

# Christopher L Hallinan

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## Executive Summary

Over 25 years progressive technical, managerial and commercial experience developing and growing technology companies. Rooted in a broad and strong technical background, I have developed entrepreneurial experience in all facets of technology businesses from product development, manufacturing, marketing, technical support, business development and sales. Nearly every role has involved customer-facing responsibilities. Recognized team player, team builder and team leader. Excellent customer relationship management and communication skills. Accomplished author and speaker.

## Work History

### MontaVista Software 2003 – Present

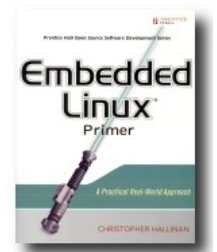
#### Field Applications (Sales) Engineer, Embedded Linux

Senior member of North American field operations team reporting to VP North American Sales. Responsibility for pre-sales technical education leading to technical win with revenue generation for eastern North America from E. Canada to Florida. Included major account responsibilities. Authored numerous technical presentations, presented at many industry forums including trade shows, seminars, and technology forums. Authored and delivered magazine articles and webinar sessions. Most recent: Dec 2009 Linux Journal magazine article: Reducing Boot Time. Managed key technical customer relationships for major accounts including international elements. Provided technical and team leadership to North American FAE team. Interfaced closely with international FAE teams for training and technology sharing. Occasionally filled in for company training department on specialized assignments.

### Redfish Technology, Inc, a Florida corporation. 2000 – Present (formerly DS4.COM, Inc, a MA corporation)

#### Owner/Consultant

Self employed as embedded Linux consultant, training specialist and author. Authored Embedded Linux Primer, published by Prentice Hall, which quickly established itself as the leading book on Embedded Linux. Currently completing second edition, due out in 2010. As consultant, assisted clients developing and deploying products based on Embedded Linux. Past Open Source contributor on the U-Boot project, the popular bootloader. Clients included Granite Stream, Avocent, United Electronic Industries, Oxygnet, InfiniSwitch, PDA Peripherals/Hippo Inc. Marketed unique “retained services” product, selling technical support on a subscription-like model.



### CFX Communication Systems 1998-1999

#### VP & Operations Manager

Developed and marketed Broadband CATV Laser Transmitter, based on innovative solid-state laser and external lithium-niobate electro-optical modulator. Used for forward path signal distribution in HFC, Fiber-to-the-Curb, Fiber-to-the-Home and DOCSIS cable modem applications for video and data transmission. Managed marketing, development, mfg and major customer engagements. Personally involved with the initial rollout and field trial at municipal CATV operator.

### Netlink, Inc (later acquired by Cabletron Systems) 1994 – 1998

#### Director, Platform Engineering

Was hired to recruit and develop hardware engineering department for software company. Developed several h/w platforms for the then popular Frame Relay market. Personally managed nationwide deployment for major national long distance carrier. Managed h/w development, manufacturing test engineering. Authored several firmware and software tools related to development, debug and manufacturing test. Involved with several key customer engagements. Several successful product introductions and the carrier/telco win contributed heavily to lucrative sale of the business to Cabletron Systems.

### CrossComm Corporation 1993 – 1994

#### Director, Engineering

Recruited team to develop new Token Ring hub cards and ports for company's multi-services network platform. New products led to several new major customer engagements and sales. Invented industry first Token Ring feature called

“Station Validate” to validate and perform signal integrity tests on incoming workstations before permitting them onto the network.

## **BICC Data Networks (later acquired by 3Com Corp) 1989 – 1993**

### **Director, Token Ring Engineering ('92-'93)**

Hands-on manager of product design group for a division of 3Com Corporation. Recruited highly motivated, entrepreneurial 19-member product development team to develop Token Ring modules for corporate hub platform. Team included hardware, software, mechanical, documentation, regulatory approval and SQA functions. Principal technical architect for Token Ring products.

### **Director, Wireless LAN Products ('90-'92)**

Prior to the 3Com acquisition, recruited team to develop innovative Token Ring wireless LAN system made possible by an acquisition described below. Directly involved in evaluating technology acquisition. Active hands-on management of 10 member engineering team providing technical, motivational and administrative leadership. Extensive interaction with customers and international marketing organization on a continuous basis. Responsible for initial startup of manufacturing operation for these products. Patent awarded for wireless infrared technology.

### **Systems Sales Manager (Brand Rex Systems Solutions, acquired by BICC Data Networks) ('89-'90)**

Recruited to help steer company into new technology product areas, from passive optical to active optical. Acquired infrared optical technology, which led to product initiatives describe above (Wireless LAN Products). Additional responsibilities included managing team of system engineers responsible for bidding and project managing data- and telecommunications system cabling system and hub/router installations.

## **Raycom Systems, Inc. 1983 – 1989**

### **Product Manager, LAN Products ('88-'89)**

Participated in the development of LAN product strategy, product marketing and product line management. Visited and interviewed many key customers, distributors, VARs and system integrators in support of existing and new product strategy. Specified several new products and enhancements to existing products to meet customer and market demand. Provided technical direction to engineering team.

### **Senior Development Engineer ('83-'88)**

Specified and designed several Token Ring, Ethernet, Arcnet and T1 fiber optic extenders. Contributed to IEEE 802.5 and 802.5/J standards committees. Extensive customer interaction in support of strategic product line development. Employee number 12 in this start-up.

## **Dynatech Energy Controls, Golden, CO 1982 – 1983**

### **Engineer**

Developed differential solar energy controllers for residential hot water solar systems. H/W and test S/W responsibilities.

## **Northern Radio Company, Redmond, WA 1980-1981**

### **Test Engineer**

Developed automated test equipment and procedures for production test department. Improved test throughput by 30% within three months of starting.

## **United States Army 1977 – 1980**

### **Field Calibration Technician, Europe**

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## **Education**

### **University of Colorado at Denver (UCD) 1981 - 1983**

School of Engineering and Applied Science, Electrical Engineering studies, evening program  
University of Arizona (Fiber Optic Data Communications), Red Rocks Community College (Mathematics)

Numerous sales, technical, management and leadership seminars.

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## **Publications**

### **Book: Embedded Linux Primer – Prentice Hall 2007**

Numerous webinars, technical presentations and articles. Most recently for Linux Journal (Dec 09). Past articles including contributions for Flying Magazine (by proxy), Aviation Digest, Fiber Optic Magazine, Telecommunications Magazine.