

# ALLEN (AP) POMEROY

## PRESALES ENGINEERING

### CONTACT

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### EDUCATION

M.Sc. Information Systems  
Athabasca University, 2010

### TECHNOLOGIES

- OS
- Linux (CentOS, Ubuntu), Mac OS
  - Windows
- Technology Stack
- IP Networking, Firewalls, Proxies
  - Three tier web stack (LAMP)
  - Monitoring (Nagios, Zabbix)
  - RDBMS (Oracle, MySQL)
- Security
- SIEM, UEBA, Elastic, Kafka
  - IT/OT
  - Maltego
  - Okta
- Languages
- Bash, Python, Java OO, C
  - REST API
  - [github.com/allenpomeroys](https://github.com/allenpomeroys)
- Automation
- Torq Automation Analyst
  - Tines, make.com Foundations
- Other
- Industrial Electronics Engineering
  - Custom circuit and PCB design

### CERTIFICATIONS

ISC2, CISSP  
ISACA, CISA, CISM  
EC-Council, CEH (expired)

### SALES

BANT  
MANTRA  
MEDDPIC

### AWARDS / RECOGNITION

- Exabeam
- President's Club 2018, 2022, 2023
  - Exabeam Challenge Coin 2024
  - Channel Sales SE of the Year 2019

### KEY MSSP PARTNERS

- North America
- CBIZ, CDW/Sirius, Checkpoint, Expel, Lumifi, Spico, Optiv, ReliaQuest
- EMEA/APJ
- Cybanetix, r-tec, AARnet, TML, OutcomesX

### PROFESSIONAL SUMMARY

Combining business and technical expertise with influential communication skills, a Technical Alliances Director effectively articulates technology and product positioning to channel partners and strategic prospect and customers. Playing an integral role in the sales process, the focus is on channel technical enablement, supporting VARs, and building MSSP/SI programs. An affable and relatable personality helps in influencing and attracting prospective partners, while deep technical skills enable the conduct of architecture whiteboard sessions that clearly illustrate the value of proposed solutions in a consultative manner.

### WORK EXPERIENCE

TECHNICAL ALLIANCES DIRECTOR, MSSP May 2019 – Current  
Exabeam

- Develop and evangelize the Sell, Deploy, Use, Maintain, Support customer cycle for Managed Security Service Provider (MSSP) and System Integrator (SI) partners
- Lead technical aspects of planning and strategy for MSSP and SI partners
- Build relationships with MSSP and SI partners
- Provide expertise regarding architecture design, strategy and product positioning to partners
- Provide consultative expertise to MSSP on both sales Go-to-Market and technical integration to SOC workflows
- Coordinate Product Management interaction with partners
- Deliver onsite and web based enablement sessions for pre-sales knowledge transfer to partners
- Direct sales and upsell opportunities to relevant Exabeam account teams
- Represent Exabeam solutions at industry events, deliver thought leadership on industry panels

SR. SECURITY ENGINEER, TOLA REGION Oct 2016 – May 2019  
Exabeam

- Architect solutions for prospects and existing customers including technology, process, and personnel aspects.
- Provide expert assistance to customers in adopting and deploying machine learning based User and Entity Behavior capability across advanced business cases in health care, utilities, energy, cloud and financial verticals.
- Established Professional Services group to deliver Log Management, Advanced Analytics and Incident Response automation tools and processes.

SR. PRE-SALES ENGINEER Apr 2011 – Oct 2016  
ArcSight / HP Enterprise

- Leverage extensive knowledge of security controls (ISO/27002, NIST 800-53) used to implement regulatory compliance (NERC CIP, PCI, SOX, HIPAA) with ArcSight products.
- Architect solutions for prospects and existing customers from a pre-sales perspective, including technology, process, and personnel aspects.
- Provide expert assistance to customers in adapting and extending ArcSight technology to cover advanced business cases in health care, utilities, energy and financial verticals.
- Proficient with ArcSight centralized log management (CLM), correlation and incident management (SIEM) and GRC automation/reporting tools.
- Proficient with HP Enterprise Security Products security lifecycle suite, including Fortify, TippingPoint and ArcSight.

ENTERPRISE SECURITY ARCHITECT Jan 2010 – Apr 2011  
Alberta Electric System Operator (AESO)

- Created IT security program to implement desired maturity levels in compliance (NERC CIP, ISO/27002) and best practice.
- Developed enterprise wide mandatory security assessment and requirements develop processes, integrated into the Project Management Office
- Consult with various project teams, providing expert IT security recommendations to enable risk reduction and regulatory mandate compliance
- Primary member of IT Security Committee advising IT leadership on risk identification and management based on informed business owner consent
- Leader of Computer Security Incident Response Team

IT SECURITY SPECIALIST Feb 2008 – Dec 2009  
Alberta Electric System Operator (AESO)

- Defined high level elements of the IT security roadmap with the goal of introducing industry best practices to build required IT security capability and maturity levels (including tactical use of ISO/27002 and NERC CIP).
- Developed IT and Cyber Security Supporting Policy to coordinate IT security initiatives.
- Implemented centralized system access logging to improve security posture visibility. Leveraged logging to enable verification of key IT security safeguards including access control roles and responsibilities.
- Implemented Administrator account restrictions to reduce risk of malware infection and unauthorized system

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## PRESALES ENGINEERING

### WORK EXPERIENCE

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#### IT SECURITY SPECIALIST (cont)

Feb 2008 – Dec 2009

##### Alberta Electric System Operator (AESO)

- Integrated Computer Security Incident Response Team with AESO incident management process.
- Performed Security Risk Assessments to convey recommended safeguards to reduce risk to levels acceptable to the business.
- Consulted with various project teams, providing expert IT security recommendations to enable risk reduction and regulatory mandate compliance.

#### SENIOR SECURITY ENGINEER

Sep 2005 – Feb 2008

##### Intellitactics

- Provided expert security specialist assistance to clients looking to improve their security operations and/or compliancy verification capabilities.
- Supported multiple Account Executives covering the west coast and central region of North America.
- Performed proof-of-concept engagements on client sites: Integrate into customer environments, illustrate how product speeds regulatory compliance proof and provides real-time information security risk management.
- Presented value proposition to multiple audiences, including executive level, internal audit, security operations, and network/infrastructure groups.
- Product suite includes Security Event Management, Security Information Management, Alert Assessment, Incident Response, Advanced Forensics, and communications dashboard software tools.

#### DIRECTOR, SECURITY SERVICES

Jul 2005 – Sept 2005

##### Network Forensics Consulting

- Developed security strategy and information security policies for clients - evaluate business requirements and develop recommended information security strategy to frame and prioritize security related projects (ISO/27002).
- Provided subject matter expert advice for security redesign - develop product and configuration recommendations for improvement of perimeter and core security, including network and host IDS, centralized syslog hosting and alerting, firewall rule set tuning.
- Conducted vulnerability and security risk assessments - including penetration testing and exposure impact assessments. Deliver recommended gap closure plans for implementation by internal staff.

#### SENIOR SECURITY ARCHITECT

Mar 2005 – Jun 2005

##### Precision Drilling Corporation

- Managed InfoSec group and consulted with internal clients to identify and mitigate network connectivity risks and provide InfoSec certification of project designs.
- Highlights:
- Stewarded Perimeter Security Redesign project, including technical, budget and project management oversight.
- Provided security assessments of network infrastructure, including perimeter network security, corporate inter-office, and DMZ (Cisco, Juniper, Checkpoint, ISS solutions evaluated).
- Developed Security Guidelines (rules of engagement) for wired and wireless network and system design, in anticipation of revamped SOX compliant Information Security Policy.
- Provided specialist guidance to IT management team for creation of new Information Security policy.
- Managed Information Security team with two direct reports.
- Position dissolved with sale of Precision Drilling assets to Weatherford.

#### DIRECTOR, SECURITY SERVICES

Oct 2004 – Mar 2005

##### Network Forensics Consulting

Provided IT security specialist assistance to clients including:

###### Network Security Assessments - Oilfield Services Company

- Provided security assessments of client infrastructure, including external and internal network security assessments, gap identification and closure assistance. Vulnerability assessment as well as targeted penetration testing.
- Fundamental tools used: Nessus+plugins, Whisker, nikto, nmap, MBSA, Titan, JASS, Metasploit.

###### Enterprise and External DNS Architecture – Large Integrated Oil and Gas Company

- Established business requirements for comprehensive Enterprise DNS Architecture, covering External, Internal, Extranet, and DRP functional silos.
- Performed solution research and presented alternative architectures with recommended implementation plan.
- Delivered technical solution, including move of 63 domains with zero downtime.
- Solution supported UNIX and Windows (AD) environments, and sped DRP activation.

###### Regionalized Centralized Log Repository Architecture – Large Integrated Oil and Gas Company

- Established business requirements for Centralized Log Repository sufficient to support a global Security Information and Event Management (SIEM) implementation.

#### TEAM LEADER, UNIX/STORAGE, Petro-Canada, Calgary, AB

Nov 2001 – Sept 2004

#### SENIOR SYSTEMS CONSULTANT, Sun Microsystems (Shaw Cable), Calgary, AB

Apr 2001 – Jul 2001

#### E-SOLUTIONS INTEGRATION SPECIALIST, Burtsand Solutions, Calgary, AB

Aug 2000 – Apr 2001

#### CO-FOUNDER, SENIOR SYSTEMS CONSULTANT, CommGeneral, Calgary, AB

Nov 1995 – Aug 2000