

Greg Meyer - Curriculum Vitae

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Summary resume also available

CIO/CTO ■ Strategic Technology Assessment ■ Technology Management & Operations

Senior-level, government cleared, IT executive qualified by 25 years of successful experience including 20 years of management and 18 years at the C-level. Broad-based background encompasses startup and expansion within highly competitive and rapidly changing markets. Proactive manager, team builder, and negotiator with ability to attract and secure key players in internal and partnership alliances.

Very strong background in enterprise architecture, SDLC, intellectual property management, GRC, Cloud, Big Data, and technology M&A support. Experienced business strategist and expert in organization dynamics. Strong technical leadership in both architecture and engineering development.

Executive-level experience in resource management (personnel, financial, and asset) with both consulting and operations experience. Exceptional client management skills and a proven track record in recruiting, developing, and managing highly-productive leaders who can sell, manage, and deliver products/services.

Proven record of expanding business opportunities and revenue streams. 20 years of consulting experience growing and leading businesses and managing client relationships. Able to directly contribute to pre-IPO, M&A, and other equity-related efforts.

Ability to manage large and complex projects. Recognized for ability to face challenges head-on and execute sound decisions in the face of adversity. Widely published and consistent industry speaker with international experience and a well-developed professional network.

Areas of expertise and strength:

- | | |
|--|---|
| <input type="checkbox"/> Interim CIO/CTO | <input type="checkbox"/> Operational Risk Management |
| <input type="checkbox"/> Management Consulting | <input type="checkbox"/> SDLC/Test/Staging-Deployment |
| <input type="checkbox"/> Strategic Technology Assessment | <input type="checkbox"/> Cloud and Big Data Technologies |
| <input type="checkbox"/> Organizational Architecture | <input type="checkbox"/> Enterprise Architecture & EAI |
| <input type="checkbox"/> Governance/Risk/Compliance (GRC) | <input type="checkbox"/> Project Management |
| <input type="checkbox"/> Contract Negotiation/Vendor Management | <input type="checkbox"/> Mobile Technologies |
| <input type="checkbox"/> Technology Management & Operations | <input type="checkbox"/> Internet of Things (IoT) Technologies |
| <input type="checkbox"/> Business Resilience/Continuity | |

Career Highlights

- Built world class online intelligence and operational risk management agency** for the global operational risk management and travel industry, iJET Intelligent Risk Systems (iJET International, Inc.). Developed market channels and secured numerous accounts within the commercial, government, and NGO spaces.
- Managed all IT and intellectual property** at iJET, including 11 authored **patents**.
- Assisted in securing three rounds of venture capital** to fund iJET build-out. Managed IT-involvement in **M&A/pre-IPO** activity and sale of iJET.
- Architected, designed, developed, and implemented world class open source intelligence systems** for iJET. Solution set included complex enterprise application integration using technologies such as business intelligence, deep web, and automated information acquisition subsystems.
- Developed and implemented novel systems development methodology (Agile/Scrum-based)** at iJET, enabling rapid and frequent product releases with low risk.
- At MGM Consulting **developed successful professional services practices** for the **financial services** and **pharmaceutical** industries. **Architected and designed advanced customer profiling system** for the Wells Fargo/Norwest merger. **Architected and designed sample management planning and systems development architecture** for Novartis Pharmaceuticals.
- Developed and implemented proprietary framework for enterprise architecture characterization (FENARC™)**. Implemented this framework within large corporate enterprises, including USAA, Norwest, Smith-Kline Beecham, and Novartis Pharmaceuticals.
- At Nichols Infotec **managed the transition of a large technology organization from a government contractor delivery model to a commercial, practice-based model**. Developed practice models, implemented these practices, and assisted the business development and infrastructure groups in providing services and support for these practices.
- Developed robust technology intelligence program** at Nichols, including technical due diligence for all acquisition and merger targets, analysis of existing technologies and competencies, determining how to leverage new technologies and competencies, and developing models that support the assimilation of new technologies and competencies.

Professional Experience

Buan Consulting, Annapolis, MD
Salesforce.com, knowledge management, CPQ consulting firm
Board of Advisors, 2015-present

Responsibilities Summary

- Provide consultative advice regarding company strategy and operations

Technologies

- Purely consultative

Strategic Technology Consulting LLC, Annapolis, MD
Emerging technology and IPO/M&A consulting company
President/Principal Consultant, 2012-present

Responsibilities Summary

- Develop client transition strategies from legacy to new/emerging technologies
- Define and ensure client corporate governance/compliance
- Provide advisory oversight to client executive teams
- Develop and implement technology organization architectures
- Identify and facilitate technology infusion opportunities for clients

Technologies

- Operating Systems: Linux, Unix, Windows, Android, iOS
- Platforms/Frameworks: J2EE, .NET, Ruby on Rails
- Languages: Java, C#, C++, Ruby, Python, Perl
- Data Management: Oracle, MySQL, NoSQL
- Web/Portal Technologies: Apache, JBoss, Weblogic, SharePoint
- Analytic/Modeling: UML, Erwin
- Other: Amazon Web Services, hybrid cloud technologies, Alfresco

iJET International, Inc., Annapolis, MD
Operational risk management and open source intelligence agency
Principal and Chief Technology Officer, 2000-2012

Responsibilities Summary

- Directed the build-out of an entire private/public (commercial, government, and NGO) agency (500+ employees) from a two-person startup
- Created the IT vision of all business systems: data acquisition, business intelligence, external system-to-system integration, marketing technologies, ecommerce, et. al.
- Architected and designed all IT systems to be used by hundreds of thousands of users
- Build and deployed business resiliency systems for all IT and business lines, including multi-continent fail-over data centers to support over 400 of the Fortune 500 companies
- Hired and managed 250+ IT personnel, including data architects, operational technologists, software developers, help desk support, project managers, and consultants
- Developed and managed multiple projects for a large PMO shop, including all development, maintenance, and response activities
- Integrated over 200 external data feeds and technology systems into core offering
- Developed and managed all IT-related schedules, costs, and overall budgets (included multiple \$100mm+ budgets)
- Developed and manage appropriate and efficient technology processes, including SDLC, change management, version control, incident management response, and follow-on actions
- Defined project plans, schedules, and budgets for client IT projects
- Identified and implemented emerging technologies to increase overall business efficiency
- Developed multiple practice lines, including classified DoD, commercial, NGO, and other federal organizations
- Participated as a senior member of the corporate Executive Committee
- Provided regular reporting to the CEO and Board of Directors

Technologies

- Operating Systems: Linux, Unix, Windows
- Platforms/Frameworks: J2EE, .NET, Ruby on Rails
- Languages: Java, C#, C++, Ruby, Python, Perl
- Data Management: Oracle, MySQL, NoSQL
- Web/Portal Technologies: Apache, JBoss, Weblogic, SharePoint
- Analytic/Modeling: UML, Erwin
- Other: Visio, Excel, Autonomy, IBM Globalization SS, LS Software Localization, Alfresco

Professional Experience (continued)

B2B Web Solutions (incorporating MGM Consulting), Columbia, MD

Strategic technology professional services firm

Principal Consultant, 1998-2000

Responsibilities

Summary

- Advise, recommend, and implement effective technology organizations for clients
- Develop and manage appropriate and efficient technology processes, including SDLC, change management, version control, incident management response, and follow-on actions
- Define project plans, schedules, and budgets for client IT projects
- Direct client implementation of large-scale IT systems
- Develop innovation and rapid-response plans for fast-changing client business environments
- Coordinate multidisciplinary teams to include all business and IT stakeholders
- Represent client at industry functions, publications, and in the press

Technologies

- Operating Systems: Linux, Unix, Windows
- Platforms/Frameworks: J2EE, .NET
- Languages: Java, C#, C++, Perl
- Data Management: Oracle, MySQL
- Web/Portal Technologies: Apache, IIS, JBoss
- Analytic/Modeling: UML, ERwin
- Other: Visio, Excel

CSSI/Nichols InfoTec Corporation, Columbia, MD

Commercial/government IT and professional services firm

Chief Technology Officer, 1994-1998

Responsibilities

Summary

- Directed the transition build-out of an entire DoD-based entity to a commercial agency
- Created the IT vision of all business systems: data acquisition, business intelligence, external system-to-system integration, marketing technologies, ecommerce, et. al.
- Architected and designed all IT systems to be used by hundreds of thousands of users
- Build and deployed business resiliency systems for all IT and business lines
- Hired and managed all IT personnel, including data architects, operational technologists, software developers, help desk support, project managers, and consultants
- Developed and managed multiple projects for a large PMO shop, including all development, maintenance, and response activities
- Developed and managed all IT-related schedules, costs, and overall budgets (included multiple \$50mm+ budgets)
- Developed and manage appropriate and efficient technology processes, including SDLC, change management, version control, incident management response, and follow-on actions
- Defined project plans, schedules, and budgets for client IT projects
- Identified and implemented emerging technologies to increase overall business efficiency
- Developed multiple practice lines, including health care, financial services, and pharmaceuticals
- Participated as a senior member of the corporate Executive Committee
- Provided regular reporting to the CEO and Board of Directors

Technologies

- Operating Systems: Unix, Windows
- Platforms/Frameworks: J2EE, .NET
- Languages: Java, C, C++
- Data Management: Oracle, DB2
- Web/Portal Technologies: Apache, IIS
- Analytic/Modeling: UML, ERwin
- Other: Visio, Excel

Professional Experience (continued)

Telecommunications Systems, Inc, Annapolis, MD

Commercial/government IT and professional services firm focusing on telecommunications

Technical Director, 1992-1994

- Responsibilities Summary
- Directed and managed the technology vision of the firm, under the direction of VP of technology and the CTO
 - Build and deployed business all content management and imaging systems for all business lines
 - Hired and managed IT personnel, including data architects, operational technologists, software developers, help desk support, project managers, and consultants
 - Developed and managed multiple projects for a large PMO shop, including all development, maintenance, and response activities
 - Defined project plans, schedules, and budgets for client IT projects
 - Identified and implemented emerging technologies to increase overall business efficiency
 - Developed multiple practice lines, including local and federal government

- Technologies
- Operating Systems: Unix, Windows
 - Platforms/Frameworks: J2EE, .NET
 - Languages: Java, C, C++
 - Data Management: Oracle, DB2
 - Web/Portal Technologies: IIS
 - Other: Visio, Excel

ARINC Research Corporation (a subsidiary of ARINC, Inc., now Rockwell Collins), Annapolis, MD

Government IT and professional services firm focused exclusively on classified operations

Integration and Deployment Manager, 1990-1992

- Responsibilities Summary
- Planned and managed the integration and deployment of the largest classified network at that time – over 13,000 workstations and seven countries
 - Managed the schedule and budget of the deployment process
 - Developed multiple management systems for monitoring of deployed systems

- Technologies
- Operating Systems: SCO Unix, Windows
 - Platforms/Frameworks: isolation C, Business BASIC
 - Languages: C, shell scripting
 - Data Management: Oracle
 - Web/Portal Technologies: N/A
 - Other: Excel

Education

MBA/Information Science Studies, University of Maryland, 1990-1992

Computer Science Studies, Emory University, 1988-1990

B.A., Biology, Lawrence University, 1984

Patents

US 6,842,737	Travel Information Method and Associated System
US 7,269,568	Travel Information Method and Associated System
US 7,343,303	Global Asset Risk Management System and Methods
US 7,590,548	Global Asset Risk Management System and Methods
US 7,783,500	Personnel Risk Management System and Methods
US 8,249,886	Global Asset Risk Management System and Methods
SING 200702053.0	Global Asset Risk Management System and Methods
SING 200706271-4	Personnel Risk Management System and Methods
SING 200906306-6	Global Asset Risk Management System and Methods
SING 201001513-9	Personnel Risk Management System and Methods
GB 718978,0	Personnel Risk Management System and Methods

Publications/Speaking Engagements/Industry Involvement

- Six Reasons to Choose a Mid-Market Quote-to-Cash (QTC) Vendor. SteelBrick CPQ. December, 2015.
- Choosing the Right Quote-to-Cash Consulting Company. SteelBrick CPQ. November, 2015.
- Is Your Company Ready for an Enterprise CPQ Implementation? SteelBrick CPQ. October, 2015.
- Amazon Web Services (AWS) Certified Solutions Architect (CSA). August, 2015.
- Optimization of Hybrid Cloud Architectures, CSA Security Panel. June, 2015.
- Member, ASIS International. 2010-2015.
- GBTC TechNet, Intellectual Property Panel. 2009-2015.
- Infocommerce Data 09, Excellence Revisited. October, 2009.
- ISS World OSINT 2009 Conference. October, 2009.
- Trend Titans: Influencers in the High-Tech Corridor Panel. Anne Arundel Technology Council. October, 2006.
- Secure Your Assets with GPS: Critically evaluating its potential for your company. Strafford Publications Interactive Teleconference, October, 2006.
- Best Practices in Business Rules Management. 5th Business Process Management Summit. June, 2006.
- Transforming the Product Development and Management Landscape: From Offshore Disconnect to Integrated Team. Transformation and Innovation Forum. May, 2006.
- Process and Agility in Operational Risk Management. BPM Think Tank. May, 2006.
- What The Business Needs - Standards and Technology for BPM Success. BPM Think Tank. May, 2006.
- OASIS Emergency Management Technical Group. February, 2006.
- Advisory Board, Academy of Information Technology (AOIT) Anne Arundel County, National Academy Foundation (NAF). February, 2006.
- Examining Business Transformational Outsourcing (BTO) as a Key Outsourcing Option. CIO 2005 Summit. July, 2005.
- Real-time risk assessment and threat response using Worldcue Global Protection System. Conference on Public/Private Research & Development (R&D) Partnerships in Homeland Security. January, 2005
- Application Development Trends Board of Advisors. December, 2005.
- Travel Security and Technology in a Post-9/11 Environment. Department of Homeland Security Technology Showcase. December, 2004.
- InfoWorld 100 Award, November, 2003.
- Case Study: BPM at Work in an "Intelligent" Enterprise. National Business Integration and Web Service Conference. September, 2003.
- Process Innovation Award. September, 2003.
- The Privatization of Intelligence Gathering. Securing the Homeland Conference and Exposition. September, 2003.
- World Wide Web Consortium (W3C) Working Group: Technical Architecture Group (TAG).
- Internet Engineering Task Force (IETF) Working Group: Intellectual Property Rights (ipr).
- Jet-Fueled: iJET's business-process management system facilitates delivery of accurate and timely travel intelligence. Optimize Magazine. February, 2003.
- Travel Security and Technology in a Post-9/11 Environment. Maryland Technology Showcase. December, 2002.
- Communication Infrastructure Success and Failures on 9/11. MIT Wireless Forum. October, 2002.
- Executive Level Security: Merging Technology with a Comprehensive Strategic Plan. Council of Security and Strategic Technology Organizations (COSTO). October, 2002.
- BPM as a Strategic Advantage. Black Forest Group. July, 2002.
- Global Excellence in Workflow, Gold Award. May, 2002.
- Corporate Travel Technology Issues. PhoCusWright Travel Technology Conference 2002. April, 2002.
- Corporate Travel Security. Corporate Travel World 2002. March, 2002.
- Member, Association of Former Intelligence Officers, January, 2003.

Publications/Speaking Engagements/Industry Involvement (continued)

The State of Travel Technology. Anne Arundel High Technology Council. November, 2001.

Member, Business Process Management Group. July, 2000.

Member, IDC Mobile Advisory Council. June, 2000.

A Manager's Guide to Application Servers. Internet Expo/eBusiness World. June, 1999.

The Future of Ecommerce. EBusiness Expo. June, 1999.

The Business Applications of Knowledge Management. NRC Technical Information Briefs. April, 1999.

XML and Content Technologies. IT Solutions and Strategies. March, 1999.

Document Reuse: Intelligent Authoring for the Web. NetExpo '98. September, 1998.

XML and Related Technologies: The Future of the Web. InfoTec Technology Review Briefing. June, 1998.

XML and Related Technologies. Journal of Defense Software Engineering. May, 1998.

Using Structured Markup to Solve Common Business Problems. SGML Users Group Presentation. November, 1997

XML/SGML for the Web. NRC Technical Information Briefs. November, 1997.

Managing Technical Obsolescence. DIVA 97 Conference. February, 1997.

AIIM MIT (Master of Information and Image Management). June, 1994.

A Low Cost Solution to X Window-Based Networks. Journal of Defense Software Engineering. August, 1994.