

## **DAVID C. NORWOOD**

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### **EMPLOYMENT AND TEACHING HISTORY**

- University of Utah, David Eccles School of Business      Salt Lake City, UT  
Technologist in Residence and Assistant Professor      2015 – Present  
Teach multiple undergraduate and graduate level IS courses including Introduction to Information systems (4410), Networking and Servers (4440 and 6640), and Capstone Projects (6596). Lead the MSIS Sponsored Projects Program, mentoring MSIS students through their sponsored capstone projects. Matured and scaled the program during accelerated growth.
- University of Utah, David Eccles School of Business      Salt Lake City, UT  
Adjunct Instructor      2012 – 2015  
Taught multiple undergraduate and graduate level IS courses including Introduction to Information systems (4410) and Networking and Servers (4440 and 6640). Earned high scores on student evaluations.
- Weber State University, Information Systems & Tech.      Ogden, UT  
Adjunct Instructor      2009 – 2015  
Taught undergraduate IS&T course, Networks & Data Communications II (3620). Earned high scores on student evaluations.
- Trusted Network Solutions, Inc.      Salt Lake City, UT  
Founder and President      2005 – 2020  
Founded and successfully launched Trusted Network Solutions, a leading network and security focused VAR (Value Added Reseller). Achieved ~\$60M in total sales and employed dozens of IT professionals including graduates from the DESB BSIS and MSIS programs. Loyal clients include companies such as CR England Trucking, L-3 Technologies, Industrial Supply, Western Wyoming Community College, Rowland Hall, and many others.

### **EDUCATION**

- University of Utah - David Eccles School of Business, MBA 2005  
Professional Masters of Business Administration, GPA 3.85/4.00  
Focus: Dual Focus in Entrepreneurship and Information Systems
- Milwaukee School of Engineering - Technical Certifications Program  
Microsoft and Cisco Technical Classes, GPA: 4.00/4.00
- University of Wisconsin – Milwaukee School of Business, BBA 1996  
Bachelor of Business Administration, GPA: 3.67/4.00 (Magna Cum Laude)  
Major: Management Information Systems

## **CERTIFICATIONS (PROCTORED EXAMS)**

Certified Novell Engineer (CNE)	1999
Microsoft Certified Professional (MCP)	1999
Cisco Certified Network Associate (CCNA)	2000
Microsoft Certified Systems Engineer (MCSE)	2000
Cisco Certified Design Associate (CCDA)	2002
Juniper Networks Certified Internet Associate (JNCIA)	2006 (Multiple Certs.)
Microsoft Certified Volume Licensing Specialist	2008
AWS Certified Cloud Practitioner	In Progress

## **ONGOING EDUCATION**

Constantly being trained by IT vendors on the latest technologies. In addition, spend at least 8 hours per week doing technical research on behalf of clients in order to find technical solutions to their business problems. Leverage training and research to educate IT Director and CIO level executives the business and technical merits of a wide array of network infrastructure and security solutions.

## **PUBLICATIONS AND MEMBERSHIPS**

### **VARNEX**

Active member of Synnex VARNEX, a national organization of fellow IT Solution Providers. Twice a year attend the national invitational conference. Each event is a 3+ day conference where participants receive intense business and technical training related to IT industry as well as time spent with fellow IT Solution Provider business owners and executives. Recent events attended:

- Fall VARNEX Invitational, Las Vegas, NV, November 2019
- Fall VARNEX Invitational, Palm Springs, CA, November 2018
- Fall VARNEX Invitational, San Diego, CA, November 2017
- Spring VARNEX Invitational, Austin, TX, April 2017
- Fall VARNEX Invitational, Las Vegas, NV, November 2016
- Spring VARNEX Invitational, Dallas, TX, April 2016

### **Association of Information Managers**

Have been a contributing member of AIM (Association of Information Managers) for 7+ years. Attend monthly AIM luncheons which offer presentations by nationally recognized IT industry thought leaders. Also participate in the bimonthly AIM-SEC security special interest group. A roundtable of leading CISO and CSO executives from around Utah. December 2018 invited Professor Chong Oh and Professor Chris Dansie to the luncheon to get advice from the group on how to launch cyber security programs within the DESB.

### **IT Blog**

Produce IT related articles for the TNS blog page. Share blogs on LinkedIn page with 2,500+ followers.

[www.linkedin.com/in/davenorwood](http://www.linkedin.com/in/davenorwood)

## YouTube

Produced multiple training videos which have been posted on the TNS YouTube site.

<https://www.youtube.com/user/TNSUtah/videos>

## Connect Magazine

Helped develop and was quoted multiple times in Connect Magazine study of local businesses working together. Feature article published in September, 2006 issue of Connect Magazine. Focus on “Homegrown Partnership” including partnership formed between FatPipe Networks, CR England Trucking, and Trusted Network Solutions (founded by Dave Norwood). Published by Lumin Publishing, Inc.

## Weber State University

Founding member of Weber State University IST Advisory Board. Held position of Infrastructure Chair on advisory board and has been a guest lecturer at WSU. Board dissolved 2011 when IST Department merged with Business School.

## Brocade

Quoted in an in-depth case study of solutions I provided to CR England related to Microsoft Exchange 2010, Server Load Balancing, and a complete network infrastructure upgrade.

Interviewed for Brocade Networks’ ICX 2012 product launch. Also interviewed by Forrester on “The 10 Year LAN”.

[https://www.youtube.com/watch?v=\\_Q9f6M4OI4w&t=96s](https://www.youtube.com/watch?v=_Q9f6M4OI4w&t=96s)

<https://www.youtube.com/watch?v=mVwJUBV42fs>

## Fox13

Interviewed by Fox 13 in 2012 as a network security expert in regards to the State of Utah moving over to Google Cloud Services.

[https://www.youtube.com/watch?v=hLTZOo\\_iYng](https://www.youtube.com/watch?v=hLTZOo_iYng)

## Trusted Network Solutions (TNS)

Five - eight times per year, develop and teach technical concepts to IT managers and professionals for TNS University and RS (Regional Seminar) events. Recent training sessions developed and taught include Data Center Power & Cooling, Current Trends in Virtual Desktop Infrastructure, Cloud Based IT, Networking 101, Storage 101, 10Gb Ethernet & DCB, Network Application & Service High Availability, Firewall 101, VMware 5, Making the Leap to a Virtual Data Center, Designing Networks for Current & Future Applications, and Network Monitoring.

## Recent IT Industry Events

-May 2019: WatchGuard Partner Conference, San Juan, Puerto Rico

-May 2018: WatchGuard Partner Conference, Miami, FL

-November 2018: Ruckus Networks Partner Conference, San Diego, CA