

JOE ADAMS

Solutions Engineer at Nscale | AI infrastructure and GPU cloud | 20+ years in cloud and virtualization
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SUMMARY

Solutions engineer at Nscale, the full-stack AI hyperscaler, with 25 years in enterprise technology and more than 20 in cloud and virtualization. Sixteen of those years were at VMware and Broadcom, carrying the technical relationship for Fortune 500, global, and telecom accounts from discovery and proof of concept through deployment, adoption, and renewal. At Nscale I help customers turn GPU capacity into AI that runs: architecture, proofs of concept, and getting training and inference workloads into production. Outside of work I build and run production AI systems: agents with guardrails, human-in-the-loop approval, and audit trails; custom Model Context Protocol servers; retrieval-augmented generation; and a multi-tenant SaaS platform built with AI coding agents on Google Cloud. Three years of building AI from the other side of the API means I know what builders want from the infrastructure underneath it.

CORE COMPETENCIES

- Agentic AI system design and delivery
- Guardrails, human-in-the-loop, audit trails
- MCP servers, tool integration, RAG
- AI coding agents (Claude Code, Codex, Antigravity)
- Pre-sales solutions engineering and technical wins
- Proof of value in the customer's environment
- Executive briefings, workshops, and demos
- Adoption roadmaps with sequencing and KPIs
- Cloud and virtualization architecture (VCF, GCP)
- Data center, networking, and DR design
- AI infrastructure: GPU cloud, Kubernetes, Slurm
- Field-to-product feedback programs

PROFESSIONAL EXPERIENCE

Nscale, Remote (US)

Oct 2026 – Present

Solutions Engineer

- One of the first US solutions engineers at Nscale, the vertically integrated AI hyperscaler: power, data centers, GPU infrastructure, and the Nscale Cloud platform.
- Pre-sales architecture, proofs of concept, and onboarding for customers bringing training and inference workloads to Nscale's GPU cloud, managed Kubernetes and Slurm, and inference services.

Broadcom (VMware by Broadcom), Kansas City, MO (Remote)

Nov 2023 – Oct 2026

Solutions Architect | Enterprise Cloud & AI Adoption

- Owned the end-to-end technical relationship for Fortune 500 global and enterprise accounts, including two large telecom and streaming media customers: pre-sales solution design and technical win through deployment, adoption, and expansion of VMware Cloud Foundation and modern application platforms.
- Led client onboarding and expansion programs aligning cloud and edge solutions with enterprise business goals, contributing to \$35M in net-new revenue.
- Embedded with customer architecture and operations teams to map how their workflows actually run, then translate that into deployment designs that survive real enterprise infrastructure.
- Delivered executive briefings, go-to-market workshops, and adoption roadmaps with sequencing, milestones, and KPIs that shape long-term purchasing decisions.
- Carried accounts through production deployment, escalations, and renewal as the technical liaison between customer teams and Broadcom product and support organizations; fed customer insight back to Product through a formal loop.
- Educated account teams and customers on practical generative AI adoption patterns, guardrails, and where AI does and does not belong in an enterprise workflow.

VMware, Inc., Kansas City, MO (Remote)

Jan 2013 – Nov 2023 (acquired by Broadcom)

Solutions Engineering and Architecture (three roles)

Global Solutions Architect, Service Provider & Edge

Jun 2022 – Nov 2023

- Technical lead for a global wireless network service provider: cloud and edge adoption, business mapping with the account team, customer programs at VMware Explore and Mobile World Congress including executive briefings and speaking sessions.

Staff Solutions Engineer, Core Infrastructure / Global Accounts (Healthcare)

2016 – 2022

- Positioned the full software-defined data center portfolio (vSphere, vSAN, NSX, cloud management) for global accounts; six years supporting a major electronic health records provider and its health-system

customers with pre-sales, POCs, architecture design sessions, and RFP responses in a HIPAA-regulated environment.

- Guided that customer's transformation into a managed service provider, co-developing go-to-market strategy and joint reference architectures on the VMware stack; built C-level relationships that closed business; mentored newer solutions engineers.

Solutions Engineer, End User Computing

Jan 2013 – 2016

- Positioned VMware EUC solutions for desktop, mobility, and SaaS-consumable services delivered from VMware Cloud.

EMC Corporation, Kansas City, MO

Nov 2010 – Jan 2013

vSpecialist, Cloud Technology Consultant

- Positioned EMC and VMware technologies to run customer infrastructure on cloud platforms; evangelist for VMware across the EMC portfolio; public-sector accounts including state, county, and city governments; member of the RSA Security Focus Group.

Stowers Institute for Medical Research, Kansas City, MO

Sep 2006 – Nov 2010

Senior Systems Administrator

- VMware practice lead in a high-availability biomedical research environment: virtualization standards, data center design including Cisco WAN and wireless, disaster recovery planning, EMC storage, Windows Server and Exchange migrations, BMC Service Desk ITSM.

DST Technologies · City of Lee's Summit · CNA Insurance · Sprint, Kansas City, MO

2001 – 2006

Network and systems administration

- Municipal WiMAX broadband and Cisco VoIP rollout for the City of Lee's Summit, domain migrations, data center consolidation, branch-office infrastructure, telecom circuit auditing.

ENTREPRENEURIAL & COMMUNITY

Invisyn Solutions LLC, Lee's Summit, MO

2023 – Present (on my own time)

Founder | AI Systems and Automation

I started Invisyn because the only honest test of a new AI pattern is a real business with real customers, real data, and real consequences when it breaks. So I built one. Every pattern below runs in production, which is where I learn what works and what only works in a demo.

- Agentic workflows on Anthropic, OpenAI, xAI, and Google models with guardrails, human-in-the-loop approval, and audit trails.
- Custom Model Context Protocol (MCP) servers, including a Google Ads server that lets agents audit and manage live campaigns, and retrieval-augmented generation over business data.
- A multi-tenant SaaS directory platform (Next.js, Supabase/PostgreSQL, Stripe Connect) with row-level-security tenant isolation and custom-domain provisioning, developed with AI coding agents (Claude Code, Codex, Antigravity) and deployed to Google Cloud.
- Speed-to-lead and review automation, conversion-tracking rebuilds, SEO and GEO recovery, and WordPress builds for small businesses.
- The infrastructure behind it, cloud and on-premise: Google Cloud (Cloud Run, Cloud SQL); Supabase/PostgreSQL and Netlify; a Flask/PostgreSQL national directory acquired and re-hosted; a Docker-based WordPress build and staging factory; Stripe, GoHighLevel, and Resend integrations; MCP servers and Playwright automation; and an always-on Mac mini fleet on a UniFi multi-gig network running an operations dashboard, a certification study app, an OSINT dashboard, and local model inference (Ollama, Whisper).

The Local Communities, Lee's Summit, MO

Aug 2014 – Present

Founder | The Lee's Summit Community and The Local Directory

- Started a single Facebook group in 2014 that grew into an 85,000-member community with companion groups for local politics and youth sports; wrote the rulebooks and moderator code and lead a volunteer moderator team. Built The Local Directory (90+ member businesses) as the business-posting gate that funds the moderation, and thelocalcommunities.com (custom WordPress theme, weekly newsletter, weekday Member Spotlights auto-published from a scheduled service).

FNW Brands LLC, Lee's Summit, MO

2020 – Present

Founder

- Small direct-to-consumer e-commerce venture (Shopify, WooCommerce, Meta and Google campaigns); where the AI-assisted content and automation stack got its start.

LEADERSHIP & PROGRAMS

- Customer Technical Advisory Board (CTAB), VMware, Core Manager, 2018 – 2023: built and led the board for the Modern Applications (Tanzu) business unit, formalizing the field-to-product feedback loop that influenced roadmap with Product and Engineering.
- Customer Technical Exchange (CTEX), VMware, Manager, 2018 – 2023: ran the program at VMworld/Explore five consecutive years, overseeing a team of 50+ solutions engineers, including the shift to virtual formats.
- VMware CTO Ambassadors program, member. Summit Mill-Mill Creek Homeowners Association, President 2017 – 2022 (about \$350K annual budget, \$250K improvement initiative).

TECHNICAL SKILLS

AI infrastructure (current focus): NVIDIA GPU systems (GB200 and GB300 NVL72) and fabrics (NVLink, InfiniBand, RoCE, Spectrum-X); Kubernetes and Slurm scheduling; inference serving (vLLM, Ray); data center power and cooling basics.

Generative & agentic AI: Anthropic Claude, OpenAI, Google Gemini, xAI; AI coding agents (Claude Code, Codex, Antigravity); agent architecture with guardrails, audit trails, and human-in-the-loop; Model Context Protocol (MCP) servers and tools; embeddings and retrieval-augmented generation; evaluations and prompt engineering; local model inference (Ollama, Whisper).

Cloud & infrastructure: VMware Cloud Foundation, vSphere, vSAN, NSX, HCX, Tanzu/Kubernetes, Horizon; Google Cloud (VMware Engine, Compute Engine, GKE, Cloud Run, Cloud SQL, BigQuery, Vertex AI); private, public, hybrid, and edge architectures; SD-WAN; disaster recovery and high availability; data center, storage, and network design.

Development & data: Working knowledge of Python and JavaScript/TypeScript; Next.js, React; REST APIs and webhooks; PostgreSQL, Supabase, SQLite; Stripe and Stripe Connect; GitHub and CI/CD; Docker and containers; launchd service management.

Automation & business platforms: Make.com, Airtable (certified Builder and Admin), Zapier, GoHighLevel, Notion; WordPress, Shopify, WooCommerce; Meta Ads and Google Ads (including API and MCP tooling); Playwright and Firecrawl automation.

Security & compliance: SSO and identity, encryption, least-privilege design; HIPAA- and GDPR-regulated customer environments; public-sector compliance awareness (FedRAMP and StateRAMP, CJIS, IRS 1075).

CERTIFICATIONS

- NVIDIA AI Infrastructure and Operations Fundamentals, course certificate (2026)
- VMware Certified Professional, VCF Solution Architect (2026)
- Google AI Fundamentals, Coursera (2026)
- VMware Cloud Foundation Technical Sales Professional (2024)
- Airtable Builder Certification and Airtable Admin Certification (2024)
- VMware Certified Professional (2013)

EDUCATION

- Master of Information Systems Management, Keller Graduate School of Management, Kansas City, MO (2012)
- Bachelor of Science, Network and Communications Management, DeVry University, Kansas City, MO (2007)