

# Tony Foster

WonderNerd Extraordinaire

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🔗 <https://wondernerd.net>

📍 Salina, KS



## EXPERIENCE

### Principal Technical Marketing Engineer

Dell EMC

📅 July 2014 to Present

📍 Salina, KS (Remote)

- Directed announcement of Federation End-User Computing across three separate companies (EMC, VMware, VCE)
- Creation of solution content including messaging guides, interactive demos, presentations, blogs, and white papers
- Guided architectural design conversations with Fortune 500 Companies and other large organizations
- Briefed VMware vExperts, EMC Elect, sales teams, sales engineers, and partners on solution announcements
- Manage end-user computing program for three months during divisional reorganization

### Corporate vArchitect

VCE

📅 October 2012 to May 2014

📍 Salina, KS (Remote)

- Principal architect of Technology Extension for Compute with GPU
- Provided subject matter expertise (SME) for end-user computing as part of the sales process, enabling a deal close rate of 80%
- Captivate over 300 VMworld attendees in the VCE booth with a presentation on end-user computing
- Trained 45% of VCE Sales Engineers (vArchitects) on new solutions for end-user computing

### Research & Development Specialist \ System Specialist

EAGLE Software Inc.

📅 March 2005 to October 2012

📍 Salina, KS

- Principal architect of virtualization practice
- Author of virtualization reference architecture for small businesses
- First level technical support for virtualization, backup, and storage solutions

## EDUCATION

Masters Certificate of Business Administration

Kansas State University 2006 – 2008

GPA

3.50 / 4.00

Bachelors Technology Management with a Minor in Business

Kansas State University 2002 – 2006

GPA

3.75 / 4.00

Bachelors Computer Systems Technology

Kansas State University 2002 – 2005

GPA

3.87 / 4.00

Associates Applied Business

Kansas State University 2002 – 2006

GPA

3.88 / 4.00

Associates Web Development Technology - *Summa Cum Laude*

Kansas State University 2002 – 2004

GPA

3.88 / 4.00

Associates Computer Science Technology - *Summa Cum Laude*

Kansas State University 2002 – 2004

GPA

3.88 / 4.00

## SOCIAL MEDIA GROUPS

★ VMware vExpert  
2012 – 2016

★ VMware EUC Influencer  
2015 – 2016

★ NVIDIA GRID Community  
Advisor 2016

## LIFE PHILOSOPHY

*“A little bit of nonsense now and then is relished by the wisest men” – Roald Dahl*

## MAJOR PRESENTATIONS

EMC World 2016  
*Reducing Complexity For Your End User Computing/VDI Strategy*

GPU Tech Conference 2016  
*IT-as-a-Service With Visually Intensive VDI*

VMworld Barcelona 2015  
*Desktops Part of a Comprehensive Cloud Strategy for Visually Intensive Applications*

VMworld San Francisco 2015  
*Desktops Part of a Comprehensive Cloud Strategy*