

STRATEGIC CONSULTANT

A strategically focused executive leader with 20+ years of experience spanning Executive Strategy, IT management, cybersecurity, business development, operations management, and software development. Uniquely positioned as conduit between business and technology, building bridges across departments and leveraging IT solutions, strategy, and creative problem solving to achieve company success.

MAJOR ACHIEVEMENTS

- Drive business development and marketing plan for early-stage security consulting firm leading to 3x growth in 9 months.
- Developed new line of business services responsible for 40% in annual revenues.
- Developed top level strategic plans that increased member engagement (13%) and participation (35%) in healthcare benefits.
- Led global deployment teams with staff in 50 international cities across 15 cities.
- Led in-country strategic development programs for a **Fortune 50** telecommunications company
- Led GSA Schedule 70 contract process leading to establishing a services contract with US Government
- Designed and managed development of numerous custom software solutions ranging from 30-day projects to enterprise level 2-year migration plans.

AREAS OF EXPERTISE

Strategic Planning | IT Infrastructure | Cybersecurity Management | Business Development | Government Experience
Cost Management & Budgeting | IT Design | Project Management | IT Strategy | Process Improvement
Startups & Small Businesses | Relationship Building | Public Speaking | Collaboration | Cross-Functional Leadership

EXECUTIVE MANAGEMENT, STRATEGIC CONSULTANT, AND VIRTUAL CISO | TRACC DEVELOPMENT INC. | 2002 to 2010; 2017 to Present

Brought in based on healthcare industry expertise to drive cybersecurity engagements for enterprise / government clients, such as Cisco Systems, Panasonic, US Navy, ROAM IT, and Kryptos Logic. Conduct security assessments to determine needs and advise client leadership on security controls and processes to protect IT assets. Deliver risk management, reporting metrics, patch management, and incident response solutions. Generate monthly Board-level reports for clients with audit data and recommendations.

- On contract to **Omni Group Consulting** as COO, developed a marketing and business development plan leading to **3x** growth by focusing channel partnerships.
- Developed internal skills and training processes to increase value and delight to customers developing a new line of business service into 40% of annual revenues.
- **NIST 800-171**, HITRUST, and ISO27001 Framework Experience: Developed Cyber Security Plans using common frameworks as required by clients. Resulting in two clients achieving certifications.
- Fueled significant business development by **speaking** at up to 4 industry events monthly, representing Tracc as cybersecurity advocate and subject matter expert.
- **Government GSA IT Schedule 70** contract and awards management both as Prime (SBA set-asides) and Sub-contractor increasing line-of-business **revenue by 135% over 2 years**.
- **Global experience** which contributed to market entry strategy for top global company entering the Asian low-cost airline market.
- Designed, developed, and migrated a repair services client's existing internal systems to Salesforce application, leveraging cross-functional group insights and analysis of needs.
- Developed and implemented **software development** restructuring plan for ROAM IT, **cutting overall costs by 23% and development time by 35%**.
- Built VPN for US Navy, connecting remote facilities on US bases with core network; recognized as remote location connectivity subject matter expert for internal and client VPN systems.
- Embedded reliable network security throughout North America for the WorldCom (**125+ remote facilities**) by establishing resilient and reliable backbone infrastructure to remote facilities.

- Executed in-depth security evaluation for business strategy client to support potential merger opportunities and new product development.
- Created customized software products for clients, including CRM systems, integration systems, and reporting suites.

VP OF OPERATIONS, IT AND CISO | MCGREGOR & ASSOCIATES INC. | 2010 to 2017

*Appointed to multifunctional senior leadership role, balancing business and technology priorities to facilitate long-term growth and profitability for one of California's leaders in health benefits administration. **Managed 15-member operations team and 5-member IT team. Administered \$250,000 annual IT CapEx budget and nearly \$1.2M staffing budget.***

- Shaped and executed 5-year roadmap, with future-focused vision of management services and emphasis on maintaining industry thought leadership.
- Piloted through 4 cybersecurity events, interfacing closely with Boards of Directors, internal and client legal counsel, and cyber-insurance vendors; produced monthly reports for client Boards outlining cyber risk exposure and mitigation options, along with contributing to handling cyber-insurance claims.
- Introduced metrics-based tracking via balanced scorecard for operations department, evaluating and discovering 9% improvement in service-level performance.
- Directed operations department in managing eligibility & enrollment for \$800M in annual healthcare spending and 130,000+ members; orchestrated all contractual functions, including eligibility, enrollment, carrier interface, and trust administration.
- Initiated SAS-70 (SSAE 16) audit to identify and mitigate gaps in data security controls; documented all company procedures and defined auditable points.
- Designated as HIPAA Security Manager, implementing rigorous HIPAA security levels and documenting issues.
- Increased revenue significantly by establishing new lines of business, including cost-savings analysis program and special-purpose insurance company for small employers.

EARLIER CAREER:

CONSULTANT (SERVICE DELIVERY PROJECT MANAGER) | CISCO SYSTEMS | 2004 to 2005

CONSULTANT | R. L. PHILLIPS INC. | 2003 to 2005

CONSULTANT (PROJECT MANAGER) | US NAVY | 2002 to 2004

DIRECTOR OF INTERNATIONAL STRATEGIC BUSINESS DEVELOPMENT | WORLDCOM | 1998 to 2002

EDUCATION

MASTER OF BUSINESS ADMINISTRATION | MARSHALL BUSINESS SCHOOL, UNIVERSITY OF CALIFORNIA, SAN DIEGO

BACHELOR OF ARTS IN ECONOMICS | UNIVERSITY OF CALIFORNIA, SAN DIEGO

CERTIFICATIONS AND SPECIAL DESIGNATIONS

CISSP | CCISO | QTE | Board Certified (PDA) | Top-Secret DOD Clearance, 2004 | CCNA, 2002

TECHNICAL EXPERTISE

C# | .NET | Python | PHP | MS SQL | MySQL | Linux | Parrot | Kali Security Toolset | Identity Management(Active Directory, FreeIPA) | VMware ESXi

AFFILIATIONS

INFRAGARD SAN DIEGO, MEMBER

DIGITAL DIRECTORS NETWORK, FOUNDING MEMBER