**Brief Curriculum Vitae of Philip C. Jacobs**

**Personal Details**:

Location: Windham, New Hampshire USA

Married: 31 years

Cell: +1-603-327-9528

Home Office: +1-603-425-1931

Email: [phjacobs@cisco.com](mailto:phjacobs@cisco.com)

**Experience Summary:** Solution Proposals.Strong end-to-end product development background. Services Delivery. Standards and Industry Alliances. Evangelist. Management. Technical papers and patents. Domains - Networking, Advanced Advertising, Audience Measurement, eHealth, IoT/M2M

**Demonstrated Technical Capabilities**

1. Customer requirements, market analysis, product, solution, services and 3rd party alliances proposals
2. Solution architecture, specifications, design, development, testing, release and shipment.
3. Technology company portfolio analysis and due diligence

**Demonstrated Management Capabilities**

1. Promotes effective communication, teamwork, and leadership.
2. Liaison for communications/issue resolution with internal and external customers/partners.
3. Optimises organisational structure, recruits/terminates, staff development/coaching
4. Develops comprehensive plans (staffing, schedules, milestones, budget, methodology, deliverables)
5. Leads programs for senior technical staff.

**Education**

1990 - Master’s degree (3.9) in Engineering Management (CIS Major), North-Eastern University.

1979 - B. Eng (honors) in Electronic Engineering, University of Liverpool (UK).

**Summary of Standards Experience**

1. oneM2M contributor July 2012– to current
2. ETSI M2M TC contributor, contributor June 2012 – to current
3. ATIS SDN-LT co-chair Feb 2012 – to current
4. ATIS M2M-FG -> M2MC contributor Dec 2011 to current
5. ITU-T SG16/Q13 co-rapporteur/contributor/editor of series of five H.741 standards, May 2010 to Sep 2012
6. ITU-T IPTV-GSI contributor, May 2010 to Sep 2012
7. ATIS eHealth-LT -> eHealth-FG contributor, Dec 2011 to May 2012
8. IPphere Forum WG co-chair, BoD alternate, contributor, 2005 to 2006
9. ITU-T NGN-FG contributor, 2004 to 2005
10. HomePlug BoD, WG chair, contributor, 2000 to 2001

**Professional Experience**

**Cisco Systems Inc.**, 1999 - Present

Individual Contributor/Sr. Engineering Manager, Service Provider Chief Technology Office

Identified new market opportunities, potential partners & customers. Created business and technical contracts. Led 3rd party technical evaluations. Proposed strategy and develops new solutions, products, services and organisations with vision and passion. Led, staffed and managed multi-site multi-disciplinary project teams. Provided “Thought Leadership” for customers and RFI/P responses. Performed “due diligence” for investments/acquisitions. Leads programs for senior technical staff.

* Led Audience Measurement (H.741) standardisation at ITU-T, contributed to/tracking similar initiatives
* Developed technical and business expertise to analyse opportunity for advanced advertising infrastructure products & services. Gathered customer requirements. Evaluated 30+ technology vendors for 3rd party alliances/ acquisition candidates. Led Engineering of advanced targeting proof-of-concept projects. Internally evangalised market entry strategy and roadmap, architected solution and services and proposed group creation. Focussed on end-to-end video advertising solution. Track startups and research.
* Patents – 12 issued, 12 filed. Topics: L4-7 Networking, Advanced Advertising and Social Networking. Member of patent review boards.
* Proposed L4-7 products merging security and QoS, others for optimal utilization of multi-homed edge routing – staff jointly developed and shipped products.
* Drove “Advertising”, “QoS”, “Powerline” and “Routing” Proof of Concept demonstrations to inform, influence and align internal decision-makers towards proposed directions.
* IPSphere Forum industry alliance (founded to provide a framework for cross-service provider services) – Co-chaired Technical Working Group, alternate Member of Board of Directors. Drove and generated technical contributions.
* Signed up potential partners in pay-to participate program. Drove “bake-off” project to test and evaluate competing “powerline communications” technologies. Gathered global customer requirements.
* Led Cisco development of inter-provider QoS framework, externally built consensus with providers (e.g. wrote ITU proposed standards on Performance Management for inter-provider QoS, contributed to and co-authored MIT CFP working group whitepaper, and published paper in IEEE communications, etc.)
* HomePlug industry alliance (founded to minimise market fragmentation and accelerate powerline communications industry) - Co-chaired Requirements Working Group, chaired Technical Working Group, Member of Board of Directors.

**Cadence Design Systems,** Chelmsford, MA, 1998 - 1999

Project/Program Manager,ASIC Design/Methodology Services

Staffed and managed multi-site project teams, costs, revenue and scope changes, supported pre-sales efforts, generated techni­cal contracts, owned customer management relationship, upsold projects - for media and networking customers.

**Cabletron Systems Inc.**, Rochester, NH, 1994 - 1997

Engineering/Program Manager, ASICs, FDDI, ATM switch development & Networking Lab.

Acting Engineering Director, Token Ring development.

* Managed development of high-end ATM switches, including 60 software, firmware and hardware engineers from 3 sites plus support staff. 20 direct software/firmware and hardware reports. Planned project, established methodologies and staffed team, shipped product, drove the implementation of the follow-on plan. Methodologies include OOD, firmware & HDL simulation of ASICs, RTL to netlist, module simulation, and ASIC emulation.
* Built and managed new ASIC and System Engineering groups from “scratch”.
* Led Token Ring development (70 staff) until a permanent individual was found. Re-organized to product based structure, led contract efforts to purchase 3rd party technology, resolved customer/project/staff issues.
* Managed development through to production of: FDDI and Ethernet products.

**Concurrent Computer Corp.** Westford, MA. (Formerly **MassComp**) 1984 - 1994

4+ years as Engineering/Program Manager, 3+ years as Designer of mid-range computers.

Broad project involvement:-electronics, mechanical, OS, compilers, data acquisition, graph­ics, mass storage and communications products, documentation, service, manufacturing, marketing, special products activities, plus early customers’ support. Generated system-level architecture concepts and product proposals.

* Successfully planned, managed and shipped 4 generations of multi-processor Real-Time UNIX computers, 23 to 32 multi-disciplinary staff, $1m to $1.7m budgets, 18 month projects.
* Specified, designed and introduced HW to Manufacturing:- asynchronous memories, a bus adapter, graphics controllers and backplanes. Wrote graphics SW.

**Gould Modicon.** Andover, MA. 1981 - 1984

3 years as Designer - Local Area Network Group.

Designed analog and digital token-bus HW. Wrote network SW. Directed the work of 3 others.

**Standard Telecommunications Labs.** (UK) 1979 - 1981

2 years as Designer of Radar Signal Processors. Designing DSP algorithms and modeling.