

# DANIEL MAZZINI

Principal Solutions Architect & Senior TPM · Cloud & Infrastructure · Networking & Security · Telco · Pre-Sales · AI  
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## SUMMARY

Principal Solutions Architect & Senior Technical Program Manager with 20+ years leading complex cloud, infrastructure, networking, security, automation, and telco transformation programs across Broadcom, VMware, Dell EMC, Juniper, and Nokia/Ericsson. Proven record translating complex platforms into customer-ready solutions, scalable service offerings, GTM execution, partner enablement, and measurable adoption outcomes. Driving the intersection of enterprise architecture and applied AI.

## CORE COMPETENCIES

|                       |                                                                                                                      |                        |                                                                                                               |
|-----------------------|----------------------------------------------------------------------------------------------------------------------|------------------------|---------------------------------------------------------------------------------------------------------------|
| <b>Architecture</b>   | Enterprise Architecture · Technology Strategy · Reference Architecture · Private Cloud (VCF) · Multi-Cloud · SDN/NFV | <b>Program Mgmt</b>    | End-to-End Delivery · WBS/SOW · Milestone · Risk Mgmt · Governance · Vendor Mgmt · KPI Tracking · Jira        |
| <b>Portfolio Mgmt</b> | Offer Design · SKU Rationalization · Delivery Readiness · Lifecycle Mgmt · Agile                                     | <b>GTM &amp; Sales</b> | Pre-Sales Arch · Go-to-Market · Partner & GSI Enablement · Adoption · Stakeholder Mgmt · Customer Solutioning |
| <b>Networking</b>     | VMware NSX · vDefend ATP · Zero Trust · ALB Avi · SASE/SD-WAN · Junos · Security Architecture                        | <b>Telco / CSP</b>     | 5G/NFV · OpenStack (Red Hat) · BSS/OSS · RAN · NetOps · FCAPS · Telemetry · Service Assurance · ITIL          |
| <b>AI / GenAI</b>     | Agentic AI · Multi-Agent Systems · AIOps · LLMs · Prompt Engineering · AI Strategy · Platform Engineering            | <b>Automation</b>      | Ansible · Python · Perl · Shell · Robot Framework · Jenkins · Docker · CI/CD · API Integration                |

## PROFESSIONAL EXPERIENCE

### Broadcom Software

Nov 2023 – Nov 2025

*Principal Architect — VCF Consulting Service Offering Owner*

*Drove the design, packaging, and GTM readiness of VCF consulting services globally, bridging solution architecture with cross-functional program execution across AMER, EMEA, and APJ.*

- **Portfolio ownership:** Standardized 90+ custom service variants and SKUs into 20 repeatable, sales-ready packages, reducing scoping time by 25% and increasing VCF product adoption by 20%.
- **Architecture & standards:** Defined VCF consulting offerings for Build/Modernize Private Cloud, Private AI infrastructure, and Security; created reference architectures, scope, WBS, and deliverables aligned to the evolving product roadmap.
- **Customer solutioning:** Led discovery and architecture workshops; turned requirements into proposals, scoped SOWs, and delivery-ready packages.
- **Cross-functional GTM:** Partnered with Product, Engineering, Sales, and Marketing using Agile-aligned workflows to convert roadmap capabilities into services, readiness materials, and enablement.
- **Partner & GSI enablement:** Built standardized service models and execution assets for partner-led delivery; improved consistency across regions.
- **Delivery governance:** Defined cloud operating model workflows, consumption playbooks, and upgrade/transition guides to accelerate Modern Private Cloud adoption, reducing average engagement onboarding time by 20% across AMER and EMEA.
- **Applied GenAI:** Leveraged GenAI tooling to analyze and optimize the service portfolio, enabling faster identification of gaps, redundancies, and opportunities across offerings.

### VMware

Jan 2020 – Oct 2023

*Senior Staff Architect — Services Portfolio & Engineering*

*Built and owned VMware's global Networking & Security services portfolio, driving cross-functional programs for delivery readiness and enablement across field and partner channels.*

- **Portfolio management:** Launched 25+ global NSX/security service SKUs supporting acquisitions (SASE, ATP, Avi ALB); enabled 300+ sellers and consultants worldwide.
- **Offer strategy:** Drove offer design, packaging, and delivery readiness across NSX, vDefend ATP, Avi, and SASE/SD-WAN; developed reference architectures adopted across global field and partner engagements.
- **Program execution:** Led programs spanning technical scope, sales support, and delivery readiness; managed cross-regional stakeholder communications and improved sales-to-delivery handoffs and consumption experience.
- **Customer engagement:** Supported customer workshops and proof-of-value engagements by translating needs into service scope, success criteria, and proposal-ready deliverables.
- **Technical evangelism:** Speaker at VMware Explore Las Vegas 2023 (Most Popular Session Award) and Barcelona 2023, and VMUG on VCF Security Hardening; content adopted as a global playbook across field and partner engagements worldwide.

### Dell EMC

Jun 2017 – Dec 2019

*Global Discipline Lead & Sr Technical Program Manager — Cloud Service Providers & Telco*

*Led the design and scaling of Dell EMC's Telco/CSP consulting practice, combining solution architecture with global program delivery management across 5G, NFV, and cloud transformation engagements.*

- **Program launch & scale:** Launched 10 global Telco/CSP service offers on OpenStack/Red Hat and VMware, enabling the global Sales team and a 15-person outsourced India delivery team with defined services, lab use cases, and governance cadences across 5G, NFV, SD-WAN, and cloud platforms.

- **Architecture leadership:** Designed reference architectures and technology strategy for CSP/Telco transformations across 5G, NFV, SD-WAN, and cloud virtualization leveraging OpenStack and VMware platforms.
- **Delivery governance:** Established global delivery readiness frameworks and vendor management standards for outsourced delivery teams, improving rollout consistency across multi-region engagements.
- **Executive engagement:** Advised CIO, CTO, and CISO stakeholders at carriers and cloud providers, shaping transformation roadmaps and expanding the services pipeline.

## Juniper Networks

Oct 2014 – May 2017

### Solutions Consultant — Network & Cloud Automation

Scoped, architected, and delivered SDN/NFV cloud automation programs for Tier-1 US carriers, managing technical execution, stakeholder alignment, and integration with operational systems.

- **Solution architecture:** Designed and implemented cloud and network automation solutions using OpenStack and Juniper Contrail, integrating with OSS/BSS systems and operational tools including Junos Space, OpenNMS, and Junos OS.
- **Program delivery:** Led automation programs for AT&T, T-Mobile, and Verizon, managing delivery timelines, stakeholder alignment, and cross-team dependencies end-to-end.
- **Automation & efficiency:** Reduced time-to-value by 25% across Tier-1 carrier engagements through automated deployment, API integration, and testing using Ansible, Python, Jenkins, Robot Framework, and JSON/YAML.
- **Test program management:** Designed and developed automated test suites for cloud services platform software and Contrail to improve release validation and stability.

## Lemcon Networks USA

Jan 2005 – Sept 2014

### NOC Program Manager & Technical Consultant — Telco & Automation

Led the establishment and operationalization of global Nokia/Ericsson NOC programs while delivering architecture and automation solutions for large-scale telco engagements.

- **NOC operationalization:** Established and operationalized 6 NOCs globally (USA, Brazil, Mexico, Colombia, Dubai, Portugal), leading 15-person teams and implementing automation tooling that reduced manual work by 40% and supported rollout of 50,000+ network sites.
- **Multi-technology consulting:** Delivered end-to-end technical consulting across GSM, UMTS, RAN, LTE, and I-HSPA, advising Nokia & Ericsson customers and partners on architecture, products, and configuration across Labs, Trials, Commercial Networks, and FOA sites globally.
- **Program management:** Managed end-to-end delivery for large Nokia and Ericsson telco programs; governed scope, risk, and stakeholder communications across OSS, BSS, RAN, and Network Management workstreams.
- **Automation tooling & architecture:** Designed and implemented a web-based telco site tracking tool for project metrics; built multiple automation tools using Perl, Python, XML-XSLT, SQL, Shell, Tk, and Oracle DB across BSS, RAN, and Network Management.

## Early Career — Telecommunications & Network Operations

- Early career roles spanning BSS/OSS consulting, NOC supervision, and network systems engineering across Nokia, Ericsson, Digital Venezuela, and SAIC Group (1998–2005).

## FEATURED PORTFOLIO

Working AI solutions and practitioner showcases across applied AI, enterprise architecture, automation, and partner strategy: [www.soltelco.com](http://www.soltelco.com)

### RAG-Assisted AI NOC Operator — Multi-Agent AIOps Workflow

- Built a 5-agent NOC operations workflow that transforms alarm floods into correlated incidents through RAG-powered runbooks, governance approvals, ITSM tickets, outcome tracking, post-incident learning, and shift-turnover handoff. <https://danvzla.github.io/ai-noc-operator-rag/>

### AI-Governed Infrastructure Automation — Cloud, Network & Platform Automation

- Built a six-scenario portfolio spanning SD-WAN, multi-cloud networking, OpenStack, VCF, DNS/IPAM, and network compliance, with CI/CD controls, deterministic governance, human approvals, and AI-assisted remediation. <https://danvzla.github.io/ai-governed-infrastructure-automation/>

### AI Architecture Advisor — 8-Agent Enterprise Architecture Workflow

- Designed an 8-agent workflow that transforms enterprise discovery inputs into reference architectures, ADRs, governance controls, 30/60/90-day implementation roadmap, and a TCO/ROI/NPV business case. <https://danvzla.github.io/ai-architecture-advisor>

### AI Security Advisor — Cloud & Network Security Posture Analysis

- Developed an LLM-assisted advisory platform that evaluates cloud and network security posture, prioritizes remediation actions by risk, and generates a structured 90-day hardening roadmap. <https://danvzla.github.io/ai-security-advisor/>

### AI SOW Orchestrator — Multi-Agent Statement of Work Automation

- Created a multi-agent workflow that converts customer discovery notes into validated client-ready Statements of Work using specialized agents for discovery analysis, autonomous scope validation, and SOW drafting. <https://danvzla.github.io/ai-sow-orchestrator/>

### Private Cloud Modernization — Program Delivery

- Built an interactive TPM portfolio covering integrated planning, Jira execution, executive reporting, RAID/RACI governance, milestones, quality gates, and program closure. <https://danvzla.github.io/private-cloud-modernization-tpm/>

### Partner Lifecycle Studio — Partner Strategy

- Developed an interactive partner lifecycle workflow that assesses readiness, recommends investment or enablement actions, and generates maturity, governance, roadmap, KPI, and business case outputs. <https://danvzla.github.io/enterprise-partner-lifecycle-studio/>

### Enterprise AI Architecture-to-Production — Practitioner Method

- Built an interactive practitioner showcase covering a 22-step Enterprise AI Architecture-to-Production methodology, from discovery through operations, mapped to TOGAF and NIST AI RMF. <https://danvzla.github.io/ai-architecture-to-production/>

## EDUCATION & TRAINING

B.S., Systems Engineering — UNEXPO "Antonio José de Sucre"

Product Management Certificate — Stanford University

AI/GenAI Professional Development (Nov 2025–2026): Cisco: AI Business Practitioner, AI Technical Practitioner, AI for Networking • IBM: AI Fundamentals, Agentic AI • Google: Understand Google Cloud Agents • AWS: Educate Intro to GenAI • Microsoft: Transform your Business with AI • PMI: GenAI Overview for PM, Practical Application of GenAI for PM, Seven AI Project Patterns • O'Reilly: GenAI for BA, AI in Product Management, GenAI for Sales, GenAI for Leaders, GenAI Essentials. [Verified via Credly.](#)