

Fred W. Nix Jr.

AI Solutions Engineer / Developer Platforms

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SUMMARY

I design and demo AI systems for enterprise customers, and I build with AI every day. Solutions roles at BlueAlly, BTA, Pure Storage, Dell Technologies, and Reduxio, a stretch as partner and VP Sales at EMOTO, and earlier EMC. Most recently: 24 customer engagements in five months, about \$150K closed in the first 90 days, and a seven figure qualified pipeline. On the side I publish open source Linux software and host a podcast for Omarchy builders.

EXPERIENCE

Senior Solutions Architect BlueAlly Technology Solutions, Atlanta, GA

April 2026 to October 2026

Pre-sales and post-sales solutions architect supporting six account executives across the Southeast: enterprise, healthcare, higher education, state and local government, and nonprofits. I owned discovery, architecture, sizing, bills of materials, cost and return models, proposals, proof of concept design, demos, and custom code on 24 engagements in five months. About \$150K closed in the first 90 days and a seven figure qualified pipeline. Cost and return models on those engagements total more than \$21M in modeled annual AI value. Customers are anonymized; the numbers are real.

INFRASTRUCTURE AND DATA CENTER

- **VMware exit plan for a global travel company.** Production data centers in Atlanta, Frankfurt, and Singapore. I led discovery, a hosted proof of concept, the licensing strategy, and a three site migration plan timed to staggered Broadcom renewals. Storage stretched across sites over standard Ethernet (NVMe/TCP) on all flash arrays avoids about \$500K of Fibre Channel networking.
- **Infrastructure modernization for a 190+ property hotel chain.** A 480 core VMware license review closed as a signed \$95K order in the first 90 days. I also planned the retirement of legacy storage (34 TB), flash capacity at 91% utilization, backup and disaster recovery, and a five year cost model. A storage follow on is in flight at about \$210K gross profit.
- **Sized a data center for an immersion cooled colocation operator.** Server, storage, and firewall bill of materials for a 250,000 sq ft, three hall site: 18 MW today with a 24.5 MW site cap, and a GPU hosting relationship behind it.
- **Designed and priced more infrastructure.** A five node hyperconverged cluster replaced with standard servers, a flash array, and private cloud automation for a media ministry; a 215 TB, 130 camera video archive for a state water district; all flash storage for a major international airport; a voice trunking proposal for a state research university; a 48 host virtualization cost model; a hypervisor migration review for an aerospace and defense contractor.

SECURITY AND IDENTITY

- **Wireless sign in for about 100 sites.** Multi state HIPAA healthcare provider with 600+ daily users. Moved wireless authentication from on premises servers and 100 branch VPN tunnels to a cloud service with device certificates managed for them.
- **Identity and access program for a global agriculture and food company.** 150,000 employees, 77 countries, about 2,000 legacy apps: Microsoft security posture, secure access from anywhere, badge and login convergence, and AI governance.
- **Contract compliance save.** Caught a managed services decommission that would have dropped monitored assets below contracted minimums at a higher education account. Escalated, and preserved revenue and standing.

AI SOLUTIONS AND CUSTOM CODE

- **Private AI reference design.** A 2U server with four GPUs (4× 96 GB, 384 GB of GPU memory per node), a private AI software stack, and governance controls, sized for about 14M peak monthly tokens. Packaged as a fixed price 60 to 90 day proof of concept so a CIO could buy without a capital budget cycle.
- **Nine use case AI portfolio, \$12.1M modeled annual value.** Accredited research institution: 17,800 reclaimed hours (the equivalent of 8.5 full time staff), hardware sized from 109 TB to 343 TB of storage, and a five year lease above \$2M. Data sovereignty was the case against cloud only competitors.
- **Academic medical center, \$2.4M modeled savings.** Six prioritized use cases across clinical documentation, research operations, student success, and reporting, with about 1,300 reclaimed hours.
- **Contract intelligence agents for a healthcare payments company.** Build versus buy evaluation, vendor security monitoring, and a \$290K to \$305K proposal.
- **Workshops and assessments.** Office real estate trust (\$6.7M perceived value, Copilot Studio versus an agent platform); signed AI readiness and Copilot Studio statements of work (about \$55K) at an engineering firm; assessments for a commercial HVAC platform (1,200 employees, 33 sites), a county government, a state financial regulator, a retirement services firm, and a youth services nonprofit.
- **OEM partner funding.** Owned the statement of work for a \$62.5K manufacturer funded program: a customer discovery workshop plus AI certification training for the BlueAlly sales and solutions team.
- **Demos and internal tools.** Customer specific demos and prototypes in about a day and a half using Claude Code and reusable AI workflows. Built an internal sales intelligence system in TypeScript that turns voice memos, notes, and email into opportunity tracking. Coached engineers on Claude and AI tool integrations (MCP); gave a monthly tech talk (about 50 attendees).

AI Solutions Architect, Storage and Compute Practice Manager

Business Technology Architects
(BTA), Alpharetta, GA

March 2025 to April 2026

- Built a production grade, air gapped (fully offline) AI inference platform for channel partners on modular blade servers, 48 GB GPU clusters, all flash storage, and 100GbE networking. One command took a partner from bare metal to running AI in under an hour instead of days of manual build, with a 100% success rate across partner rollouts.
- Ran several open models (LLaMA, Mistral, and custom fine tunes) with hot swap switching, an OpenAI compatible API, a ChatGPT style chat interface with streaming, and live GPU monitoring (DCGM, Prometheus, Grafana).
- Trained channel partners with hands on labs and implementation guides.

Partner, VP Sales EMOTO Electric Motorbikes

2023 to 2025

Entrepreneurial operating role. Sales up 225% in year one, expanded the product line, and scaled to regional market leader.

Enterprise Sales Engineer Pure Storage

2021 to 2023

Fortune 100 accounts across the Southeast. 250% of quota in 2021, named Global Rookie of the Year. 100% uptime for a customer through a hurricane disaster recovery event.

Solutions Architect, Converged Systems Dell Technologies

2019 to 2020

Technical pre-sales for software defined storage, cloud architecture, and data center consolidation.

Global Presales Director Reduxio

2015 to 2019

First American employee; led US market entry. 150%+ of quota annually and a 90%+ conversion rate across 50+ proof of concept projects.

Earlier: EMC, Syscom, MTI, GT Software, Vitria, Windward, Kilpatrick Stockton, and Medaphis, in CTO, solutions consulting, presales, professional services, and IT administration roles.

Annual sales quota achieved every year of my career. B.S. Business Administration, Information Systems, Auburn University · U.S. Army veteran.

PROJECTS

- **A coding setup that remembers.** Four computers share one identity, one set of written operating rules, and a memory that survives machines and model upgrades. Routine tasks go to a local GPU before any cloud model is used. It is why a customer conversation becomes a demo, a sizing, and a deck in about a day and a half. resume.nixfred.com/projects/#platform
- **Spec in, live site out.** A repeatable AI assisted workflow that turns a build spec into a live production website: repository, hosting, domain, and content. More than ten production sites shipped, including a 104 page site in a single multi agent run with zero errors. nixfred.com
- **Agents need a system of record.** Every agent session is saved to git with its transcript, decisions, and rejected approaches, then made searchable, so any answer can be traced months later. Agents get least privilege access, and anything that leaves the machine needs an explicit human approval. resume.nixfred.com/projects/#audit
- **Fourteen instruments, no server.** Fourteen browser based tools for designing and evaluating AI applications, from a prompt lab and cost planner to an evaluation workbench and a drift monitor. Everything runs on your device, which matters when the inputs are sensitive. tools.nixfred.com
- **iMessage on Linux.** An open source Linux app I built that brings iMessage to the desktop: read, send, and group chats, with a Mac as the gateway. 176 GitHub stars and outside contributors. github.com/nixfred/blip
- **30+ plugins for a Linux desktop.** Plugins for hardware control, media, messaging, and system monitoring. Infomarchy turns the desktop wallpaper into a live information desk showing every running AI agent, and has 132 GitHub stars. github.com/nixfred/infomarchy

More at github.com/nixfred and resume.nixfred.com/projects.

OPEN SOURCE, PODCAST, AND CURRENT WORK

- 120+ public repositories on GitHub and 30+ plugins for Omarchy, the Linux desktop: hardware control, media, messaging bridges, and system monitoring. Blip is an open source Linux app I built that brings iMessage to a Linux desktop (your Mac is the gateway). It has 176 GitHub stars and outside contributors.
- I host Omarchy conversations, recorded live on X, interviewing builders in the Omarchy (Linux desktop) community. About 27 episodes so far; features are published at omarchy.builders. I am also being invited onto other podcasts as a guest.
- **Cognition Mesh (cognition-mesh.com), Chief Evangelist.** Cognition Mesh is a governance control plane for AI agents. It tracks every piece of AI work through a review lifecycle, has agents from different vendors check each other's output, and keeps a signed, tamper-evident audit trail. I cover testing, the website, campaigns, and partner and reseller relationships.

SKILLS

Solutions and presales: Discovery workshops · use case portfolios and value modeling · cost and return models · bills of materials · RFP responses · proof of concept design · demos · executive briefings · partner enablement · OEM funding programs

AI and developer platforms: AI agent workflows · Claude Code · AI tool integrations (MCP) · TypeScript and Bun · Python · OpenAI compatible APIs · retrieval augmented generation · LangChain and LlamaIndex · Copilot Studio · local models with Ollama · Cloudflare Pages and Workers · Git and GitOps

Infrastructure: GPU and rack servers · modular blade compute · all flash arrays · VMware vSphere and VCF · hyperconverged designs · Proxmox · NVMe/TCP · 100GbE · SD-WAN · backup and disaster recovery · colocation and immersion cooling · VDI · Prometheus and Grafana

Security: Zero trust access · cloud RADIUS and certificate based sign in · air gapped deployment · HIPAA and PCI scoped design · identity and access management · AI governance

Open source: Linux desktop plugin author (Omarchy, Hyprland) · maintainer with outside contributors