

**Eric A. Hall**

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301-481-6597; eric.hall@gmail.com

## Work History

### Independent Consultant

**1997 - Present**

Performed a wide range of project-level tasks for companies in the data-communications industry. This work has included tasks such as researching and developing competitive technology analysis for executive review, testing products for conformance to standards, editing technical specifications for publication by standards bodies, writing end-user documentation and marketing literature, debugging equipment and networks, and multiple other services as needed. Clients have included well-known multi-national corporations, small startups, and end-user customer organizations, in locations ranging from San Jose, CA to Dublin Ireland.

Also authored two technical reference books on data networking (Internet Core Protocols: the Definitive Guide, O'Reilly & Associates, 2000, and Networking Windows NT 4.0 1<sup>st</sup> Edition, Wiley & Sons, 1994), developed dozens of individual specifications for multiple IETF working groups (one of which was published as RFC4155), and written hundreds of articles for a variety of industry trade magazines (including a brief stint as a regular columnist for *InformationWeek*). Developed and contributed dozens of open source software tools (most notably to the SpamAssassin email scoring package and the Cacti network monitoring package), and engaged in a variety of other independent research projects.

### Special Projects, TGV Software, Santa Cruz, CA

**1995 - 1996**

Joined TGV Software in a cross-discipline role when the firm was preparing to transition from a boutique provider of VMS networking software towards a mainstream vendor with a multi-platform catalog. Responsibilities included building the initial technical support department for a new line of Windows products, developing and managing the organization's initial Web services, leading a national media tour, negotiating technology licenses from other vendors, helping recruit OEM licensees (one such recruit became the largest dollar deal in the company's history), and researching additional markets for future expansion. TGV was subsequently acquired by Cisco Systems.

### Senior Consultant, Valinor, New York, NY

**1994 - 1995**

Provided traditional technical consulting services to the (mostly) financial client base of this Wall Street consultancy. Responsibilities primarily included attracting new business, and designing and deploying systems for those customers. The most notable project involved designing a distributed, batch-transfer email system for a well-known brokerage firm's retail division, supporting 30,000 users across 3,000 locations via satellite, as a replacement for a legacy mainframe system that was being retired.

### Labs Director, Network Computing Magazine, Manhasset, NY/San Mateo, CA

**1992 - 1994**

Developed professional-grade testing facilities and processes. Initial responsibilities focused on rebuilding the existing testing facility in Manhasset, NY, such as rewiring the local networking infrastructure for maximum flexibility, implementing a frame relay WAN between the different editorial offices, acquiring and configuring computer systems for testing purposes (Windows, NetWare, multiple kinds of UNIX, Mac, VMS, and others), and developing tools and policies that contributed to effective resource usage. Subsequently relocated to San Mateo, CA to oversee the construction and operation of a brand-new testing facility. Also oversaw network operations for most of the magazine's network services, such as email and backup, among others.

### Network Consultant, CBS Records, Nashville, TN

**1987 - 1992**

Responsible for designing, building, and managing a pilot project LAN for the country music division of CBS Records. The infrastructure consisted of Windows PCs connected to local OS/2 file and database services via Token Ring and the corporate mainframe in New York via bridged SNA. Developed local applications that used Windows on the front-end with local databases or remote mainframe applications on the back, including a contact management system that allowed users to search, view, and modify contacts according to departmental authorization, and two systems that retrieved nightly tracking data from various third-party service bureaus and then collated and compared the data against historical and referential trends for executive analysis.

## Education

Middle Tennessee State University, Mass Communications and Business Management  
Roane State Community College, Business Management

1983 – 1985, 1986 - 1987  
1985 -1986