

# C. Shane Cribbs

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## Professional Summary

Technology leader with 20+ years of experience driving cloud transformation, cybersecurity strategy, and enterprise innovation. Currently serving as Microsoft Practice Director at Onshore Outsourcing, leading strategic growth and delivery excellence across Azure, Microsoft 365, Power Platform, Copilot, and advanced security offerings. Career highlights include founding and scaling an award-winning MSP, delivering global technical training, and shaping Microsoft's certification programs. Proven track record architecting secure, scalable solutions for Fortune 500 clients, national defense, and regulated industries, consistently exceeding performance goals and earning top client satisfaction scores.

## Experience

### Onshore Outsourcing – Microsoft Practice Director | 2025–Present

- Drive strategic vision, growth, and delivery excellence of Microsoft solutions and cybersecurity portfolio.
- Lead cross-functional teams in designing and implementing transformative solutions across Azure, Entra, Microsoft 365, Power Platform, and AI services.
- Develop and execute go-to-market strategies for Microsoft and cybersecurity offerings.
- Build strategic partnerships with Microsoft and industry collaborators.
- Organize and lead proactive patch management and rapid remediation of vulnerabilities, including zero-day threats.

### Microsoft – Senior Cybersecurity Architect | 2024–2025

- Specialized in IAM; managed teams delivering identity and security solutions using Agile delivery.
- Partnered with executives, architects, and engineers to identify needs, address objections, and educate on best practices.
- Assessed enterprise clients for compliance gaps (NIST 800-53, FedRAMP).
- Architected solutions leveraging Entra ID, Active Directory, Azure Policies, PIM, private networks, Key Vault, Azure Functions, message queues, certificate-based authentication, risk-based policies, and Microsoft Defender.
- Created architectural diagrams, backlogs, and statements of work (SOW).
- Maintained client evaluations of 9+/10 and exceeded 125% target utilization.
- Delivered all projects ahead of schedule and at least 10% under budget.

## **Microsoft – Principal Business Program Manager / Technical Trainer | 2019–2024**

- Delivered technical training and event keynotes for security and Azure cloud infrastructure.
- Partnered with content teams to design Microsoft certification tracks, exams, and learning content.
- Achieved 97% average instructor rating.
- Awarded Microsoft Technology Solutions Excellence Award.

## **Georgia Technologies – Enterprise Solutions Architect / Founder | 1999–2019**

- Founded and scaled an award-winning MSP serving 1,000+ clients across finance, healthcare, education, and government.
- Architected and implemented IT systems including virtualization (Hyper-V, VMware), Active Directory, Group Policies, servers, endpoints, wireless networks, and switches.
- Delivered cybersecurity services including IAM, VLANs, routers, firewalls, email security, high availability, and disaster recovery.
- Expanded team to 13 and consistently won Best IT Company awards.

## **Learning Tree International – Author / Instructor / Product Manager 1999–2019, 2025**

- Designed and authored seven IT courses (Windows Server, PowerShell, Hyper-V, VMware vCenter/ESXi).
- Delivered global technical training on security, Azure, and IT infrastructure.
- Presented virtualization keynotes at US Secret Service Electronic Crimes Conference.
- 3.92/4.00 average student evaluation score.

## **Skills**

- **Identity Management & MDM:** Active Directory, Entra ID (gov & commercial), Microsoft Intune, federations, B2B, OAuth
- **Cloud Infrastructure:** Azure, AWS, GCP, Functions, Logic Apps, VMs, Azure Virtual Desktop, Kubernetes, Container Apps, Web Apps, SQL/NoSQL
- **Networking & Security:** Firewalls, ACLs, VLANs, routers, Zero Trust, NIST 800-53, NIST CSF, FedRAMP, MCSB
- **Development & Automation:** PowerShell, C#, git, Infrastructure as Code (ARM, Terraform)
- **Microsoft 365:** Exchange, SharePoint, Power Platform, OneDrive for Business
- **Data:** Microsoft and Azure SQL, Cosmos and MongoDB, Dataverse

# Certifications

- AWS Certified Solutions Architect
- Microsoft Certified: Cybersecurity Architect Expert
- Microsoft Certified: Azure Solutions Architect Expert
- Microsoft Certified: Identity and Access Administrator
- Microsoft Certified: Azure Security Engineer
- Microsoft Certified: Azure Developer
- Microsoft Certified: Network Engineer
- Microsoft Certified: Data Engineer
- Microsoft Certified: Azure Virtual Desktop
- Microsoft Certified: Azure Kubernetes Service
- Microsoft Certified: Azure AI Fundamentals
- Microsoft Certified Trainer
- GCP Professional Cloud Architect (exp.)
- ISC2 Certified in Cybersecurity (CC)
- Opsgility: Azure Kubernetes Service