

DREW STONE

Federal Technology Strategist | Solutions Architect | Federal Solutions Engineering

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EXECUTIVE PROFILE

Senior federal technology strategist, solutions architect, and trusted technical advisor with 30+ years spanning military communications, networking, enterprise video, unified communications, technical pre-sales, and emerging AI-enabled workflows. More than 15 years supporting U.S. Federal customers in customer-facing technical roles, including HP | Poly and a GS-14 IT Project Manager assignment with the U.S. Department of Justice. Known for translating mission and business requirements into practical architectures, proofs of concept, demonstrations, deployment strategies, executive briefings, and product feedback. Combines hands-on engineering credibility with technical sales strategy, cross-functional leadership, and a record of helping customers move complex technology decisions toward measurable outcomes.



CAREER IMPACT



30+

Years in Technology



\$10M+

2025 Federal Revenue Influenced



~70K

Endpoint Program Scale



400+

DOJ Collaboration Systems



10

Engineers Managed at AGT



CORE CAPABILITIES

- Federal Solutions Engineering & Technical Pre-Sales
- Solution Architecture & Enterprise Modernization
- Technical Sales Strategy, Deal Influence & Capture Support
- Executive Briefings, Workshops & Customer Advisory
- Proofs of Concept & Technical Evaluations
- RFI / RFQ / RFP Technical Strategy & Response Support
- Unified Communications, Enterprise Voice & Video
- Microsoft Teams Rooms & Teams Voice
- Zoom Rooms / ZoomGov, SIP, H.323 & Pexip Interoperability
- Google Meet / Multi-Platform Collaboration
- Federal / DoD Customer & Partner Environments
- Product Feedback, Engineering Escalation & Partner Enablement



PROFESSIONAL EXPERIENCE

A

HP | Poly (formerly Polycom) — U.S. Federal Technical Consultant / Systems Engineer, Level 4 | Herndon, Virginia | Aug 2011 – Present

- Trusted technical advisor for federal agencies, strategic partners, and sales teams on secure collaboration modernization, unified communications, hybrid-work architecture, and intelligent workplace technologies.
- Led discovery, solution architecture, executive demos, proofs of concept, workshops, competitive evaluations, and RFI/RFQ/RFP technical responses.
- Influenced more than \$10M in 2025 federal revenue, approximately 10% above annual target.
- Supported large-scale federal endpoint programs approaching 70,000 devices.
- Built and maintained demonstration/lab environments spanning Microsoft Teams Rooms/Voice, Zoom Rooms/ZoomGov, SIP/H.323 interoperability, and device workflows.

B

United States Department of Justice — IT Project Manager, Video Network (GS-14) | Washington, DC | Jun 2010 – Aug 2011

- Managed 400+ enterprise video collaboration systems supporting the Executive Office for U.S. Attorneys nationwide.
- Led lifecycle planning, procurement, modernization, and operational readiness.
- Coordinated technical teams, vendors, and leadership around enterprise collaboration strategy.

C

Applied Global Technologies — Regional Manager / Senior Design Engineer | Chantilly, Virginia | Jun 2000 – Jun 2010

- Managed a team of 10 engineers delivering enterprise collaboration integration and technical support.
- Designed and delivered collaboration infrastructure for DOJ, U.S. Navy, U.S. Marine Corps, and other government customers.
- Featured as an AGT technical expert in *Government Video*, "Education by Sea" (2002).

DREW STONE

Selected Experience, Leadership, Projects & Credentials



ADDITIONAL PROFESSIONAL EXPERIENCE

A

Raytheon Systems — VTC Hub / Network Engineer | Virginia Beach, Virginia | Aug 1998 – Aug 1999

- Maintained mission-critical VTC bridging and video communications infrastructure supporting the
- Chief of Naval Education and Training Electronic Schoolhouse network.
- Supported operational readiness and reliability of distributed naval training and communications environments.

B

GTE / Veda Corp — Communications Support Technician | Suffolk, Virginia | Jan 1997 – Jun 2000

- Supported tactical voice communications, WAN/networking systems, simulation infrastructure, and operational communications for JTASC exercises and government events.
- Supported multinational and joint exercises including Unified Endeavor 98-2 and Viking 99.

C

United States Navy — Data Systems Technician | USS Josephus Daniels (CG-27) | Norfolk, Virginia | Aug 1988 – Aug 1992

- Maintained shipboard computer, command, and communications systems in mission-critical operational environments.
- Performed component-level diagnostics and micro-miniature repair supporting shipboard readiness and command systems.
- Participated in UNITAS deployments and multinational operations; honorably discharged after four years of active duty.



LEADERSHIP & ORGANIZATIONAL IMPACT



Global Pride BRG Chair, HP

International employee engagement, executive collaboration, mentoring, and inclusion initiatives.



Government Affairs Committee Lead

Employee advocacy and policy engagement across critical technology and workforce issues.



Active Contributor to HP Veterans and Disability Communities

Championing veteran support, accessibility, and equitable opportunity.



Pride Leadership: The L.I.O.N.S. Program

Completed August 1, 2025.



SELECTED PROJECTS / LABS



Open Endpoint Manager

Independent endpoint-management lab exploring multi-tenant provisioning, firmware governance, RBAC/auditability, telemetry, lifecycle controls, and secure fleet operations.



Ryan AI / Local AI Voice Companion

Experimentation with local and cloud LLMs, voice activity detection, speech-to-text, text-to-speech, interruption handling, and workflow automation.



UC Interoperability Lab

Hands-on validation across Microsoft Teams, ZoomGov, Pexip, Google Meet, SIP/H.323, endpoint workflows, and federal collaboration scenarios.



SuperPose Labs

Practical exploration of AI, quantum-computing concepts, XR/VR/AR, and the future of human-technology interaction.



CREDENTIALS & PROFESSIONAL DEVELOPMENT

- Microsoft Official Course AI-900T00: Microsoft Azure AI Fundamentals — course completion, Sept 12, 2024.
- PictureTel / Polycom Certified Videoconferencing Engineer (CVE) — 2005.
- AMX Certified Expert / Programmer and Certified AMX Installer — 2004.
- Polycom Infrastructure Deployment — 2010.



RECOGNITION

- ★ Polycom CEO Circle — 2014
- ★ SE of the Year — FY22
- ★ HP Global BRG Leaders Summit recognition — 2026
- ★ Commander's Certificate of Appreciation — Joint Warfighting Center
- ★ Government Video feature — "Education by Sea" (2002)



TECHNOLOGY FOCUS

Microsoft Teams Rooms • Teams Voice • Zoom Rooms / ZoomGov • SIP • H.323 • Pexip • Google Meet • Enterprise Voice & Video • Hybrid Work • WAN / Networking • Endpoint Management • AI / LLM Evaluation • Speech Workflows • Workflow Automation • XR / VR / AR

English — Native | Portuguese — Conversational