

SUNNY KALSI

Washington, DC 20003
+1 202.90.KALSI (Google Voice)
+1 617.669.4169 (m)

19 years in Africa, 2 years in England.
US Citizen, German Residency Available
U.S. Security Clearances: Several

skalsi@alumni.harvard.edu
linkedin.com/in/skalsi
skalsi.com

ENTREPRENEUR; MOST AWARDED IBMer IN CLOUD & DATA DELIVERY

19 years of experience: 14 in Public Sector; 15 in Consulting; 2 in Finance/Fintech, 7 in Biotech & Public Health.

- ◆ **Leadership ~ Multiple IBM Awards.** Key IBMer running the most successful strategic IBM Cloud efforts in the Public Sector. Built and led an IBM 40+ person Big Data & Dev team on a \$20B+ fraud detection & prevention of tax refunds program at the IRS. A Go-To IBMer across IBM Federal and IBM Commercial due to my Cloud success. Former Consulting Entrepreneur. Turned around troubled & complex IBM project. Panelist on public LiveStream event.
- ◆ **Sales ~** First IBMer to deliver an innovative & executed Cloud S/PaaS pricing model for IBM. Pre-Sales & PaaS Offering Manager.
- ◆ **Security ~** Led several NIST based FISMA Moderate authorizations in a FedRAMP cloud. Intimate collaboration with IBM Cloud SOC & NOC teams to improve IBM's Cloud security posture. Wrote compliance whitepaper on skalsi.com.
- ◆ **Technology ~** Ran first Massively-Parallel-Processing Fraud detection system's Data & Dev at the IRS. Ran first few IBM Cloud efforts. Built first Cloud PaaS for IBM & DOI. Excelled at technically managing any tech stack presented. Cloud DevOps. Blockchain, AI, Cognitive enthusiast.
- ◆ **Business Process Reengineering ~** Increased the recruitment efficiency of the Public Health Service by over 80%, from 18 months to under 2, saving over \$5M per year; built Biogen's first-ever Intranet; and led the redesign of *nps.gov*, increasing its viewership over 3000% and shown in Apple's MacBook Air Guided Tour video.

"Any company seeking profitability and growth will benefit tremendously from Sunny's talent for combining innovation, leadership, interpersonal skills and business acumen." ~ **William Knight, Former Government Project Officer (retired)**

"...Sunny is a great leader, quite insightful and a key partner." ~ **John Bernero, former IBM Executive Architect**

"...Sunny was one of the most client focused people at IBM, always looking for the problem that he could solve, and marshaling the best resources that were available. He was a skilled manager who could bring people and processes together to solve really complex problems. These characteristics earned Sunny the respect of those he worked for, those that worked for him, and particularly those clients that Sunny got to serve..." ~ **Howard Levenson, former IBM Federal Sales Manager, currently at DataBricks**

"...Sunny gains the customers trust and delivers with a sense of ownership seen generally by those running their own business...I highly recommend Sunny for any organization that is lucky enough to have a man of his stature." ~ **Michael Schwartz, IBM SoftLayer Cloud Client Executive**

- ★ 2015 IBM Service Excellence Award for Delivery Excellence ★ 2015 IBM Manager's Choice Award (twice)
- ★ 2014 IBM Service Excellence Award for Delivery Excellence ★ 2014 IBM Eminence and Excellence Award

PROFESSIONAL EXPERIENCE

MANAGEMENT CONSULTING, Washington, District of Columbia
Independent Principal Consultant

2017 to current

Assignment: Writing Cloud & Cloud compliance related strategic Whitepapers. Advisor to small businesses.

Assignment: VP of Consulting in a startup government contracting firm, Cambio Consulting Group.

Assignment: Advising CEO of a Machine Learning startup focused on Stock predictions.

IBM, Washington, District of Columbia
Senior Manager

2011 to 2016

IBMer with multiple IBM awards. Key IBMer that has management, technical knowledge, Cloud lessons learned, cloud thinking, and cloud SaaS/PaaS pricing experience in real on-the-ground situations. Assisted Go-To-Market leads as a PaaS Offering Manager by building a Revenue, Marketing, & Sales plan and playbook. An IBMer that works across all verticals, divisions, and horizontals to make cloud delivery possible. Successes enabled over \$100M in new deals across the Public Sector. Led the largest technical teams in the IRS Fraud Detection of Tax Refunds effort, a Massively Parallel Processing (MPP) java, data, rules, & advanced analytics engagement. Since 2014, my teams have enabled over \$20B/year in tax fraud detection & prevention.

Assignment: **IBM Global Business Services, Washington, DC**

(2015 - 2016)

IBM Offering Manager: Built & Ran the IBM Drupal & Drupal PaaS Offering within the Public Sector.

- Grow Drupal business. Grow Drupal PaaS Offering. \$MM pipeline. Led PaaS Pricing rate sheet – first for IBM.
- Led first PaaS platform build for an entire Federal Cabinet Agency that has spawned other Departments to consider the solution and contractual setup as their model of engagement – e.g. IRS, Dept of Education, Dept of Labor, Dept of Defense, & USDA.

- Used various DevOps toolsets: ElasticSearch, Logstash, Kibana (ELK), Nagios.
- Included in dev roadmap: Chef, Puppet, Splunk, Snort, Docker.
- Led first PaaS based contract modification that seriously challenged the IBM Finance, Pricing, and Delivery's processes.
- Panelist in a DOI LiveStream event taking live questions from the public and Department of the Interior.

Assignment: **Department of the Interior, Office of Valuation Services, Washington, DC** (2016 - 2016)

Project Manager: Led Salesforce GovCloud Agile effort to migrate, redesign, and re-architect, the system & data.

Assignment: **Department of the Interior, Office of Wildland Fire, Washington, DC** (2015 - 2016)

Project Manager: Lead DOI Office of Wildland Fire migrations to IBM SoftLayer Cloud.

Assignment: **Department of the Interior, Office of the Secretary, Washington, DC** (2014 - 2016)

Project Manager: Lead a DOI & Bureau-wide Drupal Platform-as-a-Service initiative on IBM SoftLayer Cloud.

- Led first highly successful IBM SoftLayer Cloud & PaaS effort in Government & IBM Federal.
- Multiple DOI websites hosted. (e.g. doi.gov, fcg.gov, doioig.gov, bsee.gov, blm.gov (pending), and others)

Assignment: **Internal Revenue Service, Lanham, Maryland** (2012 - 2014)

Data & Development Manager: Lead multi-disciplinary teams in a First of a Kind (FOAK), Massively Parallel Processing, Big Data Analytics effort, to build the next generation of IRS' Fraud Detection of Tax Refunds.

- Built & led over 40+ staff on a program expected to save over \$20B+ through real-time fraud detection and prevention.
- Distributed Staff Nationwide in all US timezones and Onsite at IRS.
- Challenges: Thousands of tables, billions+ rows of data, 100k+ fields, MPP components development, & FOAK integration.
- Led the Data & ETL teams to load Returns from multiple sources utilizing EIP, B2B, PWX, pgLoad, and a Greenplum staging and Partition-exchange strategy on a RHEL platform. Hourly load, pre and post-process TB's of live data, into thousands of tables within minutes for downstream Java, SAS Analytics, Rules, and other components in an EMC/Pivotal Greenplum DB Setup.
- Worked in deep concert with the Advanced Analytics team and the Rules team (FICO Blaze).
- Led IBM/EMC collaboration to evaluate performance capabilities of the Greenplum MPP Database for IRS' needs.
- Led the Java Development team to create prototypes using an EAV data model utilizing a multi-slave and customized Spring Batch framework with FICO Blaze.
- Deeply collaborated with IRS Enterprise Services, Application Development, Infrastructure, Business, Enterprise Operations, Enterprise Architecture, and Testing.
- Technologies employed include: Java, SpringBatch, EMC Pivotal Greenplum DB, FICO Blaze, Informatica, BOE, and more.

Assignment: **Federal Deposit Insurance Corporation, Arlington, Virginia** (2011 - 2012)

Senior Project Manager: Be the "change agent" on FDIC's mission critical system.

- Brought in to rescue the keystone project of the program.
- Worked alongside the FDIC & IBM Enterprise Architecture leaders.

Other:

- O&M Efficiency assessment and improvement. Value Stream Mapping (VSM) effort. Identified a 33% efficiency improvement in IBM's O&M vertical at FDIC.

IORBUS, Washington, District of Columbia **2006 to 2011**

A Startup IT Management Consultancy. Formerly an online tech startup.

Owner & Senior Project Management Consultant (2009 - 2011)

Appeared in the Wall Street Journal regarding startups in the recession. Focused on Senior Level IT Management.

- Assignment: **Dept of Transportation:** Reported to the CTO.
- Assignment: **Dept of Education, Federal Student Aid:** Led the creation of the IT Business & Technical Target State Vision for FSA, that has over ¾ trillion dollar portfolio, based on the 5-year Strategic Vision.

Founder & Entrepreneur (2006 - 2008)

Tried and failed to build a first of a kind, online Turbotax®-like system to process Immigration claims.

INFORELIANCE, Fairfax, Virginia**2004 to 2009***An Inc 150 Software Consulting Firm in Federal and State Agencies worldwide and Microsoft Partner of the Year.***Assignment: U.S. Public Health Service, Rockville, Maryland**

(2006 – 2009)

Program & Technical Manager ~ Charged with simplifying, reengineering and improving, by 80%, the recruitment business processes at the Public Health Service (PHS). Successfully:

- Managed the Business Process Reengineering of PHS and the development of the Call to Active Duty system.
- Managed and built the system that runs the PHS' Office of Force Readiness and Deployment for all Service personnel.
- Developed an ITIL v3 Service Design that includes Technical & Business Catalogue, Governance, Policies & Processes.
- Catalyzed product development of the Electronic Call to Active Duty system and enabled on time and under budget deliveries, enabling million dollar multi-year contracts.
- Decrypted and simplified the complex PHS business processes using decision modeling & process analysis.
- Interfaced with Rear Admirals, Captains and other stakeholders to build a Service Oriented Architecture (SOA) product.
- Led the creation of an innovative system that tied into some of PHS' existing legacy systems, such as HR & Oracle, Scanning & Filing system, Global 360, Printing & Archiving.
- Led the creation of several business services such as the Pre-application pre-screening check, Recruitment, Security & Suitability, HIPAA compliant Medical, Content and Contact Management System, and an adjustable business rules based processing.
- Increased hiring efficiency by 80% from 18 months to fewer than 2, saving an est. \$5M+ per year
- Enabled on time, on budget and well above documented requirements through excellent management of the Strategy, Risk, Finances, External Factors, Personnel and Product Vision.
- Took entrepreneurial opportunity risk in crisis based on my institutional knowledge and challenged my technical team to build a product beyond expectations, based on some of my product & strategic visions and gut instincts.

Assignment: Consumer Protection Safety Commission, Bethesda, Maryland

(2008 - 2009)

Solutions Architect ~ Led CPSC's initial vision definition of their business model with Use Cases and Process Modeling. Modeled the system that formed the foundation of CPSC's business services from Data Warehouse, BI, and SOA framework.**Assignment: Direct Lending Group, Los Angeles, California**

(2009)

Project Manager ~ Charged with leading & building a web based Mortgage, Insurance, & Investment services system for a 30 year old private investment firm on their internal practices. System had to manage their entire investment portfolio.**Assignment: U.S. Navy, Navy Yard, Washington, District of Columbia**

(2005 – 2006)

Project Manager ~ Held full P&L accountability for the upgrade and enhancement of key components of a critical stovepipe U.S. Navy System; a \$1M+ operation. Within one year:

- Managed a RUP SDLC based mid-sized development team.
- Hardened the infrastructure and increased uptime to key Navy personnel deployed across the world easing information flow within a highly complex, management heavy and politically sensitive environment.
- Obtained Capability Maturity Model Integration (CMMi) Level 2 certification, an industry approved standard of process improvement from SEI for this project as a critical member of an executive management team.

Assignment: U.S. National Park Service, Washington, District of Columbia

(2004 – 2006)

Senior Technical Lead ~ Tasked with the product development of a "Top 10" heavily utilized public government site, nps.gov. Within two years:

- Received site recognition on various mediums, such as CNN, and was chosen to be used in Apple Inc.'s Guided Tour Video for their innovative new MacBook Air product.
- Led a 12 person technical team to create the highly acclaimed and popular nps.gov and the content management system.
- Traveled across the U.S. to evangelize the product, its merits and value, and provided training to the key constituents and leadership of each park, such as Grand Canyon, to "own" the new Park Service paradigm that would affect those with high speed internet and those on dial-up.
- Performed significant communication activities to obtain field wide acceptance such as direct contact, marketing, video conferencing, direct support, and training sessions.
- Nps.gov has grown to well over 3000% to over 60 million hits per day.
- Nps.gov grew to over a million pages and multimedia from over 430 National Parks across the U.S. and its territories.
- Received product acceptance from executive leadership across the U.S. and incorporated relevant concerns into the product through Usability Studies among other methods.
- Enabled Park personnel to display relevant Park Emergencies, Travel Information, Park Activities, Calendar, and other multimedia.

+ Various other customers ~ DHS FEMA, USPHS OFRD

(2004 – 2009)

BIOGEN, *Cambridge, Massachusetts***1999 to 2004***3rd largest biotech firm in the United States, a researcher and manufacturer of billion dollar drugs, with annual revenues over \$2B.*

Staff Applications and IT Commercial Support ~ Recruited to build the first corporate Intranet for over 4,000 employees worldwide. Directly responsible for the creation of the Corporate Intranet that tied all functions of the organization worldwide into one system, from Marketing and Information Services to the Research and Development Labs.

- Brought together the corporate Lotus Notes/Domino infrastructure with the new web based Intranet.
- Determined viability of integrating applications from Research, Manufacturing, Product Development & Quality, Human Resources, Legal, Regulatory and Information Services to a web based environment.
- Managed technical vendor relationships.
- Implemented Factiva and Dialog Monitor, for Library Services.
- Built and delivered first corporate intranet worldwide.
- Presented prototype to Biogen CEO.
- Engaged in Return on Investment Analysis of intranet.
- Managed over 320+ sites globally. Enabled over \$50 million of intranet usage for corporate purposes.
- Administered Global Data Warehouse in an emergency for corporation. Increased uptime 20% and satisfaction 300%.

INTERNODED, *Cambridge, Massachusetts***1998 to 1999***Custom Software Development & Consulting.*Assignment: **Arthur D. Little**, *Cambridge, Massachusetts* | *A Big 5 Management Consultancy*

(1998 – 1999)

Lotus Notes Domino Developer: Consultant ~ Tasked to develop ADL's Knowledge Management intranet.

- Delivered a Knowledge Management Intranet in a small team for thousands of consultants in a Big 5 Consultancy. Employed the latest in knowledge management in a five framed environment using JavaScript, LotusScript & Lotus Notes Domino in a pure Netscape environment. This Intranet was considered to be one of the finest Knowledge Management sites at that time.

TECHNICAL EXPERIENCE*Languages:* LotusScript, Coldfusion, Cobol, Pascal, Assembler, C/C++, Fortran, XML & others*Other:* IIS, Apache, Data Warehouse - ETL, Informatica, Business Objects, Content Management Systems, Lotus Notes Domino, Business Process Reengineering, Process Modeling, SOA, UML, RUP, Agile, Global 360, Sharepoint, SaaS, Factiva, Dialog Monitor, Spring Batch, FICO Blaze Advisor Business Rules Management, BOE, Java, Parallel Processing, Big Data, pgAdmin, B2B DT, PWX, Greenplum, MPP, Drupal, OpenPublic, Netscaler, Vyatta, NginX, Cloud, SoftLayer, AWS, Azure, BlueBox, OpenStack, Nagios, Elasticsearch, Logstash, Kibana, (ELK).**EDUCATION**MEng, Systems Engineering Conc. in Operations Research, University of Maryland College Park. (**'08 - Studies on hold**)

CSS, General Management, Harvard Extension School, '01

BS, General Studies in Sciences - Computer Science & Theater, Lock Haven University of Pennsylvania, '97

SPEAKING ENGAGEMENTS**Guest Speaker**, Departments' of Computer Science & Mathematics, Lock Haven University of Pennsylvania. Fall '12.**AWARDS**IBM Manager's Choice Award, 2015. (**two**)

IBM Service Excellence Award for Delivery Excellence, 2015.

IBM Eminence and Excellence Award, 2014.

IBM Service Excellence Award for Delivery Excellence, 2014.