

Curtis L. Blais

CCNA, CCNP, GCIA, GCFW, WCSP, CISSP
Cleared to Secret (level II) [95379914-0000477293]

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Summary of Professional Experience

Highlights

- Contacted by the U.S. State Department to provide material from a security presentation for their internal use; and the only Canadian security professional requested to provide a quote for a unique anomaly based security solution to the U.S. Army at the Pentagon.
- Contributed as part of a team of three experts who conceptualized, designed, tested and built one of the first of its kind Distributed Denial of Service Mitigation service for an ISP in the world.
- Co-credited with the creation of a new concept in information sharing that includes claims based digital identity bridging logical and physical security boundaries. This concept has the potential to catalyze a paradigm shift in the way citizens interact with governments, government with other governments and private businesses interact with individuals in Canada and beyond.
- Integral member of a key acquisition team that helped assess the technical components of an acquisition worth more than \$20 million.
- Accomplished speaker at numerous conferences and expert series events including the West Coast Security Forum, Victoria Privacy & Security Conference, the University of Victoria's International MBA program and the ICE conference in Edmonton.
- Qualified to work under the Federal Government Cyber Protection Supply Arrangement (CPSA) – Work Stream 3

Jan 2006 to Feb 2008

Western Canadian Manager, Security Consulting TELUS Information Security Solutions

Responsible to provide leadership for all security activities within region. Major highlights include:

- Through personal initiative, began negotiations on a teaming agreement with a \$27 billion corporation that would allow the respective organizations to realize varying synergies.
- Achieved positive year over year revenue growth results as follows (2006/2007): Q1 +44%, Q2 +143%, Q3 +139%, Q4 +301%
- Guided the team to record pull-through revenues that averaged more than double the targets set per individual.
- Created a go-to-market strategy that mapped contextualized customer requirements to TELUS high growth portfolios to identify gaps and show areas of strength. This strategy was submitted for executive review with the intent to improve the financial performance of multiple business units.
- In a difficult hiring market, grew the security expert consulting team by 30% to allow greater depth of services to customers.
- Strategic contributor to the signing of the largest consulting deal in the history of the TISS group in the West.
- Acted as the National Lead for Security Architecture while the organization searched for a permanent resource to assume this role.

- Spearheaded a national initiative to provide collaboration services to team members to improve internal communications. Leveraged this same initiative to provide improved facilities for collaboration activities with customers.
- Work with senior consultants on governance and compliance issues for strategic customers by helping bridge the gap between the business and technical areas.
- Recent speaking invitations include: the OSI Standards body, the Office of the Privacy Commissioner of Canada, and at the Online Operations Risk Management Conference in Vancouver.

Jan 2004 to Jan 2006

National Practice Leader, Security
TELUS Solutions Consulting

Providing leadership to the TELUS Security team on a national basis. Responsible for personnel decisions, building the security practice, development of services and providing thought leadership. Other contributions include:

- One of the founding leaders of the TELUS Security Solutions business unit.
- Worked with and provided technical feedback to the mergers and acquisitions team on a specific security acquisition for TELUS worth more than \$20 million.
- Co-creator for an entirely new concept in identity (co-created with an executive director from the Office of the CIO of British Columbia) that has the potential to change the way citizens interact with governments and how government departments would be able to securely share information. The concept has received global attention and empowered larger federal initiatives and could become a paradigm shift in the way identity is utilized in both a logical and physical manner.
- As a result of the concept above, TELUS will directly recognize more than \$90 million in revenues and growing.
- Negotiated a three-year deal (estimated to be worth over \$3 million) with a top security vendor to provide TELUS an advantageous position in the Anomaly Detection market place. Further, negotiated a three-year contract extension worth approximately another \$3 million.
- One of a team of three individuals who designed and build a leading edge ISP implementation of a commercially offered Distributed Denial of Service mitigation solution for TELUS customers. This effort was specifically designed to protect Internet based organizations that rely on their on-line presence.
- Nominated for TELUS Presidents club.

May 2000 to Jan 2004

Senior Network Consultant & Security Specialist
TELUS Communications Inc.

Focused heavily on Network and Security consulting for many external customers including:

- Network Audits, Assessments and Architectures.
- Security Architecture, Perimeter security assessments.
- Intrusion detection analysis/ implementation.
- Network based anomaly detection mechanisms

April 1996 – April 2000

Senior Network Specialist

TELUS Advanced Communications (TAC)

Performed the following duties as part of a team of network professionals:

- Planning, design, implementation and maintenance of all internal corporate network hardware including bridges, routers switches, firewalls, mail gateways and router ACL's.
- Custom design of solutions as required.
- Tier 3 technical support using Network Associates Sniffer/NetXray for the more than 18000 nodes and over 225 routers in the Bridged/Routed Token Ring, Ethernet and ATM PNNI networks using TCP/IP & OSPF, IPX and Decnet.

Oct 1993 – April 1996

Network Specialist

City of Edmonton, Computing Resources

Support role for the over 70 Cisco routers and 3000 plus stations in conjunction with the Network Management Center including:

- Technical planning, design & implementation.
- Project Manager for ISDN research and implementation project to replace Frame Relay (over 46 remote sites and 3 Primary Rate Interfaces).
- Design and implementation of corporate wide Domain Name Services (UNIX and OS/2 platforms).
- Won a "Quality Performer" award for designing and building a workflow system in Lotus Notes for performance appraisals, which included digital signatures.

Jan 1991 to Sept 1993

Systems Analyst I & II

Government of Alberta, Attorney General's Office

Maintenance of mainframe IDMS/COBOL applications. On a rotational basis, answer problem calls from the over 200 users of the A.L.T.A. system and carried a pager for the 12:00am - 8:00am batch job execution.

Other Experience

- On a best effort basis, assisted a small homebuilder by assuming the role of CEO in order to provide leadership to the business. [1]
- On a best effort basis, assisted a construction company and acted as the Chief Information Security Officer (CISO) in order to provide leadership for the information assets from both a corporate and security perspective. [3]
- Assisted a wireless startup as a co-founder and Network Director. Responsible for the network design and security for a Wireless Service Provider startup. This organization signed a multi-million dollar co-marketing agreement with IBM and was working towards providing premier wireless data services to large national and international telecommunications companies. [2]
- On a best effort basis, acted as the Chief Security Officer (CSO) for a web based application startup that eventually sold its intellectual property to a larger organization. [3]

Awards / Certifications / Clearance

- Federal Government of Canada – Secret Cleared (level II) [95379914-0000477293]
- SANS/GIAC 17799 Security & Audit Framework – (did not test)
- ISC2 Certified Information Systems Security Professional (CISSP), June 2004
- Nominated for the TELUS President’s Club
- Watchguard Certified Systems Professional (WCSP), April 2003
- Cisco Certified Network Professional (CCNP), June 2002 (now expired)
- SANS/GIAC Certified Firewall Analyst (GCFW), October 2001
- SANS/GIAC Certified Intrusion Analyst (GCIA), October 2000
- Cisco Certified Network Associate (CCNA), June 2000 (now expired)
- BRAVO Award - for outstanding contributions towards the a large internal financial project estimated at \$110 million
- Key Contributor Award – going above and beyond to exceed customer expectations
- One of four recipients of a Hewlett Packard award for Academic Excellence at Northern Alberta Institute of Technology

Formal Education

Current	Investigating a Masters in Leadership
2007	FOCUS 3 – Leadership Development Program (10-month program)
1989 to 1990	Northern Alberta Institute of Technology <i>Edmonton, Alberta</i> - Completed Computer Systems Technology diploma at the Northern Alberta Institute of Technology.
1986 to 1988	University of Alberta <i>Edmonton, Alberta</i> - Second and third years of Pre-Med. (Science)
1985 to 1986	Concordia College <i>Edmonton, Alberta</i> - First year of Pre-Med. (Science)

Quotes

“...I consider you one of the greatest security visionaries I've ever been in contact with.”
~ Mr. John Cox, former CISO, Maximus

“Curtis is a strategic thinker who is able to very quickly create prioritized, actionable goals and set realistic expectations. He always demonstrates professionalism in every facet of business and has a proven record of success as a leader during his tenure with me. In conclusion, let me very strongly recommend Curtis and endorse his leadership abilities.”
~ Mr. Robert Sano, Director, National Solutions Delivery, TELUS

“The Government of BC is focusing it's collective energy in the technology space around a comprehensive IM/IT plan. Curtis Blais was one of the early visionaries at TELUS who clearly 'got it'. Curtis understood what we are doing and why it's important and performed an extremely valuable function championing those ideas back inside TELUS.”
~ Mr. Dave Nikolejsin, CIO, Government of British Columbia

" Curtis is a strategic 21st Century thinker and doer and he has a vision that captures the imagination. Curtis is a highly regarded leader in the security community"
~ Mr. Gene McLean, CSO TELUS (ret) and Canadian Security Director of the Year

References - Available upon Request