

## Contact

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## Top Skills

IT Operations  
Babysitting  
Diaper Changing

# Ralf Lenz, BOFH

Legendary Tech Stack Architect | Ignorer of Podcasts | Frequent  
Caller of Bullshit | Sayer of NO | US Citizen | PH 13a  
Bago City, Western Visayas, Philippines

## Summary

I help small and medium enterprises build secure, sovereign,  
and stable technology stacks with minimal dependence on SaaS  
products and platforms, turning tech expenses into capital assets.

"Those who offend none are remembered by none." - me

My contradiction makes me stand out among the pool of yes-people  
applying for the same positions.

I certainly did not follow the well-trodden path to experience and  
success, but I arrived here nonetheless, and with the street cred you  
can't gain otherwise.

OG #IRC #undernet | Once fought off a 450k-strong CN bot attack  
alone on Christmas Eve | Strong proponent of #thermopylae security  
principles | Equally at home coding or architecting, with software,  
systems, and networking | Simplicity is Elegance | Straight, concise,  
and direct | All meat, no filler.

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## Experience

### Kinays Convenience Store

Investor / Advisor

September 2023 - Present (4 months)

Bago City, Western Visayas, Philippines

Investment of capital & sometimes cashier at the only 24hr convenience store  
within a 5 mile radius, in a farming area of Negros Occidental, Philippines.

Our store is currently maintaining double-digit operating margin while having a  
positive impact on a largely impoverished community of subsistence farmers  
and day laborers.

With the success of our first location, we are currently evaluating a second location to compete with established brands such as 7-11 in the same community, as their presence is minimal and it appears economically feasible to create competition in the market.

vlan1337.com

Chief Everything Officer / BOFH

January 2023 - Present (1 year)

Bago City, Western Visayas, Philippines

Content aggregation & blog with a focus on systems, networks, and security.

Fair Trade Outsourcing

Director Of Engineering

September 2018 - June 2022 (3 years 10 months)

Iloilo, Western Visayas, Philippines

Oversaw design, implementation, and maintenance of global network backbone and topology for a company employing 1400+ at 8 geographically divergent locations.

Managed multiple development teams as well as their associated PMs / scrum masters, and provided key development support when necessary.

Oversaw all technical hiring org-wide.

Created and implemented organization-wide security policy and strategy, including firewall positioning and implementation (Juniper SRX + FreeBSD/ PF), IDS/IPS, EDR, GPO/AD, and other proprietary/NDA-covered solutions.

Designed and implemented all locally and globally deployed technological resources from the ground up, including the company's 100gbps aggregate capacity, BGP-enabled global network and on-premise/self-hosted solutions using F/OSS: E-mail, video conferencing, real-time chat, machine virtualization, web application hosting, and essentially everything else that plugged into a wall or communicated via TCP/IP.

Provided data-sovereign solutions that limited SaaS costs to the bare minimum and maximized the efficiency of capital expenditures, which allowed the company to experience massive organic growth--from low 7-figure annual revenue to mid 8-figure annual revenue--during my tenure.

Created new, patent-applied-for structure and equipment for cost-effective WFH deployment, with employee monitoring and RF detection utilizing commodity, off-the-shelf hardware including Raspberry Pi and OpenVPN software.

### 15toKnow, LLC.

Director of Engineering

May 2020 - April 2021 (1 year)

Philadelphia, Pennsylvania, United States

This one was a doozy -- an exceptional exercise in "beat-the-clock" during the pandemic, that ultimately turned a \$100,000 investment into a gross return of over \$15m in 6 months.

I designed, built, and implemented the entire technology stack -- including coding the first iteration of the website (alone) -- for a unique drive-thru COVID-19 testing startup at the height of the pandemic.

I architected the entire HIPAA-compliant technology stack, including:

- testing sites' mobile/secure VPN connectivity (Juniper SRX / OSPF)
- website & hosting platform (hardened FreeBSD)
- payment processing
- automated two-way communications (SMS / E-mail)

### VPLS

Senior System Engineer / Senior Developer

June 2008 - January 2016 (7 years 8 months)

Orange, California, United States

Architected and implemented custom internal software solutions for mid-range hosting/colocation facility spanning multiple US and Asia locations.

Designed and implemented CDN using nginx and geodns before the advent and popularity of Cloudflare.

Managed and extended billing systems with 8-digit annual revenue streams.

### iTutorGroup

English Second Language Teacher

March 2012 - June 2015 (3 years 4 months)

Philippines

## Self-employed

Freelance Systems Engineer / Developer

August 2002 - October 2006 (4 years 3 months)

Green Bay, Wisconsin Metropolitan Area

## Fry's Electronics

Purchasing Supervisor

June 2001 - August 2002 (1 year 3 months)

San Jose, California, United States

## Netscape Communications

Infrastructure Developer

October 2000 - April 2001 (7 months)

Mountain View, California, United States

## KGM Web Design & Development, LLC.

Director of Web Development

November 1997 - May 2000 (2 years 7 months)

De Pere, Wisconsin, United States

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## Education

### St. Norbert College

Academic Dismissal, Computer Information Systems · (1997 - 1998)

### University of Notre Dame

Full Scholarship / Voluntary Withdrawal, First Year of Studies · (1996 - 1997)