

## Curriculum Vitae

**Dean Willis**  
**Principal, Softarmor Systems LLC**

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### Summary

Industry leader in the research and development of communications systems employing Internet technologies and in the development of supporting international standards. Strong entrepreneurial background, including management responsibility in two successful technology startups and technical leadership in both telecommunications operator and equipment provider sectors. Consulting and project management with special emphasis on patents and infringement defense (especially with VoIP and multimedia), technology analysis, and systems architecture and integration.

### Education

#### *Master of Computer Science, Texas A&M University*

Minor in Industrial Engineering (Human Factors / Ergonomics). Research in hypertext systems and computer-supported collaborative work. Developed hypertext authoring and collaboration environment for engineers. Research work supervised by Dr. John Leggett, leggett@tamu.edu. Graduated May, 1994.

#### *Bachelor Of Science, Computer Science, Texas A&M University*

Minor in Civil Engineering (Engineering Design Graphics). Primary interest in graphical display, rendering, and design. Developed large-scale predictive model for residential utility power planning with Dr. Dennis O'Neal. Modeling system was subsequently used commercially by several major electric utility providers. Graduated May, 1986.

### Employment History

#### *Technology Consultant and Owner, Softarmor Systems LLC*

Technology assessment, intellectual property rights, patent development and patent defense with special focus on VoIP and multimedia. Network design and operations. Business development, resource planning, and bootstrapping of technology startups.

Training and process development. Systems integration and planning. June 2007 to present.

***Systems Architect, Cisco Systems***

Architect for service-provider voice systems. Duties included requirements analysis, specification, design, and integration of VoIP routing and service elements and corresponding clients. Frequent meetings with customers at executive and senior-planner levels. Represented company at numerous standards forae and trade shows including Voice on the Net, Open Mobile Alliance, Packet Cable, Internet Engineering Task Force. Consulted inside Cisco as expert on VoIP protocols and related systems such as the Internet Multimedia System (IMS). Oct. 2004 to June 2007.

***Fellow, Office of the CTO, dynamicsoft Inc.***

Senior individual contributor reporting to CTO. Represented company in multiple forae including OMA (Open Mobile Alliance), IETF, and PacketCable. Served as company intellectual property officer and head of invention review committee. Established invention program. Responsible for preparation, submission, and tracking of patent applications. Managed budget for company participation in standards. Served as technical lead in intellectual property due diligence work related to merger with Cisco. Jan. to Oct. 2004.

***Vice President, Network Engineering, dynamicsoft Inc.***

Responsible for industry relations and technical standards with supporting roles in product strategy and systems architecture. Opened Dallas office, recruited and led team of approximately 30 development and consulting engineers during organizational phase. June, 2000 to Jan. 2004.

***Advisory Engineer, MCI WorldCom***

Responsible for concept, design, and implementation of VoIP infrastructure, systems architecture, security, and technical standards. Reported to Director of VoIP Architecture in Internet business unit during design phase, transitioning to Director of Multimedia Services Engineering in Telecom business unit for implementation phase. June 1998 to June, 2000 (and earlier consulting). MCI WorldCom, 400 International Parkway, Richardson TX.

***Consulting Analyst / Branch Technical Manager, Sprint Paranet***

Field consulting and consulting management for wide variety of customers in ISP, Telecom, Defense, and other sectors. Expertise in network design, construction, management, operations, and security. Active in recruiting and management while expanding Paranet's consulting practice from 50 analysts in Dallas and Houston to 2,500 staff members worldwide and an eventual merger with Sprint. Projects included online shopping, business-to-business, networked gaming, network video and audio conferencing, multicast, Internet firewalls, help desk management, commercial-scale ISP design and deployment, national defense systems. March 1994 to June 1998.

***Research Associate, Energy Systems Lab, Texas A&M University***

Developed network supporting energy management research, data acquisition, and analysis. Designed and implemented data collection network. Provided IT support and systems management for research lab including one of the first academic web servers in the US. Helped edit and produce journals and academic articles. January 1990 to

December 1993. Texas A&M University, College Station, Texas.  
<http://www-esl.tamu.edu/>

***Technical Specialist, JCPenney Co.***

Designed and implemented IP network, Internet firewall, and commercial Web applications including first Web catalog sales at JCPenney (1994). Developed security, e-commerce, and groupware applications. Specified, evaluated, and selected IT software systems. May, 1988 to March, 1994. JCPenney Company, 12712 Park Central Place, Dallas Texas.

***Developer, Omron Tateisi Electronics, Omron Financial Systems***

Developed automatic teller machines and point-of-sale components. Development of custom device driver, embedded communications, user interface, and graphics. Lead developer for world's first color touch-screen ATM with full-motion video (1988). January, 1986 to May, 1988.

**Industry and Professional Participation**

***Chair, SIP Working Group, Internet Engineering Task Force (IETF)***

Founding co-chair of the working groups for the Session Initiation Protocol, which is used for the establishment and control of multimedia sessions over the Internet. Responsible for coordinating efforts of approximately 300 participants in most active area of IETF. Chair meetings, maintain charter, agendas, WIKI, and web site. 1999-2009.

***Liaison to the Open Mobile Alliance (OMA) from the IETF***

Coordinate and maintain working relationship between OMA and IETF, including brokering information and assisting in the mediation of disputes between groups with substantial work overlap. Process and route liaison statements. 2004 to 2010.

***Chair, WIDEX Working Group, IETF***

Founding chair of the working group for Widget Exchange Protocol, which was used to remotely present user interfaces described using XML. Responsible for coordinating efforts of approximately 20 participants. July, 2005 to July 2007.

***Chair, SIPING Working Group, IETF***

Founding chair of the working group for general application of the Session Initiation Protocol, focusing primarily on requirements analysis and documentation of examples. Responsible for coordinating efforts of ~300 participants. August, 2002 to March, 2006

***Participant, IETF***

Active in multimedia transport and signaling, security, instant messaging, presence, and mobile systems work. Authored numerous Internet Drafts and several RFCs. 1998-present

***Director, Open Mobile Alliance***

Served on OMA Board of Directors for 2005-2006 term, representing Cisco Systems.

***Delegate, Open Mobile Alliance (OMA)***

Technical participant in Instant Messaging, Presence and Push-to-talk specifications, 2002-2006.

***Delegate, Third Generation Partnership Program (3GPP Mobile Phone Standards Body)***

Technical participant in Requirements, Architecture, and Core Network working groups for Internet Multimedia Subsystem (IMS) and Multimedia Messaging Service (MMS). 2001-2003.

***Delegate, 3GPP2/ANSI TR45.2 (Mobile Phone Standards Body)***

Technical participant in Multimedia Domain and Multimedia Messaging Service focus groups, 2001-2003.

***Professional Societies and Speaking***

Numerous appearances at trade shows and forae including Voice over Net), International Engineering Consortium, Supercomm, Mobile Wireless Internet Forum, and many others.

Member of IEEE and the Internet Society (ISOC).

Educational Support

Frequent guest lecturer and advisor on research and graduate studies, including serving on graduate student committees at Southern Methodist University, Dallas Texas.

**Patents and Publications**

draft-ietf-p2psip-concepts-07: "Concepts and Terminology for Peer to Peer SIP", May 2015

US Patent 8,134,999 "Generic provisioning of voice over internet protocol (VoIP)", assigned to Cisco Systems. Mar 13, 2012

US Patent 7,822,406 "Simplified dual mode wireless device authentication apparatus and method", assigned to Cisco Systems. Oct. 26, 2010

RFC 5875: "An Extensible Markup Language (XML) Configuration Access Protocol (XCAP) Diff Event Package", May 2010

RFC 5839: "An Extension to Session Initiation Protocol (SIP) Events for Conditional Event Notification", May 2010

RFC 5785: "An Extensible Markup Language (XML) Configuration Access Protocol (XCAP) Diff Event Package", May 2010

RFC 5373: "Requesting Answering Modes for the Session Initiation Protocol", November 2008

RFC 5360: "A Framework for Consent-Based Communications in the Session Initiation Protocol", October 2008

Paper: "Cryptographically Transparent Session Initiation Protocol (SIP) Proxies" with Vijay Gurbani and Francois Audet. Presented at IEEE ICC 2007.

US Application 20060047822 "System and method for optimizing publication of operating states", assigned to Cisco Systems. Mar 2, 2006

RFC 4453: "Requirements for Consent-Based Communications in the Session Initiation Protocol", April 2006

US Patent 6,745,237 "Method and apparatus for managing delivery of multimedia content in a communications system", assigned to MCI (Verizon) . June 1, 2004

RFC 3608: “Session Initiation Protocol (SIP) Extension Header Field for Service Route Discovery During Registration”, October 2003

US Patent 6,584,082 “Apparatus, method and article of manufacture for transmitting data over a satellite”, assigned to MCI (Verizon). June 24, 2003

RFC 3427 / BCP 0067: “Change Process for the Session Initiation Protocol (SIP)”, December 2002

RFC 3327: “Session Initiation Protocol (SIP) Extension Header Field for Registering Non-Adjacent Contacts”, December 2002

draft-willis-sip-congestsafe-00: “An Extension to the Session Initiation Protocol to Assure Congestion Safety”, June, 2002

US Patent 6,389,453 “Method and System for Routing Unidirectional Multicast Data”, assigned to MCI (Verizon). May 14, 2002

US Patent 6,385,647 “System for Selectively Routing Data via Either a Network That Supports Internet Protocol or Via Satellite Transmission Network Based on Size of the Data”, assigned to MCI (Verizon). May 7, 2002

draft-willis-sip-infopackage-00: “Packaging and Negotiation of INFO Methods for the Session Initiation Protocol (SIP)”, Jan 2002

draft-willis-sip-cookies-00: “SIP Cookies”, July 2001

US Patent 6,230,205 “Method and Apparatus for Managing Delivery of Multimedia Content in a Communications System”, assigned to MCI (Verizon). May 8, 2001

Technical Report: “BONKERS – A System for the Collaborative Review of Building Energy Data in the LoanSTAR Program” Willis, E. D., Leggett, J., Hypertext Research Lab, Department of Computer Science, Texas A&M University December 14, 1993, College Station, TX

Paper: “A Collaborative Support System for the Review of Building Energy Data in the LoanSTAR Monitoring Analysis Project”, Willis, E. D., Haberl, J. S, 8th Symposium on Improving Building Systems in Hot and Humid Climates 1992, May 13-14, 1992, Dallas, Texas, pp. 213 – 221

## References

Direct client information is typically protected by non-disclosure agreements.

Counsel and professional services organizations I recommend include:

Klarquist Sparkman LLP, Andrew Mason, [andrew.mason@klarquist.com](mailto:andrew.mason@klarquist.com)

Greenberg Traurig LLP, James DeCarlo, [DeCarloJ@gtlaw.com](mailto:DeCarloJ@gtlaw.com)

Harness Dickey LLP, Gary Yacura [gyacura@hdp.com](mailto:gyacura@hdp.com)

IMS Expert Services, <http://www.ims-expertservices.com/>

Irell & Manella LLP, Annita Zhong, [hzhong@irell.com](mailto:hzhong@irell.com)

James J. Sterling, PL , Jim Sterling, [jamesjsterling@gmail.com](mailto:jamesjsterling@gmail.com)

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