



Scott A. Smith

Co-Founder
Executive Vice President

Solnovo, Inc.

President
Chief Executive Officer

SAS Network Solutions, Inc.

Scott A. Smith, formerly the Director of IT for OAO at NASA's Jet Propulsion Labs and a Systems Engineer with Cisco System, Inc., is the Founder and Executive Vice President of Engineering Services for Solnovo, Inc. Since originally founding SAS Network Solutions, Inc., in May of 2001, Smith has developed an engineering focused firm, earning a reputation in the technology community as one of the top specialized advanced technology consulting firms in California.

Smith has been extolled by Cisco Systems as a Cisco Technology Solution Specialist (TSS). Smith was one of the first engineers in the Western Region to be recognized for this achievement. TSS Engineers are considered to be better qualified to prepare, plan and design Cisco solutions, especially in the areas of Unified Communications and Security; having a deep understanding of product features, implementation best practices, and reference architectures.

Smith has a distinguished career in the information technology arena. He earned his Bachelor's Degree in Engineering from Texas Tech University honored by faculty and the Industrial Advisory Board as the most outstanding student of his graduating class. He then went on to work as a network systems engineer at NASA's Jet Propulsion Labs, quickly advancing to the role of Director of Information Technology before moving on to a position with Cisco Systems as a systems engineer. Finally, in 2001 Smith left

Cisco and founded SAS Network Solutions, Inc. and then in 2004, Solnovo, Inc.

Since assuming the role of Executive Vice President of Engineering Services with Solnovo, Smith has developed the engineering group into one of the most specialized advanced technology Cisco partners. Additionally, Solnovo has been recognized through the TSS program for its success in advanced technology implementations the Western Region.

In addition to Smith's work with Solnovo, he currently holds a position on the Texas Tech University College of Engineering Dean's Council, assisting the dean with strategic planning, external relations and enhancing the educational and research mission of the College of Engineering at Texas Tech.

Smith holds some of the highest certifications in the Information Technology community and is a Cisco Certified Systems Instructor. Smith began his professional training career in 1997 with over 5000 hours in the classroom. Smith has always enjoyed sharing his knowledge and real world experience with others and it is reflected in the successful results in the classroom. He has been implementing, consulting and instructing on internetworking technology for over 18 years.

Current Technical Qualifications

- ◆ Cisco Certified Systems Instructor, CCSI
- ◆ Cisco Certified Entry Network Technician, CCENT
- ◆ Cisco Certified Network Associate, CCNA
- ◆ Cisco Certified Network Associate Voice, CCNA-Voice
- ◆ Cisco Certified Design Associate, CCDA
- ◆ Cisco Certified Network Professional, CCNP
- ◆ Cisco Certified Network Professional Voice, CCNP-Voice
- ◆ Cisco Certified Design Professional, CCDP
- ◆ Cisco Certified Voice Professional, CCVP
- ◆ Cisco Certified Security Professional, CCSP
- ◆ Cisco Certified Internetworking Professional, CCIP
- ◆ Cisco Certified Internetworking Expert – Voice Qualified, CCIE-Voice
- ◆ Cisco Express Foundation Design Specialist
- ◆ Cisco IP Contact Center Express Specialist
- ◆ Cisco IP Telephony Design Specialist
- ◆ Cisco IP Telephony Operations Specialist
- ◆ Cisco IP Communications Express Specialist
- ◆ Cisco Unity Design Specialist
- ◆ Cisco Unity Support Specialist
- ◆ Cisco Rich Media Communications Specialist
- ◆ Cisco IPS Specialist
- ◆ Cisco Firewall Specialist
- ◆ Cisco Security Field Specialist
- ◆ Cisco Security Solutions and Design Specialist
- ◆ Cisco Information Security Specialist (CIFOSEC)
- ◆ Cisco Lifecycle Services Express
- ◆ Cisco Lifecycle Services for Advanced Unified Communications
- ◆ SMB Engineer
- ◆ 4011 Recognition
- ◆ 4013 Recognition
- ◆ Cisco IP Telephony
- ◆ Cisco IP Telephony-Enterprise Voice Over Data Design
- ◆ PBX Fundamentals
- ◆ Wireless LAN for SEs and FEs
- ◆ Cisco Sales Expert

Student Comments

CCVP Bootcamp – “I’ve been to a lot of IT classes before, but I’ve never had an instructor as knowledgeable and down to earth as Scott. He explained things in a fashion that everyone seemed to relate to, provided quick answers to questions, and pushed all of us to stay on track, do our best and reach our goal of learning the material and gaining the prestigious CCVP certification! He made it very clear day 1 that his job was to get the material in our heads and the certification in our hands and he takes his job very seriously. I can only hope to have him again in a future class!”

CCNP Bootcamp – ““Scott has an amazing understanding of the all of the topics that were covered in the class. Every question was answered with an in depth explanation. I would definitely take another class with Scott. He is a superb instructor!”

CCNP Bootcamp – “I really enjoyed Scott (Instructor), he was always willing to work on an issue no matter how small or how long it took for someone to understand it. Scott is very, very knowledgeable about the information we were studying. He was willing to stay late if needed to help people who were having problems with any issues. This is a tough 2 week class and Scott put in all that could be expected from an instructor and more. I would definitely recommend him to anyone looking to learn the material for the CCNP, in fact I would tell people to wait until Scott is available as they would have the best chance of passing that way.”

CCNP Bootcamp – “In 10 years I have learned more in this class that was pertinent to my job than any other training experience I have ever had. He wouldn't move on until everyone had a full grasp of the concepts or subject matter. He then asked thought provoking questions that brought it all together.”

CCNA Bootcamp – “Scott Smith is a very knowledgeable and helpful instructor. He is passionate about the material and his enthusiasm to ensure that everyone in class grasps the material, as well as, pass the exams. His teaching methods are effective, informative and enjoyable. Let him utilize his methods....THEY WORK. Scott was very patient, informative and helpful. With a class size of 40, he was critical to our sanity. We really stretched him thin but Scott stayed until the last person was done each day. I would definitely work with him in the future.”

CCNA Bootcamp – “This was by far the best training class I have ever attended. Scott Smith brings a great deal of experience to the classroom and it is reflected in his teaching style. I’m looking to attend the CCSP course and will certainly make sure that he is the one teaching it!”

CCNA Bootcamp – “When I came into this course I had a general understanding of networking, but after being taught by Scott Smith, I fully understand every concept in the course. He is by far the BEST instructor I have ever had the pleasure of meeting! His patience and devotion to teaching others is a rare quality to find, and his unique personality makes the course very fun. I implore you to find out what class he is teaching if you are interested in any Cisco course or certification. You will not find a better instructor. Also, he will stay in contact with you and is more than happy to continue helping you in the future on any issues that you may run into by email.”

CCNP Bootcamp – “Scott was fantastic; he has taught me more in the last two weeks than I learned in the past year. He took his time explaining each detail of the of the Cisco products. I really appreciate Scott's individual time, patience and attention to detail. When I return to my company, I will let everyone know, if they take any Cisco training, request Scott as the instructor.”

CCNP Bootcamp – “There are two main types of instructors that I am used to working with during training sessions: the ones that present the material and strive to be PowerPoint presenters, and the ones that use PowerPoint as a supporting item for instruction. The second type of instructor is rare to come by since it shows an in depth knowledge of the information that they are teaching. Scott is one of those instructors that could teach the course without the material since he is very familiar with all items that were being explained. In many instances, we asked questions that were not covered in the courseware, and Scott was able to quickly answer the question or build a lab that explained his point. I went into the training class with expectations to refresh some technologies I have worked with in the past, and to learn new ones that I haven't had a lot of hands on experience with. Scott was able to help me achieve my goals by spending long days and nights (8am to 12am) with the class. I would highly recommend Scott to anyone looking to understand and further their career with Cisco.”

CCNP Bootcamp – “Scott possesses the instructional skills, technical competence, and interpersonal skills needed to propel his students to their desired Cisco career goals. A question will never go unanswered with Scott's seemingly endless knowledge of IP networking infrastructure, and theory. It is a relief to have an instructor with the theoretical and practical knowledge to deliver the study material efficiently and effectively. Scott was able to provide effective training, such that a student can immediately apply the subject matter to real world scenarios, and also provided students with the abilities to obtain a prestigious Cisco certification. Scott demonstrated leadership qualities, conveyed a positive attitude toward training, and promoted professionalism in the training environment. Scott expressed his ability to listen to our questions, and phrase his own in a way that stimulates learning. To that end; I would like to express my gratitude by saying thank you so much for providing me with the skills and confidence needed to meet my training and career goals.”