Andy Kwong, MBA, MSc, CEng, CISSP, CISA, CISM, CDPSE, CEH, CHFI, ECSA, PMP, ITIL

Personal Details

Name:
Kwong Man Tit, Andy

Phone:
91956518

HKID:
K020444(7)

Email:
andymtkwong@gmail.com

Current Position:
Director of Cyber Security
and Principal Consultant

Address:
Flat C, 8/F, Block 2, Jupiter Terrace,
No.18, Jupiter Street, North Point, HK

Profiles

➤ Over 23 years IT experiences from SI, distributor and telecom industries, started from a engineer promote to senior team lead as a role of consulting, product, project management as a solution architect, product and project manager, work with different key stakeholders from top management to sales, technical, finance teams to accomplish different key complex projects and most successful win on following recent deals from local, regional to global to make a highest satisfaction to customers.

  ➤ Managed security and security assessment service project, Bank of China Insurance
  ➤ Security system incident handling project, OGCIO, HKSAR
  ➤ ISO27001 audit consulting project, Panasonic
  ➤ IPS security protection project, Bank of America
  ➤ Over 40 campus reference wins awards on a wireless networking project, K12 schools. E.g., La Salle College, True Light Middle School
  ➤ System monitoring and events management project, Fortis Insurance
  ➤ Network security infrastructure enhancement project, Citic1616
  ➤ Security infrastructure design project, ING APAC group
  ➤ Global managed network security infrastructure upgrade project, Johnson Electric
.
➤ 23 years project management, pre-sales and post-sales consulting experience for Fortinet, Checkpoint, Sonicwall, Juniper, Bluecoat, Websense, Sgi, HP, 3com, Qnap, Cyberguard, Snapgear, Barracuda, CISCO, H3C, IBM, Sun, Adaptec, Arcsight, Splunk, and Symantec.
➤ Over 15 years' experience to manage a product technical team to support sales team to meet

sales targets and consolidate product marketing plans.

➢ 12 years of project management lead skill from initializations, planning, execution, and control and closing different major solution integration projects.

➢ Specialist in security, networking, system, Checkpoint, Unix, HP-UX, Sgi IRIS, Linux, Microsoft, VMware, virtualization, storage, and networking infrastructure consulting.

➢ Successful dealing with venders, Checkpoint, HP, Sgi, Sun, 3com, H3C, Qnap, Adaptec, Micronet, Cyberguard to assist expanding channel sales, for government case, education and enterprise sectors.

➢ A strong relation with vendors, channel partners, SI, and retailers to identify their sales needs.

➢ Pre-sale consulting and hand-on skills for such well-known brand name Tippingpoint, Splunk, Arcsight, Sun Cobalt, Checkpoint, HP, Sgi, Sun, Micronet, Snapgear, IEI, Adaptec, Qnap, LSI, Cyberguard, Sonicwall, Veritas, Solarwind, VMware, CA, HP Openview and Barracuda Network, Fortinet, PGP, Nessus and Qualys in both HK and China.

➢ Invited to different IT security seminars, workshops as a speaker to present new technology, e.g., Voice over IP, VPN security, backup storage, wireless infrastructure, and anti-spam security.

➢ 2 years of system support for a local CAD/CAM industrial firm, administration of high-end Unix system and managing system, and internet operation.

Working Experience

Year 6-2012 to Now
Position: Director of Cyber Security and Principal Consultant
Company: Global Technology Integrator Ltd.

- Develop end-to-end enterprise customer solution design/architecture within required timescales
- Personally, responsible for all solution architecture and ensure the solution complies with the governance, compliance and assurance processes
- This person will be accountable for the end-to-end solution design across the sales and delivery phases, assuming technical leadership for all given customer engagements
- Proactively identify and develop opportunities in either new or existing accounts.
- Influence the technical mindset of the customer and RFP content via technical workshops in the presales phase
- Coordinate all technical elements of bid preparation: solution design/architecture, bill of materials
- Provide migration concepts and transformation planning from existing to new network architecture

- Own decision regarding products to be included within the customer solution, initiating necessary product evaluations and validation
- Liaises with Technical and Service Architects, Product Line Managers, Project Managers, and 3rd party suppliers to align customer requirements with available standard solutions and non-standard 3rd party products
- Present end-to-end solution design/architecture to the customer and verify/adapt it during the realization phase
- Perform technical risk evaluation of proposed design/solution and determine financial exposure
- Lead/facilitate technical customer workshops to collect requirements.
- Articulate solution strengths in terms of business problems, outcomes, financial returns-NPV, ROI, etc.

Year 8-2011 to 6-2012
Position: Solution Consultant
Company: Orange Business Services

Presales consulting to ICT infrastructure management and managed services solution design inclusive of the underlying technical architecture, service level agreements, overall solution costing, delivery planning.

Key Contributions:

- Front-ending complex solution technical architecting and validation are focusing on increasing customer value and solution profitability while reducing commercial and service delivery risks.
- Actively participate in the tendering process and development of proposals in line with customer needs, liaising, and qualifying with other colleagues as necessary.
- Deliver billable specialist consulting work to a client., including one-time or recurring assessment, low-level design documentation and specification, staging, proof-of-concept, performance reporting, and optimization recommendations.
- Directly engage and contribute to consulting assessment, specifically for the baseline of existing services, and creation and pricing of both short-term improvement and end-state solution.
- Directly contribute to the preparation of business case outline, bid budget, and an estimate of skills and resourcing required for win strategy, identification of potential competitors, assess and conduct a SWOT analysis.
- As security, advisor to propose, design, and consulting different managed security

services on security event management domain integrated from Arcsight to customers.

Year 11-2009 to 8-2011
Position: Product Manager
Company: M.Tech Products (HK) Pte Ltd. Regional Security Product Distributor

Responsible for presales consultation and manage security products, e.g., Fortinet, TippingPoint, Solarwinds, Splunk, PGP, and Proofpoint. Leading product planning and execution throughout the product lifecycle, including gathering and prioritizing product and customer's requirements, defining the product vision, technical consultation, and working closely with vendors, engineering, sales, marketing, and technical support to ensure revenue and customer satisfaction and their security goals are met. The job also includes ensuring that the product consultation supports the company's overall strategy and goals and perform all outbound marketing promotion activities.

Key contributions:

- Presales consultation to partners, customers for a security solution.
- Managing security products through the entire company product line life cycle from strategic planning to tactical activities.
- As a solution architect responsible for designing and performing customer deployments and delivering training classes for Splunk's largest customers. It scopes deployment projects in collaboration with sales. Manage and deliver the projects onsite while maintaining clear and detailed communication with sales, support, and the customer team to contribute solutions and develop in the field to Splunk product documentation, customer demos, and Splunk Base.
- I am specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Developing well-defined test plans, and performing functional and performance tests on security products. Exposing the architectural strengths and weaknesses of these products and their associated IT services.
- Producing technical white papers, design guides, and presentations about security solutions and how services and products work together.
- Describing and evangelizing technical solutions; Delivering technical presentations to salesforce, internal stakeholders, end customers, and channel partners.
- Identifying strengths and limitations with products and advice suitable solutions to meet customer's requirements based on security best practices.
- Driving a solution set across technical and marketing teams through market requirements, product positioning.

- ➢ Working across the complete organization to work on overall security roadmap.
- ➢ Managing/maintaining relationships with different security vendors/suppliers.
- ➢ Analyzing potential partner relationships for security products.
- ➢ Lead "Request for Proposal" (RFP) responses from a security product roadmap perspective.

Year 8-2008 to 9-2009
Position: Security Consultant
Company: CPCNet Hong Kong Ltd. Security and Communication Service Provider

Understand the customers' business security needs and design suitable security solutions to meet their business objectives. Develop a proof of concepts as part of pre-sales and customer pilot activities. Generate the relevant materials (presentations, training materials, etc.); to develop and share these systems' security knowledge. Work as part of the delivery team and has responsibility for the design and implementation of network security solutions, on time and to budget, to our partners and customers. Perform specific implementation deliverables as part of customers' project requirements. Proactively maintain knowledge of the company's current security solution offerings.

Key contributions:

- ➢ Conduct a presentation and demonstration of different seminars and workshops and customers' visits.
- ➢ Provide outsourcing services that proactively protect the confidentiality, integrity, and availability of information by ensuring appropriate security controls are in existence and enforced to customers.
- ➢ Assist customers in formalizing security policies and resource classification schemes; maintain and publish all information security standards, procedures, and guidelines, including monitoring and reviewing compliance procedures.
- ➢ Coordinates with the customer's IT team members, vendors, contractors, and consultants to build and sustain a coordinated, meaningful security program in compliance with industry security standards.
- ➢ Conduct investigations and remediation of suspected information security incidents.
- ➢ Setup, operate, and conduct new security policies for Arcsight (SIEM) security information and event management platform.
- ➢ Work with many different devices in combination with the various Arcsight product lines to deliver content that will help address the needs of all ArcSight's customers.
- ➢ Hands-on networking and security skills, as well as an ability to write and understand scripting languages such as regular expression.

- Research, analyze and understand log sources, particularly security and networking devices (such as firewalls, routers, IDS/IPS, anti-virus products, vulnerability scanners, and operating systems)
- Appropriately categorize the messages generated by security and networking devices into the multi-dimensional Arcsight normalization schema
- Write and modify scripts to parse out device messages and interface with the Arcsight categorization database
- Research content for Arcsight ESM, including correlation rules, dashboards, reports, visualizations, etc.
- Research content to address use cases based on customer requests and feedback
- Work with the engineering teams to develop content using the latest features in the various Arcsight products
- Deliver comprehensive, correct and useful Arcsight Connector content to Arcsight customers on schedule
- Promote information security awareness programs, and recommending tools and improvement essential to IT security.

Year 8-1998 to 8-2008
Position: Technical Consultant
Company: Gateway Computer Recourses Ltd. (Global Technology Integrator Group), Valued Added Distributor

To provide value-added IT security consulting services to our partners both HK and China, to help them to select and implement our distributed networking, storage, security products and make successful deployment of IT solutions provided from our vendor target enterprise, education, government and corporate. Product marketing, pre-sales support, and assist sales in identifying sales lead work with the vendor on presentation, customer visiting, demonstration, product positioning, and marketing plan. Suggestion and provided product's technical information, details system configuration, and related value-added software, hardware from partners to integrate as total network security solution package and distribute it through our solution integrator to end customers.

Key contributions:

- Conduct a customer's solution presentation, partners, and end-user training.
- Perform risk assessment programs to customers to identify potential threats, vulnerabilities on business processes, operation, systems, and infrastructure.
- Working with the customers and develop their security policies on the implementation from the network, security, storage, and data backup requirements.

- Ensure consistent, reliable provision of security services to installing products and customer base.
- Work with marketing to identify any possible PR opportunities found to promote IT security awareness and needs to government, enterprise, and education.
- Prepare and write technology, product, and marketing collateral and sales tools, including white papers and application notes, used to educate the industry and customers.
- Produces competitive analysis materials comparing network security products with its key competitors.
- Act as the first contact for sales and consultation for all questions related to security product offerings, e.g., Firewall, VPN, IPS, End Point, and UTM solutions.

Year 10-1996 to 8-1998
Position: Systems Engineer
Company: CIM Precision Molds (HK) Ltd. Computer-Aided Mechanical Design Company

Perform system administration; maintain company's security standards, network infrastructure, NT, HP UNIX, and Novell Server consolidation, implement and configure new CAD/CAM systems. Daily backup and helpdesk operation support to following continuous business planning and data protection.

Key contributions:

- Provide support to the company network and application systems, and meet the highest level of customer satisfaction.
- Formulate and implement corporate IT strategy plans and security policies.
- Responsible for day-to-day IT operations comprising network and platform infrastructure, hardware, and peripherals.
- Design and implement new infrastructure and systems, enhance and integrate the existing systems to achieve operational efficiency.
- Collect user requirements and liaise with external vendors on IT projects.
- Continuously improve the quality of Management Information Systems.

Professional Training and Affiliations

- Chartered Engineer, Engineering Council UK
- Certified Management Accountant
- Certified Management Consultant
- Certified Data Privacy Solution Engineer

- Certified DevOps Information Security Engineer
- Certified Identity and Access Manager
- Chartered Management Consultant
- Certified Financial Consultant
- Certified Cloud Security Knowledge
- Professional Cloud Security Manager
- Certified Strategic Manager
- Microsoft Certified Solutions Expert: Server Infrastructure, No.: E118-4408
- Microsoft Certified Solutions Associate: Windows Server 2012, No.:E117-6044
- Microsoft Certified Professional
- CompTIA Linux+, No: COMP001020961569
- HP Accredited Technical Professional ArcSight Security V1
- Cyber-Ark PIM Professional Engineer
- Certified Pravail APS Specialist
- Juniper Networks Certified Associate
- Certified Ethical Hacker, ID No: ECC23052266632
- Eccouncil Certified Security Analyst, ID No: ECC18318574881
- Computer Hacking Forensic Investigator, No: ECC00463909917
- F5 Certified System Engineer
- F5 Certified Product Consultant
- Exin Certificate of ISO20000
- Exin Certificate of ISO27002
- VMware Certified Technical Presales Professional 5.0
- Certified Information Security Manager, ID No: 1219013
- Completed CheckPoint Certified Security Administrator and Expert Training in Systematic Education Centre, 2012
- Palo Alto Accredited Configuration Engineer
- Fortinet Security Sales Associate, NSE1, 2, 3
- Fortinet Security Specialist, NSE 6
- FortiWeb Specialist, 2014
- Fortinet Certified Network Security Professional 5.0, 2014
- Fortinet Certified Network Security Professional, 2012
- Project Management Professional, ID No: 1433029
- ITIL v3 Foundation Certification, ITIL/CN001381
- Certified Information Systems Security Professional, ID No: 326152
- Certified Information Systems Auditor, ID No: 1190638
- Splunk Deployment Architect, 2010
- Fortinet Certified Network Security Administrator, 2010

- ➢ Fortinet Certified Sales Specialist, 2009
- ➢ Completed Cisco Certified Network Associate Training in Great Learning Education Centre, 2010
- ➢ Certificate of attainment of Project Management Professional training course in Systemic, 2008
- ➢ Certificate of attainment of CISA training course in PolyU, 2006
- ➢ Certificate of attainment of CISSP training course in PolyU, 2005
- ➢ Astaro Certified Engineer, 2005
- ➢ Barracuda Networks Certified Support Engineer, 2005
- ➢ HP-STAR Certified Technical Professional: HP9000 Servers Presales, 2000
- ➢ Certificate of attainment of e-commerce: Building a database driven web sites, 2000
- ➢ HP-UX 10.X System Administration, 1998
- ➢ Certificate of achievement of Microsoft Certified Systems Engineer, 1998

Education

UCAM Universidad Católica San Antonio de Murcia, VERN' University and Brittany University
- ➢ Doctorate Degree in Business Administration, a Merit Grade

University of Northern Iowa (AACSB accredited)
- ➢ Master Degree in Business Administration, 2008, GPA3.38

Chinese University of Hong Kong
- ➢ Master Degree in Systems Engineering and Engineering Management, 2006

City University of Hong Kong
- ➢ Bachelor of Engineering with Honors Degree in Manufacturing Engineering, 1996
- ➢ Final year project: A review of feature-based and knowledge-based approaches in industrial applications.

Tuen Mun Technical Institute
- ➢ Diploma in Mechanical Engineering with Credit, 1993

Skills

Project management, business development, systems, and security consulting, costing, identify potential sales lead, proposal writing, demonstration, customer handling, seminar presentation skills,

Andy Kwong, MBA, MSc, CEng, CISSP, CISA, CISM, CDPSE, CEH, CFHI, ECSA, PMP, ITIL

team leadership, software testing, web design, web development, HTML, Perl, CGI, PHP, Office Word, Excel, PowerPoint, Outlook, FrontPage), Apache, FTP server, MySQL, Windows 2003, HP-UX, Unix, Linux, Irix, CentOS, C, C++, Pascal, VPN, VoIP, wireless networking, security consultation, and IT auditing. Good command of spoken and written English; Good command of written and spoken Chinese; Fair in spoken Putonghua.

Salary

Expected Annual Salary: HKD900K (Negotiable)