



David Renaud

Wireless Solution Architect | Technical Consultant | Engineer

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Professional Experience

Aug 2011 – Current **Principal Consultant and Founder**

Dynamic Wireless Pty Ltd
Brisbane, Australia

www.dynamicwireless.com.au

Dynamic Wireless is an independent Australian Wireless Consulting Specialist, founded by David Renaud, CCNP Wireless Certified, in 2011 to meet the growing number of Australian Companies' demanding dedicated wireless and mobility expertise.

Dynamic Wireless provides a wide range of wireless consulting services, across all industries, catering to the unique RF design constraints each customers' environment offers. Dynamic Wireless offers the following Wireless Consulting Services:

- Wireless Network Design
- RF Planning and Design
- Installation and Configuration
- Project Management
- Wireless Assessment
- Wireless Troubleshooting
- Documentation

When you choose Dynamic Wireless as your solution partner, you gain advanced expertise in wireless networks combined with the most professional documentation, and utilisation of leading wireless planning tools for the design and assessment of your wireless network solution.

Dynamic Wireless maintains a physical presence in Brisbane and Melbourne, and prides itself on being accessible to clients, wherever they may be located, metropolitan (Sydney, Melbourne, Perth etc) or regional/remote towns. Our Principal Consultant is available for travel to any location across Australia in order to serve our clients and conduct on-the-ground wireless site surveys, assessments, configuration, optimisation, troubleshooting and more.

Sep 2010 –
Jul 2011

Technical Consultant - Wireless

Dimension Data
Brisbane, Australia

www.dimensiondata.com

Technical Lead responsible for all wireless and mobility networking opportunities within Queensland, across a multitude of sectors including mining, health, energy, transportation, government, education and many private corporations.

- Performing wireless business requirements analysis for organisations.
- Designing wireless systems and consulting for various projects
- Developing wireless site assessments and SOW.
- Coordinating wireless site surveys and developing customer documentation.
- Performing technical project management for wireless deployments.
- Responding to wireless tenders and creating amazing proposals.
- Installing wireless demos at customer sites & troubleshooting installations.
- Creating inspiring wireless presentation content for all industry sectors.
- Undertaking all other types of wireless technology requirements such as microwave PTP, GSM/3G, WiMax, GPS/AVL and VSAT.

In addition, I look after emerging technologies in the Smart Grid space, Wireless Mesh, IP Camera Surveillance, Access Control and Connected Real Estate, having had wide exposure to these technologies in the Middle East. These emerging technologies are expected to generate 50% of Cisco's revenue within a few years, and assist in driving the core networking requirements which in turn increase sales across the board.

Where required I also undertake traditional routing, switching, VoIP and Security work as part of the larger scope within a wireless/emerging technology tender.

Senior Solution Architect

Atlas Telecom
Dubai, United Arab Emirates

www.atlastelecom.ae

Team Leader responsible for leading a team of four (4) Solution Architects, and indirectly managing a technical resource pool of 15+ staff, with the primary goal of producing winning designs/proposals for telecommunications and IT projects across the Middle East.

- Developing responses to RFP's and Tenders for a broad range of telecommunications and data networking requirements, including public safety wireless and terrestrial trunked radio (TETRA), microwave P-t-P, wireless mesh, data networks, mobile GSM/3G communications, satellite communications and AVL, command & control centre, IP-based security and camera surveillance, and communications for Smart Grid infrastructure and oil and gas industries.
- Solutions include Clean Technologies such as solar power and fuel cell backup systems.

Sep 2009 –
Aug 2010

Aug 2008 –
Aug 2009

Presales Engineer / Solution Architect
Technology Partners
Dubai Media City, United Arab Emirates

www.tpfz.com

Develop and manage the company's Pre-Sales activities across the MENA Region, including:

- Designing and developing responses to RFP's and Tenders for wireless mesh, P-t-P, fiber and metro-Ethernet data networks and video surveillance solutions; using best-of-breed equipment vendors such as Cisco, Tropos Networks, Pepwave, Nera Networks, Juniper Networks, Redback Networks, AXIS Communications, OnSSI, Gigabeam, Motorola, Dell, Sun, HP, APC and more.

Achievements:

- Part of the team who helped TP become the first company in the world to achieve Cisco Silver Partnership in Iraq.
- Developed numerous proposals ranging from USD\$200,000 to USD\$20,000,000
- Developed proposals/solutions for dozens of exciting metro wireless, microwave, fiber optic and network infrastructure projects across Iraq: from Basra in the South, Baghdad in the center, and Sulaimaniyah in the North.

Jan 2008 –
Jul 2008

Middle East & Africa Presales Consultant
LXE Middle East & Africa
Dubai Internet City, United Arab Emirates

www.lxe.com

Develop and manage the company's Pre-Sales activities and resellers across the entire Middle East and Africa region, including:

- Managing Pre-sales activities and developing and delivering Pre-Sales training programs to all partners in the region.
- Creating wireless network proposals and mobile wireless computing solutions.
- Developing responses to RFP's and Tenders; preparation of Bill of Quantities.
- Directly interfacing with customers, to gain customer requirements and present solutions, and working with product management and marketing.

Achievements:

- Helped secure a USD\$900,000 win from DPWorld, the company's largest ever order in the region.
- Produced winning wireless proposals for almost every shipping port we proposed to in the region, including UAE, Oman, Bahrain, Ghana, Morocco, Egypt and all shipping ports in Turkey.
- 2007 & 2008: Won LXE Excellence Awards, for projects in India and Oman.

Mar 2006 –
Dec 2007

Senior Technical Support Engineer
(Included 2 months work in Singapore Office)
LXE Middle East & Africa
Dubai Internet City, United Arab Emirates

www.lxe.com

- Design and implementation of indoor & outdoor wireless networks for shipping ports, warehouses/logistics and harsh environments, including selection of antenna types, positioning and coverage site surveying using AirMagnet software.

- Project managing the above implementations, for projects up to and including USD\$600,000
- Providing Pre-Sales support including creating network diagrams (using Visio, Photoshop), low level and high level designs for proposals, creating BOQ's, project management plans and documents including end project reports, status reports etc.
- Providing Post-Sales and troubleshooting support of wireless network infrastructure and rugged wireless mobile computers for customers across the entire Middle East & Africa region.

Achievements:

- Part of the team who helped TP become the first company in the world to achieve Cisco Silver Partnership in Iraq.
- Developed numerous proposals ranging from USD\$200,000 to USD\$20,000,000
- Worked on projects for one of the world's largest, multi-application Smart Grid networks for a major Gulf utility.

**Jun 2003 –
Mar 2006**

Wireless Network Support Engineer

Griffith University

www.griffith.edu.au

Nathan, Queensland, Australia

- Project Managed the University's wireless deployment projects, involving the installation of over 450 Cisco wireless access points across 5 campuses.
- Providing ongoing operational support and maintenance of the wireless network, including - Cisco WLSE management, standard AP configs, firmware updates, traffic statistics and RF management.
- Performing ongoing network support related jobs, including installation of new switching infrastructure, port changes, VLAN configuration, firewall installations (Fortinet), troubleshooting.

**May 2001 –
June 2003**

Computing Support Officer

Griffith University

www.griffith.edu.au

Nathan, Queensland, Australia

- Providing hardware and software support to the University's 3000+ staff and computers.

**Apr 1999 –
May 2001**

Technical Support Officer

Learning Network Queensland

www.lnq.net.au

South Brisbane, Queensland, Australia

- Installation, configuration and project support for the deployment of Cisco wireless networks at 43 Learning Centres across Queensland. This was one of the first Cisco deployments in Australia.
- Provision of hardware/software/network support to staff (at Head Office and to over 50 Remote Learning Centres).

Education

**Jun 2000 –
Dec 2004** **Queensland University of Technology (QUT)**, Brisbane, Australia www.qut.com
Bachelor of I.T (Data Communications) GPA: 5.05 (out of 7)

I completed this ENTIRE degree part-time at night over 5 years, whilst working full-time in various IT Support & Wireless Networking positions. This has allowed me to gain many years of solid industry experience, whilst obtaining my IT Degree (Majoring in Data Communications).

**Sep 2000 –
Sep 2001** **Southbank Institute of Technology (SBIT)**, Brisbane, Australia www.southbank.edu.au
Cisco Networking Academy Program (CCNA)

Certifications:

- CCNP Wireless
- CCNA Wireless
- CCNA Routing & Switching
- Ubiquiti airMAX Certified Administrator