Henry Strauss <henry@muc.de>

experienced Business Development Manager and Presales Consultant
with a strong focus on High Performance Computing and related technologies/markets

Career

Independent Consultant [June'13 – present]

- representing various HPC companies and start-ups
- using extensive network to customers and partners
- consulting, business development and sales support, e.g. for vendors of
  - accelerator-based systems
  - high-end workstations
- (caring for family member in 2014-16)

Business Development Consultant @ Sardina Systems (November'19 - April'20)

- using extensive network to initiate cloud computing projects
- (engagement ended because of Corona)

Business Development Manager @ tplatforms GmbH [September'10 – May'13]

- company introduction to new market
- technical marketing
- coordination of complex sales projects
- interaction with partner companies and funding agencies
- ✓ established T-Platforms on German/European market, especially selling to academic customers, e.g.
  - Gauss Center for Supercomputing: LRZ, NIC, HLRS
  - large research institutes: FZJ, DWD, DKRZ, et.al.
  - large university computing centers: TUD, RRZE, HLRN, et.al.
- ✓ managed joint development project with FZ Juelich and University of Regensburg (budget: €2.75M)
  - generated funding by DFG (German Science Foundation)
  - got partners on board (Intel, Mellanox, et.al.)
- ✓ co-worked on large cluster project at FZJ/NIC (budget: €9M)

Strategic Consultant HPC @ Hewlett-Packard GmbH [April'96 – June'10]

- system design
- product and offer presentations
- benchmark and offer management
- contract negotiations
- liaison to corporate marketing and engineering
- ✓ established HP as preferred HPC vendor at key accounts
- ✓ sold HPC solutions to
  - enterprise customers: BMW, Audi, Daimler, Airbus, et.al.
  - academic customers: Karlsruhe Institute of Technology, RRZE, University of Tuebingen, et.al.
- ✓ generated annual multi-million revenues in a team effort
- ✓ initiated first "body-lease" contract in HPC at HP with Areva

Senior Software Analyst @ Convex Computer GmbH [December'94 – March'96]

- product presentations
- system analysis and architecture

- (definition/verification of) benchmarks
- collaboration in offer management
- acceptance negotiations

Analyst @ Kendall Square Research GmbH [January'93 – October'94]

- presales support for distributor
- liaison between manufacturer and distributor
- (management of) benchmarks
- postsales support for customers

Systems Engineer @ nCUBE Germany (Europe) GmbH [December'90 – December'92]

- presales: presentations and benchmarking
- installations: hard- and software
- postsales: customer training and support

Developer & (Senior) Analyst @ Prof. Dr. Feilmeier, Junker & Co. [May'86 – November'90]

- SUPRENUM project: development of mathematical library
- algorithm research & software implementation
- various publications and lectures on vector and parallel computing

Education

Studies of mathematics and computer science @ TU Braunschweig [October'79 - April'86]

Skills

Comprehensive understanding of HPC technologies and markets

- parallel programming, software optimization, benchmarking
- system analysis and design (servers, storage, networks)
- hardware components (processors, memory, interconnect etc.)
- operating systems (mainly Unix-based), middleware, application software
- new usage models (on-demand, pay-per-use, cloud computing)
- extensive contacts in academia and industry

Languages

- German (native tongue)
- English (business fluent)
- French (basic knowledge)

Personal data

Name: Henry Strauss
Degree: Dipl.-Math.
Address: Landsberger Str. 201, 80687 Munich / Germany
Mobile: +49 162 4534233
Memberships: GI/PARS, IEEE, ACM/SIGHPC (since 1990)
Linkedin profile: de.linkedin.com/in/henrystrauss

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