Fred Nix

Solutions Engineer | AI Builder | Open Source Contributor | Co-Host of Weekly Podcast on X

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SUMMARY

Solutions architect with more than 20 years in enterprise technology, technical presales, and infrastructure engineering. Currently focused on private LLMs, open source AI, GPU computing, and building secure, scalable AI solutions. A hands-on builder of AI development, automation, and developer tooling, experienced in building technical communities, creating developer enablement programs, and turning complex architectures into practical, repeatable solutions.

EXPERIENCE

Co-Founder Cognition Mesh (cognition-mesh.com) September 2026 to Present

Cognition Mesh governs AI work end to end, across the AI vendors a customer chooses. Work has an owner and a scope. It is reviewed by a different AI. A person approves what matters. The outcome is accepted with a history that can be verified.

Senior Solutions Architect, Enterprise BlueAlly, Atlanta, GA April 2026 to Present

Enterprise AI customers, private LLM deployments, and GPU accelerated computing across enterprise, healthcare, higher education, public sector, and nonprofit accounts in the Southeast. Customers anonymized; numbers real.

- **Private generative AI.** Designed a reference architecture on customer owned GPU servers and packaged it as a fixed price 60 to 90 day proof of concept, so a CIO could start without a capital budget cycle.
- **AI business cases.** Use case portfolios worth about $12.1M in modeled annual value for a research institution and $2.4M for an academic medical center; more than $21M across all engagements.
- **Book of business.** Led 24 customer engagements alongside six account executives, from discovery through proposal, proof of concept, and delivery. Closed about $150K in the first 90 days and built a seven figure qualified pipeline.
- **Infrastructure.** Planned a three continent move off VMware for a global travel company and modernized infrastructure for a 190 property hotel chain.
- **Demos in a day and a half.** Built customer specific demos and prototypes with AI coding tools and coached the engineering team on AI assisted development.

Partner Engineer BTA (Business Technology Architects), Atlanta, GA April 2025 to April 2026

- Designed and deployed production ready, on premises AI infrastructure using NVIDIA GPUs.
- Standardized AI deployments into a repeatable, portable framework: one command took a partner from bare metal to running AI in under an hour, with a 100% success rate across partner rollouts.
- Enabled partners through hands-on technical training, labs, and deployment guides.

Vice President of Sales EMOTO Electric Motorbikes, St. Petersburg, FL September 2023 to January 2025

Led sales strategy, business development, and customer engagement for a regional electric vehicle retailer. Sales up 225%; expanded vendor partnerships and product lines into a leading regional provider of electric bikes and mopeds.

Solutions Engineer, Enterprise Pure Storage, Atlanta, GA February 2021 to February 2023

Technical solution design, presales, and business continuity for mission critical environments. 250% of quota in 2021, named Global Rookie of the Year. 100% uptime for 10 clients through disaster recovery operations.

Solutions Engineer, Enterprise Dell Technologies, Atlanta, GA November 2019 to October 2020

Technical presales and solution architecture across enterprise storage, software defined infrastructure, and cloud.

Vice President of Professional Services Corus360, Atlanta, GA January 2019 to July 2019

Global Presales Director Reduxio Systems, Atlanta, GA February 2017 to January 2019

Solutions Engineer Reduxio Systems, Atlanta, GA February 2015 to February 2017

First American employee; led U.S. market entry. 150%+ of quota every year and a 90%+ win rate across 50+ proof of concept projects.

Global Presales Operations Dell Technologies, Atlanta, GA February 2012 to February 2015

Technology Specialist Dell Technologies, Atlanta, GA February 2010 to December 2012

Ran operations for a worldwide presales organization of 5,500 engineers, trained more than 1,000, and grew a specialist program from 30 to 150+.

91W Combat Medic United States Army 1990 to 1998

Honor graduate of Army medical training at Fort Sam Houston, first in class. Responsible for emergency medical care of 200 soldiers. Honorably discharged.

Earlier roles in solutions consulting, presales, and professional services.

EDUCATION

Auburn University, Bachelor of Science, Management of Information Systems.

PROJECTS

- **AI agent platform.** Four computers share one identity, one set of written operating rules, and a memory that survives machines and model upgrades. Routine tasks go to a local GPU before any cloud model is used. resume.nixfred.com/projects
- **AI software factory.** A repeatable AI assisted workflow that turns a build spec into a live production website: repository, hosting, domain, and content. More than ten production sites shipped. nixfred.com
- **AI audit trail.** Every agent session is saved with its transcript, decisions, and rejected approaches, then made searchable, so any answer can be traced months later. Anything that leaves the machine needs a human approval.
- **AI Systems Workbench.** Fourteen browser based tools for designing and evaluating AI applications, all running on the device. tools.nixfred.com
- **Blip.** An open source Linux app that brings iMessage to the desktop, with a Mac as the gateway. 176 GitHub stars and outside contributors. github.com/nixfred/blip
- **Open source and a weekly podcast.** 120+ public repositories and 30+ Linux desktop plugins (Infomarchy: 132 GitHub stars). Co-host of a weekly podcast recorded live on X, about 27 episodes. omarchy.builders

SKILLS

AI infrastructure: private LLMs · sovereign AI · GPU computing and sizing · on premises inference · retrieval augmented generation · AI governance

AI development: AI agents · AI coding tools · MCP · TypeScript · Python · automation · developer tooling · cloud deployment

Solutions engineering: discovery · solution architecture · proofs of concept · demos and prototypes · business cases · proposals · partner enablement · technical communities

Enterprise infrastructure: compute · storage · virtualization · networking · data protection · disaster recovery · hybrid cloud

Security: zero trust · identity and access · regulated industries