

## Expand Your Network and Ours

By [Trish Palumbo, Director of Talent Acquisition and Management](#), and [Michele Marshall, Director of Sales, Taos](#)

There was a time at Taos when an IT professional was categorized as either “client” or “consultant,” but certainly not both. Thanks to the strategic services found in our management consulting practices, those categories are long behind us. With 20 years in the business, Taos can boast over 3,500 alumni in the Bay Area alone, with many more throughout the country and the world. Many of our alumni have extended their careers beyond technologist to leader. Our favorite example is Stephen Gillett, now the CIO of Starbucks.

Another of our favorite examples of someone who has been a client, then a consultant, then a client, and then a consultant again (yes, that’s what we mean) is Tony Massing. Tony began his relationship with Taos as our client when he ran IT Operations and Support at Exodus. He then joined Taos as a consultant in our OCIO practice where he performed a number of successful engagements. After which, he became our client again serving as the Sr. Director of Global Hosting at Network Appliance and is now a consultant for us again in the [OCIO practice](#).

Another story of a revolving client-consultant is Jong Yoon who is currently a technical practice leader in our Unix Practice. Jong joined Taos as a technical consultant for a number of years before leaving to pursue other opportunities. A few years later, Jong came back to Taos as a practice leader in the Unix Practice before leaving Taos again to become our client at Yahoo!. After Yahoo!, he then re-joined Taos again, picking up in the role he left as a Unix Systems practice leader.

As you know from other articles in this newsletter, and perhaps your personal experience with Taos, we strive to be a significant part of the Bay Area by lending our own thought leadership free of charge outside of individual engagements in a variety of ways. We bring technologists and IT leaders together to network and learn from one another.

**Our call to action for you** is to help us further our outreach and ability to add experiences and value to the network. Refer us to a colleague, whether a desktop support technician or CIO-level consultant, or refer us to a colleague you think might need our services. We’d love for them to be a part of our Taos experience. We’ll treat them as both a consultant and a client and include them appropriately in the events we host to enhance their learning and experience with us.

These are dynamic times, and we could all use some meaningful expansion to our network. We appreciate any support you can give to us and your peers in this regard.

Send referrals to [contactus@taos.com](mailto:contactus@taos.com).

Thank you.