

# Bryan D. Crouch

Pre-Sales Engineer | Solutions Architect | Hybrid Cloud Architect

Pre-Sales Engineer and Solutions Architect with 25+ years of experience designing and supporting infrastructure, hybrid cloud platforms, data systems, and automation environments across enterprise and mid-market organizations. Known for translating complex technical platforms into practical architectures customers and partners can implement with confidence.

## Core Capabilities

- Pre-Sales Engineering and Technical Discovery
- Solution Architecture and Platform Evaluation
- Hybrid Cloud Platform Design (OpenShift and Kubernetes)
- Enterprise Data Platforms and Analytics Systems
- Automation Platforms and Workflow Systems
- Partner Enablement and Technical Workshops

## Technology Experience

- Cloud Platforms: IBM Cloud Pak, OpenShift, Kubernetes, AWS, Microsoft Azure
- Data Platforms: IBM Cloud Pak for Data, SQL, Power BI
- Automation Platforms: IBM Cloud Pak for Business Automation
- Infrastructure: Windows Server, Linux, VMware, Citrix
- Networking: Cisco networking, VPN architecture
- Identity and Security: Active Directory, IAM, disaster recovery platforms

## Pre-Sales Architecture Experience

- Supported partner and sales teams evaluating hybrid cloud data and automation platforms.
- Led architecture discussions and whiteboard sessions around OpenShift based platform deployments.
- Guided partners implementing IBM Cloud Pak for Data and IBM Cloud Pak for Business Automation solutions.
- Delivered partner enablement sessions that improved technical readiness and solution confidence.