voice and data circuitry, 6/72 to 12/72, Keeseler AFB
- American Electronics Association, Supervisory Development Program
- Department of the Army, Battalion Training Management Workshop
- Digital Equipment Corp., VAX 11/7xx Start-up Services Course
- Evans & Sutherland Computer Corp., Supervisory Training Course
- Evans & Sutherland Computer Corp., PS300 Programming Course
- Evans & Sutherland Computer Corp., MPS/PS2 Maintenance Course
- Shipley Associates, Technical Writing Workshop

PERSONAL DATA:

Birthdate/place - 8 August 1952, Philadelphia, Pennsylvania
 SSN - [REDACTED]
 Clearance - SECRET (NAC)
 Marital status - Married with one child
 Military - Member of National Guard for 13 years, currently communications platoon officer for 1 Corps Artillery which includes supervision of the installation, operation, and maintenance of Corps Arty circuits; supervising and training 57 platoon members.
 Geographic area - Willing to relocate

Societies

Society of Photometric and Instrumentation Engineers (SPIE)
 Laser Institute of America (LIA)
 Digital Equipment Users Association (DECUS)
 National Guard Association of the United States (NGAUS)

REFERENCES

Furnished upon request.

SCOTT P. HUNTER/Resume
Digital Equipment Corporation (DEC) Experience

My system-level experience with DEC equipment and software has been in computer facilities characterized by large numbers of clustered and non-clustered DEC CPUs networked (LAN) together and tied into wide-area networks (WAN). Engineering assignments have required an understanding of DEC systems from the timing and nature of UNIBUS arbitration, through MACRO-11, to VMS DCL. Direct experience includes:

- o Hardware selection and configuration for non-cluster, clustered, networked computing environments.
- o Hardware installation, cabling, and testing (includes third-party cards and drivers).
- o System management functions: users accounts, disk space management, security, system tuning, backup, and restorations.
- o VMS, compilers, layered-product, installation, updates, and patches.
- o Writing system-level procedures for custom I/O configurations.
- o Selection, configuration, and installation of Graphics I/O devices and associated software.
- o PC-VAX connections, PC selection, configuration, and installation, shells, and graphics options.

Some DEC-related projects undertaken:

Maintained, operated, and programmed a PDP-11/05, interfaced through an LPS-11 to a RAMAN spectrometer, for real-time data acquisition and analysis.

OS - RT-11

Languages - Fortran and Macro

Purchased, operated, maintained, and programmed an 11/23-based TERA computer system, interfaced through a DATA TRANSLATION A/D board to a laser-scattering cloud chamber, for real-time data acquisition and analysis.

OS - RT-11

Languages - Fortran and Macro

Configuration, system installation, and startup of a VAX 750. Performed system manager functions: set up system disks, disk quotas, system command files, print queues, batch queues, users directories and accounts, installed compilers, National Center for Atmospheric Research (NCAR) and National Meteorological Center (NMC) graphics packages, line printers, and graphics terminals. Set up dial-in/ out modems, wrote autodialer code to allow communications with NCAR Crays through an IBM 4341 for remote job entry and data exchange. Provided continuing support: software upgrades, updates, patches, backups and recovery.

OS - VMS

Languages - VMS DCL, Fortran

Supervised test area using four PDP-11/35s and three 11/34s to test graphics devices directly interfaced to the UNIBUS. Responsible for creating batch files and test programs. When per call maintenance became prohibitive, troubleshoot and repaired PDP boards to the component-level.

OS - RT-11 and RSX-11M

Languages - Fortran and Com Files

Selected, configured, and installed six VAX-11/730s for stellar database storage and management for a computer graphics planetarium projection system interfaced to the UNIBUS. Performed system manager functions: Set-up system disks, disk quotas, system command files, print queues, batch queues, users directories and accounts, installed compilers, graphics package, line printers, and graphics terminals.

OS - VMS

Languages - VMS DCL, Pascal

Configuration and startup of MicroVAX IIs. Performed system manager functions: Set up system disks, disk quotas, system command files, print queues, batch queues, users directories and accounts, installed compilers, graphics packages, line printers, and graphics terminals. Installed and set up graphics device interfaces and installed drivers.

OS - VMS

Languages - VMS DCL, Macro

SCOTT P. HUNTER/Resume
Computer Graphics Experience

Most of my experience in computer graphics hardware, software design and integration has been at Evans & Sutherland Computer Corporation. The positions I have held have exposed me to the whole life-cycle of a graphics product - its design, manufacture, and service. I am familiar with:

- o 2-D and 3-D Interactive graphics principles.
- o GKS, PHIGS, and VDI standards.
- o High-speed bit-slice pipelined graphics processors using the TTL, Schottky, Low-Power Schottky, NMOS, and CMOS logic families and their associated video circuitry.
- o Pipeline front-end graphics processors (host communications, peripheral communications, data structure storage, updates and manipulations).
- o Raster and Vector graphics displays (CRTs).
- o Interactive graphics peripherals (digitizers, trackballs, function buttons, dials, keyboards, light pens, joysticks).
- o Test and repair of graphics devices from bare board, through assembly test, to system integration and test.
- o PC graphics products, software and hardware.
- o Evans & Sutherland PS2, MPS, PS3XX, Digistar, and competitors' product lines.

Direct experience includes:

- Project manager for development of a multi-user graphics workstation; managed hardware, software, diagnostic, documentation, and pre-production efforts.
- Supervision of product engineering design efforts (Principal Engineer/Project Leader).
- Supervision of a graphics device test group.
- System architecture, hardware design specifications, and design for computer graphics products.
- Modification of graphics hardware to meet OEM customer requirements.

- Writing, debugging, and integration of graphics software at the system-level for customer requirements (Pascal, Fortran, VMS DCL, 68K code, 2901/2911 code).
- Test, troubleshoot, and repair of graphics devices and associated host computers to the component-level.
- Environmental test of graphics products and subsequent packaging and power supply modifications.
- Coding diagnostics and graphics data structure control programs for 68K-based pipeline front-end processor.
- Coding visual diagnostics for a bit-slice graphics pipeline (AMD 2901/2911).

Scott P. Hunter
Electronics Engineer
Geology and Geophysics
Seismograph Stations
University of Utah
Salt Lake City, Utah 84112

Personal: Date of Birth - 09 August 1952
Marital Status - single
Height - 5' 10"
Weight - Excellent
Citizenship - USA

Education: B.S.E.E. University of Utah
Electronics Training with the United States Air Force
in wideband radio systems and associated voice and
data circuitry, Jun 72 - Dec. 72, United States Air
Force Electronics Training Center, Keeseler AFB, Biloxi,
Mississippi.

Experience

June 77 - Present

Electronics Engineer, staff, University of Utah Seis-
mograph stations. Have major responsibility for the
field/electronics operation and maintenance of the
University of Utah's Seismic network, which currently
involves radio and/or telephone telemetry from about
50 remote sites.

April 76 - June 77

Research Assistant, Research Faculty, Department of
Meteorology, University of Utah. Overall technical
day-to-day managerial responsibility for experimental
research contract to study laser light scattering of
atmospheric ice crystals. Responsibilities included
the design, fabrication, and operation of the experi-
mental apparatus: supervising students, and the pur-
chase of equipment.

September 73 - April 76

Research Assistant, Student position, Department of
Chemistry, University of Utah. Was engaged in mole-
cular spectroscopic studies of various molecular
systems utilizing gas lasers and Brillouin, Depolar-
ized Rayleigh, and Raman spectroscopy.

Developed working familiarity with:

I.R. Spectrometers

U.V. Spectrometers

Laser tubes, resonators, and power supplies (Ar⁺, He-Ne)

Sample Cryogenics: LN₂, LHe, & Joule-Thompson systems

High Vacuum Systems: diffusion & Ion pumps, 10⁻¹⁴ - 10⁻⁸
torr

Sample High Pressure System: Liquid & Gas service to
2.5 KBar

Sample preparation/Vacuum distillation

Optical system design and alignment
computerized data acquisition and experimental process control
Photomicroscopy
Machine shop equipment: vertical mill, turret lathe, TIG and conventional arc welding, & sheet metal work.

December 72 - September 73

Electronics technician, Department of Electrical Engineering, University of Utah. Responsible for the repair and calibration of all the Department and College of Engineering electronic equipment.

May 72 - Present

Member of the Utah National Guard, Salt Lake International Airport. Supervision, repair, and operation of tactical mobile microwave equipment.

References: available on request.