

**DANIEL GETACHEW**  
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President and Founder of Mahlet Consulting.

**EXPERTISE:**

- Technical leadership and project management to create engineering solutions for complex telecommunication networks.
- Architect, design and simulation of end to end communication systems especially optical and core infrastructure.
- Knowledge base of complex network layout and optimization schemes.

**PROFESSIONAL EXPERIENCE:**

**9/2010 – Present    Mahlet Consulting, Inc.**

**Principal – Network Architecture**

- Establish and develop a technical consulting firm in the Optical Communications field
  - a. Developing next generation transport infrastructure designs
  - b. Provide technical and program guidance in projects from inception through deployment and service delivery
  - c. Evaluate vendor technologies and provide feedback on solution capabilities
  - d. Assist in real time network performance analysis including developing solution strategies, network defect work around and testing and verification of solutions.
  
- Current Project
  - a. District of Columbia Community Office of Chief Technology
    - i. Community Anchor Network
    - ii. DC Net
  - b. Ciena Government Solution, Inc
  - c. Vendor Product Evaluation
  - d. Science Applications International Corporation
    - i. Consulting Engineer

**7/1999 – 9/2010      Ciena Corporation**

**Chief Technologist – *Ciena Government Solutions, Inc***

- Provide primary technical and product support to Government team and Customers
  - Provide a liaison function between the Government customers and Ciena R&D
  - Provide technical guidance to the Government team
  - Provide product and solutions overview to critical decision makers
  - Help introduce Ciena to new opportunities
  - Help develop novel applications using Ciena R&D for specific implementations
- Gate keeper function on specific Government customer interest features
  - Product development assistance to address specific requirements
  - Summarize development targets for Advisory Board

**Senior Director of PLM - *Core Switching Group, Linthicum, MD***

- Provide primary technical and product support to major accounts
  - ATT
  - VSNL
  - US Government
  - Research and Education Facilities e.g. Internet 2
- Product development responsibilities including
  - Signaling and Routing feature updates
  - Simulation tool development
- Participate in guidance on cost reduction for the product line
- Primary technical for the Sales Engineering Organization

**Director of Product Line Management - *Core Switching Division, Cupertino, CA***

- Managed several customer accounts including
  - Customer network planning and capacity management
  - Mapping of customer requirements engineering schedule
  - Active management of cost and pricing strategies
  - Provide guidelines for network implementing switching products.
- Responsible for Large customer lab and field trials for Optical Switch
- Primary technical point of contact for ATT lab testing and certification
- Responsible for intensive training and mentoring of subject matter experts
- Technical lead for enhancement requests into development organization,
  - Network design and simulation tool
  - Optical Signaling and Routing
  - Customer usability and User interface
  - New Projects and Products Concept of Operations

**Manager, *New Products Introduction - Core Switching Division, Cupertino, CA***

- Responsible for all customer lab and field trials for Core Switching Division Products
- Organize and coordinate all customer demonstrations
- Provide guidance and training for System Engineers in the field
- Provide technical evaluation of customer RFI/RFP responses
- Generate customer test plans and oversee testing by customer test engineers
- Mentor and guide other System Test and Validation engineers

**Member of Technical Staff - *System Validation and Testing/Core Switching Division, Cupertino, CA***

**3/98 - 7/99 - Space Systems - Loral**

- **Senior Research and Development Engineer**

**6/94 - 3/98 Lockheed Martin Corporation**

- **Senior Research Engineer.**

**EDUCATION:**

- Rutgers University , MSEE
- Rensselaer Polytechnic Institute, BSEE