

# Teodoru Aukstikalnich

## Chief Technology Officer

**Internet Pioneer • Inventor • Business Builder**  
**Internationally Recognized Expert in Cyber Security**

Visionary Technical Leader, CTO, and Business Builder with complementary strengths in business strategy, marketing, and strategic partnering. Invented technologies that advanced the state-of-the-art in cyber-security and Internet infrastructure. Fluent English, Russian, and Hebrew.

R&D Leadership	Starting Companies From Scratch	Recruiting and Mentoring Top Talent	M&A Due Diligence
P&L – Financing	Media and Investor Relations	Scaling Up Via Offshore Operations	Technology Evaluation

**14 Industry Awards • 6 Highly Profitable Inventions • 26 Peer-Reviewed Publications**

*Please See Separate Resume Addendum For Complete Details*

Started as a research engineer – working on InterNIC projects – and played a pioneering role in Internet development:

- Published 26 peer-reviewed articles on cyber security, cryptology, node theory, and network performance.
- Won 14 major awards – presented by employers and industry associations – for innovation and leadership.
- Invented the Domain Name Co-Registration system (DNCRS) in 1998, which led to explosive growth of the Internet. The DNCRS also led to creation of a new industry – third-party registrars that sell domain names.
- **Patented 3 inventions that are generating \$56M in annual incremental revenue for Cyber Sciences Corp:**
  - **SNTC**, Social Networking Threat Countermeasure (2009): The first device of its kind, which prevents cyber-attacks that exploit social media networks and penetrate target companies (\$14 revenue in 2011).
  - **ATDS**, Automatic Threat Discovery System (2007): Another first, an invention that prevents cyber-attacks that exploit social media networks and penetrate target companies (\$16M revenue in 2011)
  - **CTAA**, Cyber Threat Assessment Algorithm (2006): Originally conceived in 2004 but not commercially successful until 2007. CTAA detects cyber threats and feeds data to security devices via the Internet “cloud” (\$26M revenue in 2011).

### Technical Leadership

**CYBER SCIENCES CORP**, Rockville, MD

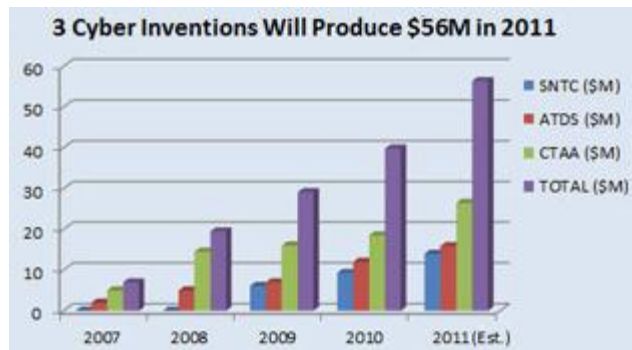
2006–Present

*Cyber-security startup that specializes in Internet fraud detection and probes the Internet for threat intelligence.*

#### Chief Technology Officer and Chief Information Security Officer

Currently leading technology, strategy, R&D, product development, SaaS infrastructure, offshore operations, marketing support, and strategic partnerships. Top contributions include:

- **Corporate Leadership (2005–Present):** Contribute expertise during analyst and media briefings; collaborate on product and pricing strategy; and brief the Board of Directors on technology, products, performance, and plans. Performed M&A integration and due-diligence during Cisco’s acquisition of Cyber Sciences (2011).
- **R&D and New Product Development (2007–Present):** Launched highly profitable OEM threat intelligence feeds, which update gateway-security devices for protection against zero-day threats.
  - Product launches include: Knowledge Discovery Appliance (KDA), which scans and analyzes content in near real-time; and SEPA, which counters “social engineering” attacks.
  - Achieved industry recognition: “Cool Vendor in Security Services” (Gartner Group) and “Product of the Year Award” (Security News) for Malware Intelligence/Protection.
- **Business Development (2007–2008):** Increased revenue and profitability. Redefined company positioning, which



clearly branded Cyber Sciences as an Internet-security company.

- Signed OEM deals for GTI with Cisco. Built strategic partnerships with AOL, Microsoft, and Yahoo.
- Established state-of-the-art security lab that analyzes web-pages for zero-day cyber threats.
- **Scale Up and Stabilization (2005–2006):** Quickly expanded operations – an urgent priority – so Cyber Sciences Corporation could keep pace with skyrocketing demand for cyber protection, especially for Fortune 100 firms.
  - Hired key technical leaders within first 120 days. Quickly built an offshore development center.

**MCI-DNS / DARPA SOLUTIONS, (NYSE: MCIDNS), Palo Alto, CA** 1996–2006

*Provides critical infrastructure for the Internet, including managed DNS and 13 root name-servers for top-level domains.*

Quickly advanced through the technical and executive ranks of MCI and NSI. Pioneered development of critical infrastructure while working on projects for InterNIC – predecessor to the modern Internet governing bodies. Co-authored IETF RFC 2832, which specifies the interaction between domain name registries and registrar.

**Vice President of Global Product Engineering (2004–2005)**

Hand-picked by the Board to establish – starting from scratch – strategically critical, off-shore operations that accelerated product development, cut costs, and mitigated the impact of the 2001–2003 “dot-com crash.”

- Developed and implemented a comprehensive offshore strategy that increased product-development capacity by 25%; cut costs by 5%; improved engineering processes; and accelerated time-to-market by 10%.
- Initially set up offshore development centers with two Tier-1 vendors (200 people total). Later established MCI-DNS India Development subsidiary for development of telecom, Internet and MIS projects.

**Vice President of Engineering (2002–2003)**

Advanced to a much larger management scope that included Product Development (see below), QA, Project Management and all engineering for global Domain Name Service (DNS). Managed 120+ FTE and contractors, \$23M expense budget, and \$2M in capital budget. Collaborated on business strategy and product roadmap.

**Director of Product Development (2001–2002)**

Promoted to lead product development for a newly created business unit of MCI/NSI that focused on the Internet’s infrastructure. Managed 60+ people and \$10M budget. Hand-picked as representative for ICANN and IETF meetings.

- Managed several concurrent product initiatives, including Multilingual Domain Names, the new Internet Keyword Service, and International, Toll-Free Phone Numbers.
- Took charge of explosive growth in MCI-DNS product development areas – many concurrent projects – and established full development lifecycle that led to highly available, scalable, and secure managed services.

**Senior Development Manager, NSI (1999–2000) | Development Manager (1996–1999)**

*Admin for Global Domain Name Registrations – Acquired by MCI-DNS in 2000.*

Solved an urgent business challenge: Internet was growing very fast, thousands of new domains had to be registered daily and NSI was the only entity authorized to register domain names and operate global DNS.

- Led implementation of a new system, whereby NSI became the “registrar of registrars”.
- Within 9 months – in a very difficult hiring market – increased personnel from 10 FTEs to combined team of 60 FTEs and contractors. Launched DNS hosting; managed email; Web Parking; and web/email forwarding.

**Additional Experience**

**AT&T, Dulles, VA (1996), Senior Engineer – Contractor:** Reengineering and integration of Business Support Services (BSS).

**MARYLAND CENTER FOR TELECOM RESEARCH, University of Maryland, Baltimore County, MD (1994–1995), Research Assistant:** Analyzed Internet security and invented new types of graphical query interfaces.

**ALLEGRO COMMUNICATIONS, Tel Aviv, Israel (1992–1993), Entrepreneur:** Computer Graphics.

**TELESOFT NETWORKS, Tel Aviv, Israel (1990–1991), Engineer Trainee:** Software development, maintenance, and test.

**Education and Professional Development**

M.S., Computer Science, University of Maryland, College Park, MD (1996)

B.S., Computer Engineering, Technion – Israel Institute of Technology, Haifa, Israel (1990)

MIT, Sloan School of Management – Finance for Technical Executives • Marketing for Technical Executives

This resume is a classic example of how a resume rewrite can actually reprogram a person's mental image. The original resume was 4 pages long and extremely technical and dense – very heavy on R&D contribution and “inside baseball” and jockeying among the various government and industry entities that were competing for control of the Internet in the 1990s.

During our phone interview I kept steering him back to a single question, namely, what were the results that you produced for your past and current employers. The client has an excellent sense for business, but his original resume did not even mention how much money his inventions were generating for his current employer. In addition to his technical leadership, he was quite resourceful and building businesses and guiding them through tough times (dot-com crash of 2001 and financial crash of 2008).

He had so much great material, I could easily have filled a third page – but he doesn't need a third page to sell his value. I'm not even sure his resume needs the second page. He agreed to put details of all the extra material – patents, awards, and so on – into a separate “Resume Addendum.”