

Edward Howard

Senior Solutions Architect

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SUMMARY

Senior Solutions Architect with 22+ years in pre-sales, systems engineering and solutions architecture, specialising in data protection and virtualisation. I design backup, recovery and disaster-recovery architectures for major customers and partners, and act as the senior technical escalation point for field engineers and pre-sales teams. My hands-on experience spans VMware, Hyper-V and Nutanix as well as AWS, Azure and GCP, supported by a strong record of building widely adopted community tools, publishing technical content and mentoring engineers across the field.

EXPERIENCE

Senior Solutions Architect

01/2019 - Present

Veeam Software, UK

- Senior technical escalation point for field engineers, Solutions Architects and pre-sales teams on data protection and cloud.
- Design backup, recovery and disaster-recovery architectures for major customers and partners, presenting them clearly to both technical teams and senior stakeholders.
- Built sizing tools now used by over 1000 people internationally; feedback informs product direction, and the tools have contributed millions in revenue over five years.
- Design and size scalable, secure, high-performance architectures on-premises and across AWS, Azure and GCP, balancing performance against cost.
- Mentor Systems Engineers and Solutions Architects, formally and informally, and run regular enablement sessions for the wider field team.
- Present at customer briefings, partner engagements and industry events, in addition to regular demonstrations and Proof of Concepts.
- Produce supporting technical material: solution designs, white papers, best-practice guides and published community content.
- Provide post-sales support, troubleshooting and tuning Veeam deployments in customer environments.

Hybrid-Cloud Solutions Architect

01/2013 - 01/2019

CDW, UK

- Maintained current knowledge of the key data-centre and cloud products in the CDW portfolio to provide best-in-class solutions.
- Supported sales teams with customised technical proposals, customer data gathering and infrastructure assessments.
- Responded to RFPs and RFIs, coordinating with partners to prepare technical and commercial documents.
- Built trusted-advisor relationships with customers and partners, helping close numerous multi-million-pound hybrid solutions.

Dell EMC Solutions Architect (EMC for Avnet)

01/2011 - 01/2013

TD Synnex, UK

- Certified Dell EMC server, storage (Expert) and backup specialist.
- Supported resellers throughout the sales cycle: tender evaluations, RFP submissions and product sizing.
- Designed resource sizing and capacity planning with a focus on performance, scalability and cost efficiency.
- Built virtualisation expertise across VMware, Hyper-V, KVM and Nutanix.

Senior Pre-sales Engineer

01/2007 - 01/2011

Adtech, UK

- Pre-sales engineering across data-centre and infrastructure technologies, forming the foundation of a 22-year career in solutions architecture.

CERTIFICATIONS

Veeam Certified Architect (VMCA)
Azure Administrator (AZ-104)
Python Certified Programmer (PCAP)

COURSES

Certified Kubernetes Administrator (CKA)
AZ-204 Developing Solutions for Azure
AI-102 Azure AI Engineer
Machine Learning A-Z (AI, Python & R)

SKILLS

Veeam Data Protection
Backup & Recovery Disaster Recovery
VMware Hyper-V Nutanix KVM
AWS Azure GCP Dell EMC Storage
Encryption Kubernetes Docker
Terraform Ansible Linux SDN / NFV
Python Rust REST SQL RFP
Solution Design

PUBLICATIONS

Getting Started with REST APIs

Veeam, 2022 (with Jorge de la Cruz)

Level up Veeam Backup for Azure Monitoring with Azure Log Analytics

Veeam Community, 2025

LANGUAGES

English (Native)
Mandarin (Intermediate)

INTERESTS

Jiu-Jitsu, AI & Machine Learning, Guitar, Travel

KEY ACHIEVEMENTS

- **Widely adopted sizing tools** used by over 1000 people internationally, contributing millions in revenue over five years.
- **Architecture at scale:** designed over 100 scalable, secure architectures across hybrid and multi-cloud environments.
- **Senior escalation point** for field engineers and pre-sales teams on data protection and virtualisation.
- **Mentoring across the field**, running regular enablement sessions for the wider team.