

## **Josh Richards Consulting**

*"IT Engineering & Strategic Technology Consulting"*

Est. 1993

A Few Testimonials and Endorsements From Clients, Colleagues, and Friends:

"My relationship with Josh Richards started while working together and has evolved into a friendship. Josh is a person that I respect, trust and admire. He has an ability often unseen in the Technology realm to think beyond what's in front of him, beyond the systems and tasks, and see into the people and relationships around him. Josh is an asset to any organization or project that he chooses to play a role and I look forward to future work together."

Tim Williams  
CEO/Founder  
Digital West Networks, Inc.  
San Luis Obispo, CA

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"In desperate times of need, Josh has stepped in and been able to resolve my issues quickly. His vast knowledge and prompt response has saved my company countless times. I would highly recommend Josh to anyone seeking an IT Consultant. Top qualities: Great Results, Expert, High Integrity"

Jamison Carnevali  
Co-Owner  
Calinet  
San Luis Obispo, CA

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"Josh has helped us solve several difficult problems over the years. I first worked with him back in the Fix.net days, then with Digital West and also some independent consulting. He quickly solved some very technical firewall issues that had other consultants baffled. He's smart, fast, and he possesses a deep understanding of a wide variety of technical subjects. Top qualities: Great Results, Expert, Good Value"

John Garrigues  
IT Director at Dioptics Medical Products  
San Luis Obispo, CA

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"Josh is an extremely bright CTO, network engineer and computer scientist, with a deep working knowledge of security issues and solutions. He gets it. He is able to deliver his commitments, on schedule and on budget. The technical solutions that he has architected at Digital West are an excellent example of his expertise. Josh has great customer focus who works well with both technical and non-technical customers. It's a pleasure to work with Josh. Top qualities: Great Results, Expert, High Integrity"

Richard Buss

Director of IT  
TrueCredit, a TransUnion company  
San Luis Obispo, CA

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"Josh has a commanding understanding of technology. Specifically, he solved many thorny network problems and intricate DNS issues for our company. Josh was quick to respond to our needs. I give Josh my highest recommendation!"

David Brown  
Chief Technologist  
Delphis Software  
Fresno, CA

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"I have had the pleasure of working with Josh Richards over the past several years. In my opinion, he is one of the brightest, most articulate and driven technologist I have had the opportunity to work with. Without a doubt he is an expert in his chosen arena and I have been able to rely on him countless times to get the job done through the years. In addition to this, he is an excellent communicator and he always makes it a point to keep you up-to-date on the projects at hand. As a result, I would highly recommend Josh Richards as a bright, accountable, reliable, honest and fair person to work with. I hope to continue to have him as an asset in my business toolbox for years to come."

Justin Couto  
President & CEO  
Couto Solutions  
San Luis Obispo, CA

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"Josh has done excellent work for many years. We hire Josh when no one in our company can figure out complex internetworking issues. Josh is very professional and our staff loves to work with him. We recommend Josh often and people always appreciate his work. Top qualities: Great Results, Personable, Expert"

Jeff Buckingham  
President  
Call America  
San Luis Obispo, CA

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"Josh was excellent. I would recommend Josh's services to anyone looking for Cisco expertise. Top qualities: Great Results, On Time, High Integrity"

Allen Mapalo  
Chief Technical Supervisor / Network Operations Center Manager  
TechXpress, Inc.  
San Luis Obispo, CA

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"I had the pleasure of working with Josh at Livingston Enterprises/Lucent Technologies where Josh was responsible for SQA/Beta testing for leading edge Internet Servers deployed to small to medium enterprise customers. Josh's drive allowed Lucent to test and release products that were quality in nature and ahead of schedule mainly due Josh's tenacity. Additionally, Josh was assigned an entire product line to introduce into an ever changing marketplace competing with the likes of Ascend and Cisco. Interestingly enough, our products were considered of the highest quality compared to competitors. An added benefit of employing Josh was his articulate communications style with customers during SQA testing and subsequently providing technical feedback to the development organization ensuring the changes and new requirements were placed into the product. Considering the information provided above, I would recommend Josh in all aspects of his current business venture."

Paul Harvey ([http://www.3par.com/about\\_us\\_overview/aboutus\\_management.html#pharvey](http://www.3par.com/about_us_overview/aboutus_management.html#pharvey))  
Vice President of Customer Services  
3PAR  
Fremont, CA

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"I first met Josh in 1995 when we were both volunteers at SLONET Regional information access. Later, in my role as General Manager of SLONET, I had the opportunity to work with Josh in a professional capacity. He was trustworthy and easy to work with. Josh understood our needs and always provided excellent service and effective solutions. Top qualities: Great Results, Personable, High Integrity"

Susan Coward  
General Manager  
SLONET Regional Information Access, Inc.  
San Luis Obispo, CA

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"Josh is a true professional and demonstrated excellent customer service skills. During the requirements phase of the project his communication and solution recommendations were right on the mark. I would recommend Josh with complete confidence. Top qualities: Great Results, Expert, High Integrity"

Scott Frisby  
VP of IT  
TechXpress, Inc.  
San Luis Obispo, CA

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"Josh is very knowledgeable, easy to work with, and provides prompt service. Highly recommended. Top qualities: Great Results, Personable, Expert"

Miles Clark

Owner  
Tolosa Technologies  
San Luis Obispo, CA

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"Josh was very helpful in determining technical direction as it related to our business goals and assisting us to keep costs down while still achieving our primary goals. Top qualities: Personable, Expert, High Integrity"

Sean Collier  
President  
Shopatron  
San Luis Obispo, CA

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"Josh is easy to work with and has a creative mind to come up with solutions to complex issues. He is always willing to help with tasks, the more complex, the better. Top qualities: Great Results, Personable, Expert"

Hank Wethington  
Owner  
Information Logistics  
San Luis Obispo, CA

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"Josh was the lead tech guy when MusicBrainz moved to Digital West Networks in San Luis Obispo. Moving to a new data center is a painful process at best, but Josh and his team of people made the move easy for me. The move ended up being relatively easy and we hit no snags in the move that weren't our own fault. Josh and his team delivered everything that was promised -- and on time too! Top qualities: Great Results, Personable, Expert"

Robert Kaye  
Founder  
MusicBrainz.org  
San Luis Obispo, CA

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"I have had the pleasure to work with Josh while having mutual customer's for Broadwing/Level 3 and Digital West Networks. He was an asset in getting these customer's up and active and provided great technical knowledge during this process. Josh always made himself available for any kind of assistance needed."

Shanel Havely  
Project Manager  
Broadwing Communications  
Phoenix, AZ

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"Josh was almost legendary in his expertise. He has an intuitive sense with networking and computer systems. I could always count on professional results in a timely manner when requesting service. He was a true asset to Digital West Networks and formerly The FIX Network. Top qualities: Great Results, Expert, High Integrity"

Gary Edberg  
Co-Owner  
Westlinks Online  
San Luis Obispo, CA

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"Josh was a favorite customer. Every issue he brought to our attention was intelligent and well informed. I hope to work with Josh again in the future."

Eric Oosting  
Director of Operations  
Sockeye Networks (now InterNAP)  
Waltham, MA

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"Josh was an essential part of my business in years past in the capacity of Network Administrator. I would work with him again in the future if the opportunity arose. Top qualities: Personable, Expert, Creative"

Cheryl M. Woodard  
CEO  
The FIX Network  
San Luis Obispo, CA

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"Josh was instrumental in providing the technical support required to allow IFD to create the one button end user experience The FIX Network desired. Josh was always professional, willing and able to find solutions to problems."

Lane Roathe  
President/CoFounder/Lead Developer  
Ideas From the Deep  
Garland, TX

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"Josh had great solutions to complex problems that were implemented quickly. His positive attitude and large knowledge base made working with him a pleasure."

Nick Hoover

Information Technology Consultant  
Redding, CA

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"Josh is one of the most talented people I've ever had a chance to work with. He was a great boss and teacher. I've always been impressed with his technical acumen and level of professionalism. I would not hesitate to work with Josh again given the opportunity."

Jeff Raffo  
Tech Support Manager  
The FIX Network, Inc  
San Luis Obispo, CA

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"While the dynamics that are involved in the Internet industry can be frustrating and stressful, in his capacity as Network Operations Director for FIX Net, Josh was a constant, reliable source of assistance and professionalism. My confidence in Josh and the work he did was a key reason for my ongoing work with and recommendations to that ISP. His focus and attention to detail would certainly benefit any organization looking to enhance their systems and increase their capabilities."

Garret Matsuura  
Owner  
Arclight Media  
Arroyo Grande, CA

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"Josh is a very good network engineer, while working with him in the BETA group at Lucent Technologies / Livingston Enterprises he tackled difficult network issues during BETA testing of the products. He also is good to work with and very knowledgeable about computer/networking technology."

Bill Hall  
Beta Engineer  
Lucent Technologies/Livingston Enterprises  
Pleasanton, CA

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"Josh has helped us in many respects - he oversaw the installation of our network and IP telephone services when we moved into our new offices in October of 2007. Could not have done it w/o him. I should also note that his contacts in the industry were invaluable in getting everything up and running on time and as promised. Top qualities: Great Results, Personable, Expert"

Rye Syfan  
Founder/CTO  
Taylor & Syfan Consulting Engineers  
San Luis Obispo, CA

“Josh has helped us with a security breach and multiple network architecture projects. His work is solid and thorough, and he's easy to work with. We regularly request Josh's help when we have network architecture challenges. Top qualities: Great Results, Expert, High Integrity”

Mark Chester  
Senior Network Administrator  
Level Studios  
San Luis Obispo, CA

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“Josh provided our company with excellent network consultation service, which was both flexible and timely in meeting our unique requirements. We will surely continue to utilize his expertise again. Top qualities: Great Results, Personable, High Integrity”

Darin McGuire  
Programming Manager  
Auspient, Inc.  
San Luis Obispo, CA

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“Call America has hired Josh to work on complex projects and have been quite pleased with the results. We plan to use him again when his services are needed. I have also recommended Josh to some of Call America's more complex customers, and he has consistently done a great job for them. Josh is a very knowledgeable Cisco person. I appreciate his expertise and enjoy working with him. Top qualities: Great Results, Expert, High Integrity”

Janice Petko  
Director of Sales  
Call America  
San Luis Obispo, CA

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Web Associates Inc. and I personally recommend Josh Richards and his business partners for any Cisco/Infrastructure related project you have, big or small. I have worked with Josh many times over the past two years, each time he has been a large asset to the project. His results and knowledge have made him very valuable consultant for Web Associates. Top qualities: Great Results, Expert, High Integrity”

Denver Coulter  
Infrastructure Analyst  
Web Associates  
San Luis Obispo, CA

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“Josh is without question the best consultant I've relied on over the years. His mastery of technology is

matched with his ability to know what's important to a business, get things done quickly, and provide as comprehensive explanation of his solutions as the end-user requires. I wouldn't hesitate to use him again, and am comforted knowing that I have him as a resource should the need arise. Top qualities: Great Results, Personable, Expert”

Kirk Smith  
Network Administrator  
Dioptics Medical Products, Inc.  
San Luis Obispo, CA

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“I worked with Josh on a fairly large project for our company. We converted 40 DSL connections with servers in our storage closet to a private MPLS network with our servers residing in their data center. The transition went smooth, deadlines were met, and we had virtually no down time for our users. He did a great job assisting us with the planning and implementation of the project as well as creating (stupid routing tricks) to enable us to migrate seamlessly from a public network to a private one without impacting our users. His solutions were creative and have laid the foundation for our continual improvement in security and functionality. I would highly recommend Josh to anyone who needed his services. Top qualities: Personable, Expert, High Integrity”

Justin Watty  
Associate Director of IT  
Lindamood-Bell Learning Processes  
San Luis Obispo, CA

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“Josh Richards has been a life-saver for me. I still remember sitting in front of a practically dead server at a co-location facility about ready to throw my arms up. I grabbed Josh and he was able to bring it back to life for me, saving me hours of headache. If you are considering working with Josh, just do it. He does great work. He is very reliable, very knowledgeable and does great work. Top qualities: Personable, Expert, High Integrity”

Mike Holliday  
Vice President  
GFL Systems, Inc.  
San Luis Obispo, CA

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“It was a real pleasure working with Josh. He did an excellent job anticipating and preventing network problems and quickly resolved those that could not have been anticipated. Josh had a very clear grasp of the available network technology and how best to deploy it. I'd be pleased to work with him again.”

Nick Thille  
Software Engineer  
RedBack Networks, Inc.  
San Jose, CA / San Luis Obispo, CA

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“I have work with Josh on a number of large scale web hosting projects, he is extremely knowledgeable in regards to all aspects of internet technologies and infrastructure. Josh is highly accountable and very professional, he provides superior client service and is able to provide creative solutions when required. Please contact me at michael@michaelboyer.net for a detailed recommendation. Top qualities: Great Results, Expert, High Integrity”

Michael Boyer  
VP & CMO  
ELEMENTS  
San Luis Obispo, CA

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“Josh Richards is the most competent network administrator I know with regards to Cisco networks, the innerworkings of TCP/IP and advanced Internet Connectivity implementations (IE. BGP) Not only is he highly recommended for his technical abilities, but he communicates well. He was also very helpful and patient during my fledgling days in network administration. Top qualities: Great Results, Expert, High Integrity”

Joshua Erdman  
Owner  
Digital Foundation, Inc.  
San Luis Obispo, CA

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