

Tyler Lamb

Client Solution Architect

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STRENGTHS

- 🗣️ **Executive translation**
Turned infrastructure tradeoffs into business language during CIO and CTO presentations, helping leaders reach confident decisions.
- 👥 **Pursuit leadership**
Coordinated sales, specialists, and partners through a difficult RFP, and became a go to resource for solution direction.
- 🔍 **Architecture discovery**
Asked practical questions during client workshops. Teams gained a clearer view of constraints, priorities, and next steps.
- 🤝 **Partner coordination**
Connected OEM capabilities with client needs during joint pursuits, creating smoother collaboration and stronger commercial alignment.
- ♥️ **Commercial discipline**
Kept pipeline, pricing, margin, and technical risk visible during forecast reviews, giving sales leaders a steadier view.

SKILLS

Pre sales architecture Cloud

Data Center Networking Security

Digital Workplace AI solutions

RFP responses

Statements of work

High level design Pricing

Proofs of concept

OEM partnerships

Pipeline forecasting Gross margin

LANGUAGES

English

Native

SUMMARY

Enterprise IT solution architect with 15 years of infrastructure services experience, including more than 8 years guiding **pre sales** architecture and client advisory work. Leads complex opportunities across Cloud, Data Center, Networking, Security, Digital Workplace, and AI, translating CIO and CTO priorities into practical strategies, **high level designs**, pricing inputs, RFP responses, and **statements of work**. Combines architecture depth with commercial discipline across pipeline development, revenue and gross margin forecasting, OEM relationships, **proofs of concept**, assessments, and executive presentations. Coordinates specialist architects, delivery partners, sales teams, and suppliers through discovery, design, pursuit, and transition. Brings a clear business perspective to technical recommendations, helping enterprise clients make sound investment decisions while supporting customer satisfaction, growth, and operating performance.

EXPERIENCE

Principal Client Solutions Architect

Blue Cypress Technology Partners 📅 January 2022 - Present 📍 Orlando, FL

Leads enterprise solution architecture and commercial pursuits across cloud modernization, **data center** platforms, networking, cybersecurity, **digital workplace**, and AI. Guides executive discovery, specialist coordination, technical design, partner engagement, and forecast governance for complex opportunities.

- Aligned **cloud** modernization choices with CIO priorities during a multicloud pursuit, improving executive decision clarity.
- Converted infrastructure constraints into scoped workstreams through discovery with CIO, CTO, and **security** leaders.
- Coordinated RFP designs, pricing inputs, assumptions, and dependencies for complex multi practice pursuits.
- Facilitated OEM **architecture sessions** that clarified tradeoffs, implementation impacts, and business value for clients.
- Reviewed pipeline, revenue, margin, risk, and partner dependencies with sales leadership during forecast cycles.
- Shaped joint pursuits, deal registration, **proofs of concept**, and pricing with OEM delivery partners.

Senior Solutions Architect

SunCoast Enterprise Systems 📅 May 2018 - December 2021 📍 Tampa, FL

Directed pre sales architecture for commercial accounts, connecting **networking**, security, cloud, **data center**, and end user computing into cohesive infrastructure strategies. Delivered assessments, proposals, executive presentations, account planning, and specialist coordination that supported growth and client decision making.

- Integrated network, **security**, cloud, data center, and workplace needs into cohesive account solution plans.
- Documented technical gaps and migration priorities during billable assessments for client leadership teams.
- Built competitive response packages with diagrams, scope boundaries, assumptions, and **pricing** inputs.
- Coordinated practice specialists around performance, resiliency, security, and operational support requirements.
- Connected infrastructure recommendations with continuity, productivity, scalability, and transformation goals during executive presentations.
- Identified expansion opportunities and refreshed pursuit activity before quarterly account forecasting reviews.

Solutions Architect

Atlantic Ridge IT Services 📅 July 2015 - April 2018 📍 Jacksonville, FL

MY CAREER



- Principal Client Solutions Architect at Blue Cypress Technology Partners (4.8 Years)
- Senior Solutions Architect at SunCoast Enterprise Systems (3.6 Years)
- Solutions Architect at Atlantic Ridge IT Services (2.8 Years)
- Infrastructure Consultant at Gulf Meridian Networks (2 Years)
- Network and Systems Engineer at Central Florida Technology Group (1.9 Years)

- Designed enterprise infrastructure solutions and led discovery for regional and national clients. Supported **data center** modernization, network architecture, security, cloud adoption, workplace services, partner coordination, technical presentations, proofs of concept, and advisory engagements.
- Mapped application, connectivity, identity, compute, storage, and support needs during technical discovery sessions.
 - Produced target state architecture documents showing dependencies, sequencing, and operational considerations for client teams.
 - Clarified technical differentiators and scope during competitive pursuits with sales and OEM resources.
 - Delivered focused **proofs of concept** that informed modernization recommendations and follow on services.
 - Tracked supplier capabilities and partner programs to keep proposed solutions relevant for enterprise buyers.
 - Presented architecture options in practical language for technical teams and **business** stakeholders.

Infrastructure Consultant

Gulf Meridian Networks 📅 June 2013 - June 2015 📍 St. Petersburg, FL

- Delivered infrastructure consulting engagements across routed and switched networks, virtualization, servers, storage, security, and business continuity. Assessed environments, documented risks, supported client discussions, coordinated vendor evaluations, and contributed technical content for proposals and handoffs.
- Assessed routed, switched, virtualized, and storage environments for refresh and consolidation initiatives.
 - Documented dependencies and implementation risks before client migration planning sessions.
 - Created implementation handoffs with architecture intent, configuration notes, and acceptance criteria.
 - Explained infrastructure tradeoffs in clear language during meetings with operational and business stakeholders.
 - Coordinated vendor demonstrations that helped clients compare OEM capabilities and delivery options.
 - Contributed estimates, scope assumptions, and technical content for proposal development.

Network and Systems Engineer

Central Florida Technology Group 📅 June 2011 - May 2013 📍 Lakeland, FL

- Implemented and supported network, server, virtualization, storage, and endpoint infrastructure for business clients. Diagnosed cross platform incidents, executed approved refresh work, gathered requirements, supported lab evaluations, and communicated service impacts during onsite delivery.
- Implemented network, server, virtualization, storage, and endpoint changes from approved infrastructure designs.
 - Traced switching, routing, compute, storage, identity, and endpoint dependencies during incident recovery.
 - Validated migration configurations and produced technical records for support teams.
 - Gathered administrator requirements and translated operational needs into clear **engineering** tasks.
 - Documented interoperability findings from vendor lab evaluations for senior consultants.
 - Explained planned changes and service impacts clearly during onsite client delivery.

PROJECTS

Enterprise Infrastructure Transformation Advisory 📅 2024

Led a cross practice advisory effort linking cloud, data center, networking, security, workplace, and AI priorities with executive business goals. Produced architecture direction, pursuit inputs, and decision materials.

OEM Partner Pursuit Framework 📅 2023

Created a repeatable approach for partner supported pursuits, combining discovery, solution rationale, pricing coordination, proof of concept planning, and executive presentation preparation.

LEADERSHIP & AWARDS

- Recognized by sales leadership for clear architecture guidance during complex enterprise pursuits.
- Selected as a technical mentor through an enterprise architecture peer forum.
- Received partner recognition for productive OEM coordination and client focused solution planning.

EDUCATION

Bachelor's Degree in Information Technology

University of Central Florida 🎓 GPA: 4.0 📅 2011 📍 Orlando, FL

Coursework: Enterprise infrastructure, networking, cybersecurity, database systems

CERTIFICATIONS

- Microsoft Certified: Azure Solutions Architect Expert 📅 2024
- Cisco Certified Network Professional, CCNP Enterprise 📅 2023

TECHNICAL SKILLS

- **Cloud Platforms:** Microsoft Azure, Azure Architecture, Cloud Migration
- **Data Center Technologies:** Servers, Storage, Virtualization
- **Network Technologies:** Routing, Switching, Network Architecture
- **Security Technologies:** Cybersecurity, Security Controls, Identity
- **Digital Workplace:** End User Computing, Endpoint Infrastructure, Workforce Productivity
- **AI Solutions:** AI Use Cases, AI Strategy, Emerging AI
- **Architecture Methods:** High Level Design, Target State Design, Architecture Workshops
- **Proposal Development:** RFP Responses, Statements of Work, Technical Documentation
- **Commercial Planning:** Pricing Inputs, Revenue Forecasting, Gross Margin
- **Partner Management:** OEM Partnerships, Delivery Partners, Deal Registration
- **Sales Operations:** Pipeline Forecasting, Account Planning, Activity Reporting
- **Advisory Services:** Architecture Assessments, Proofs of Concept, Billable Engagements

PROFESSIONAL AFFILIATIONS

- Enterprise Architecture Peer Forum, Technical Mentor
- Regional Technology Leadership Council, Member

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST