

## David A. Bryan

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### Summary and Qualifications

- David Bryan is widely recognized as a leader in bringing innovative new products to market that change how people communicate. In 2001 as co-founder and CTO at Jasomi Networks, Mr. Bryan envisioned -- and led the team launching -- the first SIP-to-SIP gateway, turning Jasomi into a rare early success in the Session Border Controller market. After leaving Jasomi, Mr. Bryan recognized Peer-to-Peer and cloud technology would revolutionize communications, and his insights led to his introducing the concept of P2PSIP in December of 2003. Mr. Bryan founded, and as CEO led, SIPeerior Technologies, the first company to bring P2PSIP to the market. Throughout his career, Mr. Bryan has demonstrated an ability to recognize market opportunities and bring together the strong team, unique technologies, and management skills needed to address them.
- Domain expert, VoIP, SIP and P2P technologies. Chair IETF P2PSIP working group. Created the concept of and first proposal for a Peer-to-Peer (P2P) SIP standard presented to the IETF. Expert in VoIP, SIP and related technologies. Extensive experience developing SIP session border controllers, Back-to-Back User Agents (B2BUAs), user agents, proxies, and stacks.
- Extensive experience with industry groups such as the IETF (SIP, SIPPING, IPTEL, BEHAVE, MMUSIC and MIDCOM working groups) and the International Softswitch Consortium (former chair, Network Boundaries Working Group).
- Prolific public speaker (dozens of industry talks at VON, VoiceCon, Internet Telephony Expo, SIP International and other). Author of numerous industry trade articles.

### Employment

#### *Cogent Force, LLC, Williamsburg, VA*

Internet Communications Strategist, February 2009 to Present

- Provide product definition and strategy advice, industry guidance, business development assistance, branding, and technical and intellectual property services to larger clients. In addition to these services, provide advice on fundraising, team-building, execution/operational concerns, product development and monetization strategy to emerging clients. Provide professional speaking services on Internet Communications and related technologies.
- North American and international client base.

#### *SIPeerior Technologies, Inc., Williamsburg VA*

Founder, Chairman and Chief Executive Officer, January 2006 to March 2009

- SIPeerior delivered embedded software for use in small/medium office environments, clustered server technology, emergency and defense applications. Additionally, SIPeerior developed a scalable, peer-to-peer flash-based web communications platform. SIPeerior's customer base included tier-one communications companies and major VoIP software providers.
- Assembled and led a world-class team of industry veteran executives and brilliant technologists that together turned my vision of P2PSIP into a shipping product. SIPeerior offered a product line that included embedded device software, distributed telecommunications servers, and P2P enabled web communications tools.
- Responsible for developing and implementing SIPeerior's top-level business, product direction, and financial strategies. Raised operational capital for SIPeerior. Led efforts to establish industry relationships and served as the primary public face of SIPeerior as a speaker at dozens of industry events, and as a writer for industry magazines. Provided high-level technical and architectural oversight for SIPeerior's product line.

***Independent Technology and Executive Consultant***

November 2002 to January 2006

- Worked with IP communications industry clients on technical and product strategy, deployment and operational planning, building and managing software teams, and intellectual property. Additionally, provided advice and assistance with the operational and management issues facing startups.

***Jasomi Networks, Inc., San Jose, CA and Calgary, AB Canada***

(Jasomi Networks was acquired by Ditech Communications (Nasdaq: DITC) in June, 2005)

Co-Founder and Chief Technology Officer, August 2001 to November 2002

- Responsible for the concept, initial design, launch, and landing of the initial customer for the award-winning PeerPoint line of session border controller (SBC) products. Served as a member of the executive team, working on fund-raising, building the executive and core development teams, supervising product development, defining the technical vision and providing industry visibility..
- Responsible for technical interaction with outside organizations, including standards bodies, customers, and partners. Responsible for speaking engagements representing the company.
- Responsible for building and managing the software development team.
- Served as architect and lead for development of the award winning PeerPoint line of SIP-based Intercarrier Peering and Enterprise Voice over IP (VoIP) firewall traversal products.

***Cisco Systems, Inc./Vovida Networks, Inc., San Jose, CA***

(Vovida Networks was acquired by Cisco Systems (Nasdaq: CSCO) in November, 2000)

Team Leader, May 2000 to August 2001

- Worked on development, performance, and optimization Vovida's SIP stack and network code.
- Managed the Provisioning team, responsible for development of a system for management of all configuration information for SIP softswitch product.
- Responsible for architectural and technical design leadership, and team management. Served as primary interface between the team and outside groups and customers.

***Thomas Jefferson National Accelerator Facility (Department of Energy), Newport News, VA***

Beam Applications Team Leader, August 1998 to May 2000

Controls Group Computer Scientist, January 1998 to August 1998

Computer Scientist (w/CSC Corporation), March 1997 to January 1998

- Led the Beam applications team. Responsible for project management, procurement decisions, team organization, analysis and development of software controls for beam steering, and beam optics.
- Previously worked for system team, responsible for development of archiving and network software for accelerator control.

***Computer Sciences Corporation, Hampton, VA***

Computer Scientist, January 1997 to January 1998

Controls Group, Thomas Jefferson National Accelerator Facility (see above)

Wind Tunnel Control Group, NASA Langley Research Center, January 1997 to March 1997

- Worked on the NASA team responsible for porting of the wind tunnel control system software from a flat memory model operating system to a segmented memory model operating system.

***Atlantic Community College, City Center Campus, Atlantic City, NJ***

Instructor and Webmaster, Continuing Education, January 1995 to May 2000

- Instruction and curriculum development for computer development, management and applications.
- Webmaster for Continuing Education Department.

***IBM Corporation, Federal Systems Division, Pomona, NJ***

Programmer, Problem Management, November 1993 to June 1994:

- Management of large data base, including creation of software to generate reports and maintain data base integrity in support of Federal Aviation Administration (FAA) contract.

## **Education and Training**

### ***College of William and Mary, Department of Computer Science, Williamsburg, VA***

Ph.D. Candidate, Computer Science, (anticipated 2010)

M.S., Computer Science, 2000

- Dissertation is focused on P2P communications systems, particularly using SIP. Exploring development of systems, security, authentication and intercept aspects, and routing.
- GPA: 3.9/4.0

### ***The Richard Stockton College of New Jersey, Pomona, NJ***

B.S., Computer Science, 1995

B.A., Physics, 1996

- Magna Cum Laude, Program Distinction in Computer Science.
- GPA: 3.9/4.0, 4.0/4.0 in Computer Science.

### ***Massachusetts Institute of Technology, Physics Department, Boston, MA***

Graduate work on Accelerator Physics, Summer 1997

### ***Cornell University Theory Center, Ithaca, NY***

Summer Program for Undergraduate Research in supercomputing, June - August 1994

- Conducted research using parallel supercomputer systems to solve problems in astrophysics.

## **Honors, Grants and Activities:**

Chair, IETF P2PSIP Working group, 2006 to present

Board Member, College of William and Mary Technology and Business Center , 2007 to present

Marketing Board Member, SIPFoundry, 2003

Virginia Space Grant Consortium, 2004/5 and 2005/6 Grant Awardee

Chair, Network Boundary Working Group, International Softswitch Consortium, 2002

ΣΠΣ, Physics Honors Society