

# Marketing Plan

## Stanley J. Hearn

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### Senior Solaris UNIX Administrator with Information Security Credentials

Results-oriented information technology professional with over 20 years of progressive, broad-based experience in all aspects of enterprise-wide information technology and information security. Proven hands-on manager with ability to maintain and grow business-critical systems running a myriad of Internet protocols and services.

Information Security	Senior Sun Solaris Administration	Internet Services and Web Automation	Other UNIX/Server Platform Experience
GIAC Security Essentials Certification	7 Years Administration	Adept at Internet Protocols: POP3, SMTP, HTTP, DNS, NIS, FTP	10 Years UNIX Administration
GIAC Incident Handling Certification	4 Years Administrator Management and Mentoring	Apache Install & Config	RedHat Linux, SGI IRIX, IBM RS/6000 AIX
System Security Auditing, Hardening, and Baselineing	UNIX Shell Scripting	4 years CGI and Perl Scripting	Windows NT 4/2000 Security Auditing and Baselineing
Disaster Recovery Planning	SUN DiskSuite RAID Installation and Maintenance	Web Content Management	

### Target Markets/Target Companies

**Desired Geographic Areas:** Metropolitan Atlanta, Georgia, USA  
**Industries:** Security Services, IT Business Services, Business Software/Programming, Financial Services, Government/Education, Manufacturing, Telecommunications  
**Size of Organization:** Small-to-medium size organization  
**Organizational Culture:** Growth oriented, results focused, customer driven, high integrity, rewards excellence

#### Security Services

Atlanta Network Consulting, Inc.  
 CheckPoint  
 Ciphertrust  
 Clear Stream Networks, Inc.  
 Courion Corporation  
 Cypherlink, Inc.  
 Dataliant, Inc.  
 Guardednet  
 Internet Security Systems  
 Kent Technologies  
 Kenttrust Security Solutions  
 Lancope, Inc.  
 Netsentinel, Inc.  
 Secure Works  
 Secureimpact, Inc.  
 StoneSoft, Inc.  
 Summit Systems, Inc.  
 The North Highland Co  
 Truesecure Corporation  
 Verisign  
 Vigilar

#### Business Services

AQUENT  
 Atlanta Journal Constitution  
 Choicepoint  
 Cox Broadcasting & Radio  
 Delta Technology (DT)  
 E\*Trade  
 Earthlink  
 ecHUB  
 EDI, Ltd.  
 Ernst & Young LLP  
 General Electric Capital  
 Home Depot  
 Interland  
 KPMG LLP  
 Matrix Resources  
 MergeTec Solutions  
 Mirant  
 New Atlanta Comm., LLC  
 Omnexus  
 Pricewaterhousecoopers  
 MCS

#### Resourcis Information Services

Rietta Solutions  
 Superior Design Intl  
 Synergy Network Solutions  
 Volt  
 Weather Channel

#### Business Software / Programming

American Software  
 Extreme Logic  
 Manhattan Associates  
 Witness Systems  
 XcelleNet

#### Financial Services

CheckFree Corp.  
 Ebank.com  
 Equifax  
 NetBank  
 S1 Corp  
 SunTrust

#### Government/Education

Centers for Disease Control and Prevention  
 Clayton College and State University  
 Emory University  
 Georgia Board of Regents  
 Georgia State University  
 Georgia Technology Authority  
 Kennesaw State Univ.  
 Univ. System of Georgia

#### Manufacturing

Scientific Atlanta  
 Siemens  
 Simmons

#### Telecommunications

AT&T  
 Cingular  
 BellSouth.net  
 Cox Communications & Interactive Media  
 eDeltaCom  
 Exp@nets