

Fractional Executive Architecture

Carrier-grade executive leadership — simplification, standards alignment, and deal closure

EXECUTIVE COACHING / TECHNICAL ADVISORY

Service Overview

The Fractional Executive Architecture service injects elite, Tier-1 carrier-grade technical leadership into your organization without the overhead of a full-time C-suite hire. Designed for Founders, CEOs, Boards, and Venture-backed teams navigating high-stakes technical pivot points—protocol simplification, product re-architecture, enterprise sales acceleration, standards alignment, and strategic vendor negotiations.

"Carrier-grade principal architect credibility at your board table—closing Fortune 500 contracts, eliminating protocol bloat, and aligning your platform with global standards that maximize enterprise valuation. Without the full-time overhead."

Three Core Operational Pillars

Pillar 1 — Simplification & Protocol Debt Elimination	Put your organization on the correct course toward architectural simplification and protocol bloat complexity elimination with SRv6. We identify where legacy RSVP-TE, LDP, VXLAN overlays, and GTP-U tunnels are adding operational cost and architectural rigidity, then design and execute a clear migration path to a unified SRv6 uSID forwarding plane. Stabilize and salvage delayed software/hardware roadmaps by removing the root cause: protocol stack complexity.
Pillar 2 — Enterprise Sales Closing Authority	Represent your company as the definitive technical authority during enterprise and carrier sales cycles. Our principal-level credibility removes the final technical objection blocking Fortune 500 and Tier-1 SP contract signatures—closing deals your internal team cannot.
Pillar 3 — Standards & Global Valuation Alignment	Align proprietary platforms with emerging global standards to maximize enterprise valuation and qualify for RFPs requiring standards-body compliance. Active participation across IETF (SPRING, PCE, LSR, BESS, IDR, TEAS working groups), ITU-T (transport network standards), BBF (Broadband Forum access/aggregation), and IEEE/3GPP. We represent your platform's interests directly in the standards bodies that write the procurement mandates.

Core Engagement Activities

- Weekly CTO/CEO alignment calls with documented architectural decision records (ADRs).
- Engineering team mentorship: SRv6 protocol design reviews, code architecture walkthroughs, RFP response leadership.
- Vendor negotiation support: Cisco, Juniper, Nokia, Arista, Broadcom, Nvidia hardware/software contract reviews.
- IETF (SPRING, PCE, LSR, BESS, IDR, TEAS), ITU-T, BBF, and 3GPP standards participation representing client's platform interests.
- Board and IC technical briefings: translating complex engineering risks into financial exposure language.
- Go-to-market technical collateral: white papers, solution briefs, and competitive differentiation narratives.

Ideal Client Profiles

Networking Vendors (Series B–D)	Vendors building SRv6/routing/switching/AI fabric platforms who need IETF credibility and carrier reference account access to close Tier-1 SP deals.
AI Infrastructure Startups	HPC/AI backend networking companies building RoCEv2 or SRv6 uSID DC fabric products requiring SP-grade architecture validation.
Regional Operators / ISPs	Operators executing MPLS-to-SRv6 migrations or 5G core buildouts who need a principal architect without a full-time hire.
PE/VC Portfolio Companies	Post-acquisition technology companies requiring technical leadership stabilization and roadmap credibility restoration ahead of a board review or follow-on fundraise.

Pricing and Engagement Terms

Tier	Scope	Investment
Foundation	10 hrs/month — roadmap review, weekly alignment calls	\$15,000 / month
Embedded Executive	20 hrs/month — full pillar engagement, board briefings, sales support	\$20,000 / month
Strategic Command	30+ hrs/month — roadmap rescue + enterprise sales closing authority	\$25,000 / month
Commitment	All tiers: 6-month minimum (C2C contract)	6-month minimum

Download the Fractional Engagement Framework PDF to review onboarding structures. | Connect on LinkedIn to schedule a confidential 30-minute strategic fit conversation.