

Alex Alvord

Advisory Solutions Architect, Hybrid Multicloud · Nutanix | Principal Architect · CloudLab Works

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SUMMARY

Cloud and AI infrastructure architect focused on hybrid multicloud and AI infrastructure: Nutanix NC2 on AWS, Microsoft Azure and Google Cloud Platform, GPU sizing, AI inference and the operating cost model behind it. Twenty years across solution architecture, cloud migration and the business side: seven as a finance and operations controller, thirteen designing, selling and running cloud, OpenStack and bare metal, and since 2019 helping build NC2 from an incubation team of fewer than twelve into an organization of more than 250. Leads assessments, proofs of concept, migrations and disaster recovery designs for some of the largest customers in the Americas, and publishes infrastructure-as-code reference implementations (OpenTofu/Terraform, Bicep, Pulumi).

SKILLS

Core: Solution Architecture, Cloud Strategy, Hybrid Cloud, Cloud Migration, Cloud Infrastructure, Enterprise Architecture, AI Infrastructure, Generative AI, AI Inference, Large Language Models (LLM), Retrieval-Augmented Generation (RAG), Disaster Recovery, Business Continuity, Hyper-Converged Infrastructure, Technical Leadership, Stakeholder Management, Executive Presentations, Go-to-Market Strategy

Agentic & AI infrastructure: Multi-agent orchestration, Agent harnesses & tool policy, LLM APIs (Anthropic, OpenAI-compatible), Model routing · hosted + local, MCP tool integration, Memory engines · embeddings · RAG, Local inference (Ollama), Prompt-injection defense, Sandboxed execution, Evals & verification gates, GPU/AI substrate sizing, Inference cost modelling

Hybrid multicloud: Nutanix NC2 · AWS · Azure · GCP, Prism Central · v4 APIs, Flow Virtual Networking, OpenStack, VMware · KVM · Hyper-V, AHV, Datacenter divestment · L2 stretch, DR · Multicloud Snapshot

Cloud native & IaC: OpenTofu / Terraform, Ansible, Kubernetes, Containers, GitOps, Cloudflare Workers · Zero Trust, Proxmox, CI/CD Business: FinOps · TCO / ROI, Cloud economics, PoC / PoV design, Partner & channel enablement, Insight Selling, Financial forecasting, Public speaking · labs

Languages: English · Mandarin Chinese (eight years of study; lived in China)

EXPERIENCE

Nutanix

2019 – present

Americas Solutions Architecture, Hybrid Multicloud | Seattle, WA

Advisory Solutions Architect, Hybrid Multicloud (2023 –) · Hybrid Multi Cloud Product Specialist (2022 – 2023) · Sr. Systems Engineer (2020 – 2022) · Systems Engineer (2019 – 2020)

- Subject-matter expert for Nutanix Cloud Clusters (NC2) on AWS, Azure and Google Cloud, from the incubation team to an organization of more than 250; owns the NC2 on AWS lab sessions at Global Tech Summit since 2023 and presents on the XTour since 2022.
- Solutions Engineering leadership team for Nutanix Validated Designs, best practices guides and tech notes, and an active contributor to the Validated Designs (NC2 included); 1,100+ solution designs in Nutanix Sizer, including the sizing behind large wins in higher education, financial services and energy.
- Runs the field motion end to end: PoC/PoV, multi-phase migration journeys, FinOps and TCO/ROI, solution demos, and partner and channel enablement across the Americas; delivers the design and deployment professional-services engagements himself, as an SA rather than through Professional Services.
- AI infrastructure engineering for customers moving models next to their data: GPU node sizing, storage and network substrate, and the cost model that decides on-prem vs. cloud for inference and fine-tuning.
- Built the "Commercial TCO/ROI light" that any AE/SE can run in front of a customer; trained partners and account teams on it; a core differentiator that shortened time to purchase.
- First Commercial SE hired in the Pacific Northwest; supported WA, OR, ID and AK, closed the largest Oregon Commercial and Alaska deals of the time, and onboarded every Commercial AE in the region. Mentored four Systems Engineers directly.
- Founder and champion sponsor of the Seattle Nutanix User Group (2020 –); founded the Anchorage NUG (2020 – 2022).

Cloud Lab Works LLC

2026 – present

working lab, open collaboration on projects | Duvall, WA

Principal Architect (2026 –)

- A working lab and a place to collaborate live on projects: agentic operations, AI infrastructure sizing (GPU, storage and network substrate), open-source repos, technical writing, speaking and mentoring. Own time, own equipment, public information only.
- Writes Invisible Wires: Agentic Cloud and Nutanix: Invisible Wires: Agentic Cloud; sixty-plus conference-years of field work since 2011, staff on site at re:Invent, Ignite and Google Cloud Next.

KidsCast Native

2026 – present

cartoon podcast: cloud-native and AI concepts for kids | Seattle, WA

Creator & Executive Producer (2026 –)

- Created and produces KidsCast Native: one cloud-native or AI concept per episode in two to five minutes, hosted by Waku the orca; picks each topic, sets the story and approves every episode.
- Produced as an agentic pipeline in code (a Python and Pillow animation rig, a built-in system voice, ffmpeg), with every episode fact-checked against primary documentation. Successor to The Elastic Cloud Cast (2021 – 2026), which brought CNCF and cloud-native technology to a podcast audience for five years.

Rubrik

2018 – 2019

Systems Engineer, Pacific Northwest channel | Seattle, WA

- Technical lead for cloud data management across hybrid and multicloud, Open API integrations, SaaS (O365), orchestrated DR and ransomware analytics.

- Enabled the channel (VARs, LARs, SIs, consultancies) through instructor-led sessions, QBRs and the LMS; drove the ecosystem: ServiceNow/ITSM, Ansible, Chef, Puppet, SaltStack, containers, HashiCorp.
- 2018 quota attainment: 175% Q1, 210% Q2, 195% Q3, 220% Q4.

Internap (INAP)

2015 – 2018

Cloud Solutions Architect | Seattle, WA

- Owned technical feasibility and design for large hybrid solutions: OpenStack, bare-metal cloud, VMware, Hyper-V and KVM private cloud, colocation, managed hosting, Layer 2–7 networking and compliance.
- Migration strategy, interoperability, orchestration and API management across OpenStack, AWS, Azure and Google Cloud; Equinix Cloud Exchange hybrid designs.
- Trained partner SE communities at AWS, Azure, VMware, New Relic, NGINX, OpenStack, NetApp and Aerospike; ran the labs and wrote the whitepapers and case studies. President's Club 2015, 2016, 2017 (top 5% revenue attainment).

Smartsheet

2014

Strategic Accounts (technical + sales) | Bellevue, WA

- Enterprise-wide SaaS rollouts from beachhead to site license for organizations of 2,000 to 200,000 seats; co-selling with API partners; scope covered Open APIs, compliance, security, governance and SSO. Completed M3 Proactive Selling with its author.

RightScale

2013

Technical Account Manager | Fremont, Seattle, WA

- Partner alliances with AWS, Azure, IBM SoftLayer, Rackspace and Google Compute Engine; ran the AWS west-coast joint enablement cadence: leads up 310%, close rate up 23%, sales cycle 19 days shorter.
- Multi-cloud PoCs on the RightScale platform: portability via orchestration and automation; a multi-cloud Open API Wi-Fi framework for what became South America's largest airline group.

Zones

2007 – 2013

Enterprise Solutions Architect, Expert Connect | Seattle, WA

- Complex solutions for strategic and large enterprise accounts (cloud, HPC, networking, analytics) with project management through delivery. Top 1% in revenue and margin; employee of the quarter three times.
- Certified Zones to sell enterprise technologies it had not been authorized for (public cloud, JD Edwards); "Insight Selling" cut the net-new sales cycle to 36 days.

Earlier

2001 – 2007

Invisible Wires Inc., Seattle: Project Manager, Business Analytics (2005) | The HN BBPII LLC, Seattle: Controller, Finance & Operations (2001 – 2007)

- Ran finance and operations reporting to the executive team: forecasting, asset management, cost control; redesigned operations for a 22% year-over-year margin gain and double-digit revenue growth; brokered the company's sale and led through the acquisition.
- Launched a SaaS analytics stack integrated with POS and CRM: real-time view of customer behaviour and variable cost, double-digit reduction in variable costs. The name lives on as the blog.

SELECTED PROJECTS

Agentic operations stack: CloudLab Works

2025 – present

- Multi-agent systems: a principal agent with sub-agents, each kind of work routed to a hosted or local model.
- Agents that run infrastructure: sites deployed by agent, a post-to-email pipeline, and Infrastructure as Music (lab state rendered as a live instrument, with a sound graph per recording).
- Verification as code: a per-task ledger where every "done" carries a receipt checked against the system, never against the transcript.

NC2 on AWS and on Azure, as code

2026

- AWS: end-to-end from the NC2 console to the first VM with every block verified against the provider. Azure: the console taken out of the loop, Bicep for the landing zone (custom role, app registration, delegated subnets, NAT, peering, Route Server) and the NC2 v2 API for the organization, the cloud account and the cluster; the pattern used in customer PoCs and lab sessions.

EDUCATION

- Pacific Lutheran University: Bachelor of Business Administration, Information Technology Management · AACSB-accredited (2001 – 2006)
- University of Washington: Business Analytics, with AWS · certificate of completion (2026)
- University of Washington: Cloud Data Management & Analytics (2013 – 2014)
- Peking University, Beijing: Mandarin Chinese (2001)

CERTIFICATIONS

- AWS Solutions Architect – Professional; Solutions Architect – Associate; Cloud Practitioner
- Microsoft Azure Solutions Architect Expert; Azure Administrator; Azure Fundamentals
- Google Cloud Professional Cloud Architect
- Nutanix NCP – Cloud Integration: AWS and Azure (helped author the exams, then passed them); NCP – Multicloud Infrastructure; NCP – Multicloud Automation; NCP – SME; NCSE I & II
- Kubernetes Administrator
- Also IBM Certified Cloud Computing Advisor; EMC Cloud Infrastructure & Services; Rackspace uCloud; Red Hat partner (platform, middleware, virtualization); VMware, Citrix, Cisco, Juniper, NetApp, Oracle sales and technical tracks; Sandler Training

HONORS

FY24 Americas Portfolio Solutions Architect of the Year, Nutanix; Solutions Architect of the Quarter: Q4 2022, Q2 2023, Q4 2024, Q1 2025, Q3 2026; Authority Magazine interview on digital transformation, Dec 2025; INAP President's Club 2015 – 2017.