

# Kenneth M. Graf

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## Career Summary

**Team builder**, as a leader in several successful, fast growing, and entrepreneurially oriented companies. Managed software, marketing and professional service teams that consistently grew revenue and were recognized by their industry peers for product and service quality excellence.

**Customer Advocate** able to effectively engage customers in both executive and technical discussions, by using the customer's language and showing genuine interest in their needs. Customer facing responsibilities has been the single common thread throughout my career.

**Recognized expert** in Secure Development Lifecycle (SDL/SDLC) and application security, having consulted for and provided training worldwide to companies like Intel, Microsoft and British Telecom. Advancing security standards by being an active participant in the W3C and JCP.

## Areas of Expertise

- Willing to professionally and proactively engage with customers
  - Security threats and countermeasures whether in software, services, hardware or implementation
  - Concisely articulate complex problems and solutions
  - Ability to work with cross-functional and geographically disperse teams
  - Proficient in all phases of the software development from concept through end-of-life
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## Professional Experience

*Intel Americas (2006 – 2010)*

### Enterprise Architect

Technical liaison advising clients on Intel's XML, SOA and firmware security products while providing product requirements to engineering and product teams.

- Representative to the W3C, OGF and JCP, providing Intel teams with directional insights from other working group members and insuring standards do not negatively impact product plans.
- Directly engaged with technology leaders at over 50 leading security firms to determine security market and product needs. This effort resulted in a realignment of in-flight product plans.
- Engaged with Intel's largest XML customer, providing architectural, implementation and training services resulting in the customer expanding product use from 1 to 2 tiers in a 4 tier architecture.
- Authored papers and presented lectures at leading XML and SOA forums, positioning Intel as an XML innovator and gained mind share with industry leaders.
- Designed the RSA'08 demo of the Intel Security Service Toolkit. The demo drew over 900 participants and showed for the first time at RSA 1 billion security operations on a single PC.

*Watchfire now IBM Rational Software (2003-2006)*

### Security Lead

Provided technical leadership defining quality and security objectives both internally and externally.

- Created a new SaaS based revenue stream by defining methodologies and training the professional staff to allow remote application assessments from its Ottawa headquarters.
  - Influenced innovative SDL changes at Microsoft, Fidelity, IBM, CitiGroup, TVA, Viacom, United Technologies, Viacom, Sprint, Mastercard, NASDAQ, Wyatt, Fidelity Investments, CheckFree and SAIC, by delivering SDL consulting and train-the-trainer instruction to hundreds of Engineering and QA leads.
  - Performed 300 application penetration tests identifying systemic flaws and poor engineering practices. Led proactive change by defining actionable tasks and process recommendations that resulted in a near prefect success rate on subsequent testing.
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*Security Crossing (2001-2003)*

**Founder, Consultant**

Sole proprietorship providing Application Security, SDL and PKI consulting services.

- Accelerated FIPS-140 certification of Cisco's 3002 VPN by completing the preparation phase early and under budget, saving Cisco \$100K in fees and reducing time to market by six months.
- Coordinated the efforts of development teams and service providers in 7 domestic locations. Designed and implemented the PKI used to eliminate \$200M in annual data entry expenses for United Healthcare.

*Entegrity Solutions (1997-2001)*

**Director of Professional Services**

Managed a team of 12 consultants that provided over \$9M in direct annual revenue worldwide.

- The U.S. Federal Reserve's FedLine software transacting over \$17B daily was a typical engagement. After identifying serious security flaws in a proposed intra-bank system, led the remediation team which provided a superior security solution and saved over \$14M in implementation costs.
- Led the design and implementation of the world's first large scale community PKI deployment. The Hong Kong Post provides over 6 million citizens legally binding digital signatures. The effort included teams on 3 continents from Entegrity, HP, GTE and the HK Post.

*a/Soft Development (1989-1997)*

**Founder, CTO**

Guided company from startup to \$5M in annual revenue. Managed team supporting over 200,000 end users worldwide. Led development team delivering products for over 40 different DOS, UNIX and VMS platforms.

*Boston Business Computing (1985-1989)*

**Founder, VP of Sales & Marketing**

Guided company from garage startup to top 100 PC software company. Defined the world's first office productivity suite to run on a PC. Managed team supporting over 200,000 end users worldwide. Negotiated OEM agreements with leading ISV and hardware vendors.

*Bain & Company (1980-1985)*

**Consultant**

Provided data analysis for board level decisions of Global 1000 companies like Chrysler, National Steel, Monsanto and Guinness. Designed and managed data processing operations for remote offices in Tokyo, London, and San Francisco.

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<b>Education</b>	M.S. Software Engineering, Brandeis University B.S. Administration, University of New Hampshire
<b>Certifications</b>	ISC <sup>2</sup> Certificated Information Systems Security Professional (CISSP) SUN Certified Java Programmer
<b>Affiliations</b>	W3C XML Security Working Group, Representative Java Community JSR321: Trusted Computing API Expert Group, Representative Open Grid Forum (OGF) Enterprise Adoption Requirements Group, Past Representative IETF: PKIX Working Group, Past Representative New Hampshire High Technology Council (NHHTC), Member Software Association of New Hampshire (SwANH), Member