

JOE ADAMS

Enterprise AI Adoption | Forward-Deployed Solutions Delivery | Solutions Architecture

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SUMMARY

Solutions Architect with 15+ years at VMware/Broadcom spanning technical pre-sales and post-sale adoption for Fortune 500 and global enterprise accounts, currently owning the technical relationship end to end, from pre-sales solution design and technical win through deployment and scaled enterprise adoption. Works the way forward-deployed teams do: embed with customer teams, map how the work actually happens including the exceptions nobody documents, decide where AI belongs and where it does not, then build it with guardrails, audit trails, and human-in-the-loop review. Hands-on practitioner shipping production LLM and agentic systems on OpenAI APIs, AI coding agents, Model Context Protocol integrations, and retrieval-augmented patterns, and measuring them against revenue, risk, and cost.

CORE SKILLS

- **Forward-Deployed Delivery:** workflow discovery and process mapping, use-case qualification, deployment architecture, adoption roadmaps with sequencing and KPIs, value realization against revenue, risk, and cost
- **Pre-Sales to Post-Sale:** solutions engineering, technical account management, executive briefings, POCs and demos, expansion and account health for Fortune 500 accounts
- **LLM & Agentic AI:** OpenAI API and SDKs (GPT-5 model family), AI coding agents (OpenAI Codex, Anthropic Claude Code), agent architecture with guardrails and audit trails, embeddings and retrieval-augmented generation (RAG), Model Context Protocol (MCP) tool integrations, evals and prompt engineering
- **Development Knowledge:** working knowledge of Python and JavaScript/TypeScript; comfortable with REST APIs, webhooks, SDKs, PostgreSQL, CI/CD (GitHub), and containers
- **Cloud & Infrastructure:** VMware Cloud Foundation, Tanzu/Kubernetes, private/public cloud architecture, SD-WAN/edge, systems integration across enterprise platforms
- **Enterprise Security & Compliance:** SSO, encryption, HIPAA- and GDPR-regulated customer environments
- **Enablement:** executive briefings, workshop facilitation, use-case design, champion building, multi-workstream rollout and change management

PROFESSIONAL EXPERIENCE

Broadcom / VMware, Kansas City, MO (Remote)

2010 – Present

Global Solutions Architect | Enterprise Cloud & AI Adoption

- Own the end-to-end technical relationship for Fortune 500 global and enterprise accounts: pre-sales solution design and technical win through deployment, adoption, and expansion of VMware Cloud Foundation and modern application platforms.
- Progressed through pre-sales solutions engineering roles (cloud vSpecialist, end-user computing SE, staff global account SE); that technical-win discipline still anchors the account work today, carrying accounts through production deployment, escalations, and renewal.
- Embed with customer architecture and operations teams to map existing workflows and constraints, then translate them into deployment designs that survive real enterprise infrastructure rather than reference diagrams.
- Led client onboarding and expansion programs aligning cloud and edge solutions with enterprise business goals, contributing to \$35M in net-new revenue.
- Built and led VMware's Customer Technical Advisory Board (CTAB) and Customer Technical Exchange (CTEX), formalizing the field-to-product feedback loop that directly influenced roadmap in partnership with Product and Engineering.
- Deliver executive briefings, go-to-market workshops, and tailored adoption roadmaps with clear sequencing, milestones, and KPIs that shaped long-term purchasing decisions and accelerated adoption.

- Coordinate multi-workstream engagements (new product activation, change management, and rollout planning) across Sales, Product, Engineering, and customer stakeholder teams.
- Guided a major healthcare software provider's transformation into a managed service provider, co-developing go-to-market strategy and joint reference architectures on the VMware stack.
- Led customer programs for VMware Explore and Mobile World Congress, including executive briefings, speaking sessions, and dedicated customer engagements.

Invisyn Solutions LLC, Lee's Summit, MO

2023 - Present

Founder & Principal Consultant | AI Solutions, Platform Engineering & Client Delivery

- Founded and run a technology consultancy serving a portfolio of 15+ recurring clients across HVAC, electrical, construction, healthcare, hospitality, e-commerce, and nonprofit sectors; own strategy, delivery, and the client relationship end to end.
- Architect and ship production AI systems: agentic workflows on OpenAI APIs and Anthropic Claude built with guardrails, human-in-the-loop approval, and audit trails, plus custom Model Context Protocol (MCP) servers including a Google Ads server that lets agents audit and manage live campaigns.
- Built and operate a multi-tenant SaaS platform (Next.js, Supabase/PostgreSQL, Stripe Connect billing) with row-level-security tenant isolation, custom-domain provisioning, and programmatic SEO, developed using AI coding agents.
- Own and monetize two digital properties: a paid local business directory backed by a 74,000-member community, and an acquired national services directory, covering acquisition diligence, monetization, and organic growth.
- Lead full-lifecycle client engagements: discovery and digital-presence audits, platform migrations and agency takeovers, paid-media conversion-tracking rebuilds, and SEO recovery; example outcomes include speed-to-lead systems that cut response time from hours to seconds and conversion-tracking overhauls that restored attribution on silently failing ad accounts.
- Run the production infrastructure behind it: a three-node always-on server fleet hosting internal platforms including a business-operations dashboard and an AI-powered certification study app, with managed services, PostgreSQL, and local model inference.
- Close every engagement with a written value assessment documenting baseline, work delivered, and quantified impact; facilitate Gen AI for Business workshops on adoption, use-case design, and internal champion building.

Stowers Institute for Medical Research, Kansas City, MO

2006 – 2010

Senior Systems Administrator

- Led the VMware virtualization practice in a high-availability biomedical research environment: datacenter design, disaster recovery planning, Windows Server/Active Directory/Exchange, enterprise storage, and ITSM, coordinating across server, storage, network, and security teams.

Earlier IT & Network Engineering Roles, Kansas City, MO

2002 – 2006

DST Technologies • City of Lee's Summit • CNA Insurance

- Network and systems administration including municipal WiMAX broadband deployment, Cisco VoIP rollouts, domain migrations, and datacenter consolidation.

CERTIFICATIONS

- VMware Certified Professional, VCF Solution Architect (2026)
- VMware Cloud Foundation Technical Sales Professional (2024)
- Airtable Builder Certification & Airtable Admin Certification (2024)
- VMware Certified Professional (2013)

EDUCATION

- Master of Information Systems Management, Keller Graduate School of Management (2012)
- BS, Network and Communications Management, DeVry University (2007)