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JOSE L. ARRIETA

Personal Information
    Telephone Number: XXXXXXX
    Email Address: XXXXXXXXXXX
    Current Clearance: Top Secret SCI
    Current Grade: Senior Executive Service (SES)

Objective

To disrupt, create, and modernize sectors of the U.S. economy to improve the Untied State's ability to compete globally with near peer rival nations.

Education

- American Academy for Strategic Education, 2016 (DOD NET ASSESSMENT)
- Michigan State University, Broad College of Business, 2015: Supply Chain Mgmt Procurement Integration & Transparency Summit Accepted into private sector procurement executive summit
- Harvard University, John F Kennedy School of Government, 2011: Creating Collaborative Solutions: Innovations in Governance
- American University, Master of Business Administration, 2009: Kogod School of Business, Focus: International Business: Global Emerging Markets
- Susquehanna University, Bachelor of Science, 2003: Sigmund Weiss School of Business – Marketing: Varsity Basketball
- FAC C Level III Certified Contracting Professional

Professional History

Throughout my career, I've been lucky enough to lead a diversified, highly skilled group of professionals as an Technology Executive, Acquisition Executive, Contracting Officer, Technology Program Manager, Industry Liaison/ Procurement Ombudsman, and Small Business Executive. Lastly, I have written extensively on the topic of Emerging Technology (Blockchain) and public procurement. I teach entrepreneurial finance, blockchain, public procurement, international business, and business management at several colleges and universities within the United States.

Business Acumen

- Created secure root of trust for an anti-spoofing, anti-jamming, anti-hacking, post quantum secure remote monitoring IoT network that digital twins human and machine end points and creates secure cryptographically wrapped data packets that are portable across platforms
- Founding member of Dalrada Energy Services ESG focused business line at Dalrada Financial Corporation
- Founded imagineeer a small consulting firm to help grow small emerging market tech businesses raise money, enter the federal market and the health market and provide consulting services to commercial and federal customers

- Supported United States Department of Defense evaluating 350 technology companies annually focused on commercializing science and technology capabilities in artificial intelligence, quantum computing, and cyber security to compete with near peer rival nations
- Reskinned child welfare CRM into end-to-end vaccine management system to raise $25M dollars for a newly established fast growing modern health CRM platform

  Raised $3,000,000 of one million dollars for company with a post quantum VPN for the fastest post quantum factorization capability in the market
- Serve as a business advisor to 5 startup businesses including: post quantum security company, health CRM, business operations CRM, blockchain based diagnostic capability, world's fastest quantum inspired optimization annealers
- Created largest public health surveillance system in history of the U.S. pulled data from 6,000 plus hospitals, 15,000 plus nursing homes, all 50 states, 6 territories, 12 federal agencies and 225 different data sets pulling together billions data elements
- Created public private key infrastructure to allow for vaccine registration at an individual level through secure blockchain powered identity based infrastructure
- Integrated an enabled data sharing between 50 states, multiple legacy EMRs (including cerner and epic) and over 22 federal agencies
- Largest implementation of supervised machine learning in the federal government to predict COVID 19 outbreaks and distribute limited tests across the United States to maximize usage in places with need
- Improved customer satisfaction for CIOs 15,000 customers by 40% year over year (2019 - 27% of customers rated OCIO as excellent -2020 - 67% rated OCIO as excellent)
- Successfully decreased CIO operating costs by more than 10% (reduction of $33M for customers) and negotiated $873M in cost avoidance/ savings while the budget portfolio grew by 60.1% (2019-2020)
- Created business plan to implement blockchain, machine learning, and artificial intelligence within HHS with full set of financials that include 9x return on investment
- Modernized security for one of the largest internet surface areas in the world providing security for approximately 170,000 members of HHS's direct workforce (contractor & employees) and over 1M ports as well the largest aggregation of health data in the world
- Invested in modernizing circuit capacity, VPN capability, and firewalls in preparation of full telework for HHS's workforce (contractor and government) of 170,000 people during the beginning of the pandemic response
- Executive tasked with creating the largest cloud based public health surveillance capability in the history of the United States: HHS PROTECT. PROTECT serves all 50 states and 6 territories and currently integrates with over 200 data sets across the U.S. houses over 4 billion data elements
- Rapidly invested in and scaled modern supervised machine learning capability (HHS VISION) to identify possible COVID 19 "hot spots", distribute lab testing supplies, and identify differentiation in pathogen genomic structure based on environment factors
- Created proof of concept (HHS TRANSFORM) for blockchain powered cloud infrastructure that established digital identity for Federal, State, Machine, and Individual end points across the United States to enable COVID health records to be maintained and controlled by individual citizens as well as facilitate the development of a clinical trial and vaccine registry (over 500,000 citizens voluntarily registered 9/20)
- Designed business plan to use technology and incentives to lower costs for industry partners involved in clinical trial research while creating flexibility for companies involved in the clinical trials to increase investment flow to modern emerging technologies (HHS TRANSFORM)
- Developed strategy individual citizens in the U.S. can use a digital identity and single technical infrastructure to access all 250,000 entities that will provide vaccines covering
- Created HHS CARES a technology platform with analytical tools to understand economic impact of global pandemic on the healthcare economy of the U.S. at the zip code level across the United States

- Piloted the development and test of the first ever HHS recurrent neural network
- Globally recognized expert on blockchain technology implementation and micro services construct to invert business models and deliver transparent value to end users
- Expert in structuring procurements to move data to the cloud, acquire automated machine learning, autonomous systems, artificial intelligence, and blockchain solutions for the Federal Government
- Co-authored articles for alternative investment journal on investing in blockchain based business and highlighted the idea of how to value ICOs leveraging the "Pele" multiplier

  Established requirements, funding strategy (appropriations and non-appropriations) and governance structure to successfully award highly political, high-risk procurements including; $300M information technology (IT) operations and maintenance platform, $350M infrastructure modernization, $1B IT development contract
- Selected by senior leadership team to lead the finance and budget division through a period of change supervising a team of 7 individuals serving 7 global programs in the establishment of a financing strategy to spend $1B of appropriated and non-appropriated funding to ensure 24/7, five 9's of continuous operations through multiple continuing resolutions
- Collaborated with a diverse group of senior executives as an acquisition advisor to ensure successful contract execution ($1B annually) and program performance of 7 risk-based programs that enroll, vet, adjudicate, and perform redress services on 1B people annually to identify terror threats leveraging a large scale integrated technology platform that parsed structured and unstructured data
- Oversaw the budget formulation, execution, and contract performance of 78 major high risk IT contracts and 3 Acquisition Category Level III contract competitions all dispersed at 7 geographically dispersed locations and over 430 technology, intelligence, law enforcement professionals

Leading Change

- Developed end to end, most complete vaccine management system to fill the gap associated with vaccine mgmt. in the United States during October and November of 2020
- Oversaw $6B in technology investments that facilitate $1 trillion payments, $800B in grants, $26B in contract awards, 500 programs across HHS in diverse health-based segments including hospital mgmt., medical research, payments, population health management, etc
- Set priorities for workforce of over 400 people (contractors and full-time employees) that ensured operational delivery of technology solutions for 15,000 customers, governance for technology investments for 83,000 employees, and security for 100s of petabytes of data and network security for 170,000 people
- Partnered with national security partners to establish the health industrial base as a key area of focus for the national security of the United States
- Established the following strategic priorities in May of 2019 improve customer satisfaction, leverage commercial cloud capabilities, test & scale emerging technologies (blockchain & artificial intelligence) and harden the agencies cyber security posture
- Led efforts to change governance structure to drive investments in information technology toward modernization efforts while ensuring alignment with existing technical infrastructure, security requirements, data sharing goals and created visibility into higher risk technologies like artificial intelligence, blockchain, supervised machine learning, unsupervised machine learning and autonomous systems
- Partnered across HHS to establish a data governance board and begin to share lessons learned and operational investments in data analytics and data sharing tools included policy, operations, and program leaders in discussions
- Led efforts to design modern approach to cyber security centered on protecting data assets, identity and access management and authentication and creating visibility into operational assets on the HHS network
- Designed modern approach to cloud infrastructure leveraging blockchain technology to enable distributed ecosystems to execute independently in a decentralized manner on the same data using containerized

microservices to ensure flexibility and facilitate emerging technologies like artificial intelligence, robotic process automation, and supervised machine learning

- Established modern policy and controls for security of information technology systems, data at rest and data in transit and approaches to maximize the use of commercial solutions
- Created approach to engaging industry to establish modern application ecosystem to ensure health records and population health insights are available to general public
- Created strategy, and built the business case to create the first ever functioning blockchain technology platform (ACCELERATE) in the United States Government to digitize and automate the acquisition life cycle at HHS

  Created strategy, identified funds, and built the first ever proof of concept and implementation (GSA FAST LANE and HHS Accelerate) for public or private procurement using blockchain technology as a data layer and using a micro services construct to deliver insights leveraging machine learning, artificial intelligence, and robotic processing automation at GSA&HHS
- Partnered with GSA leadership to successfully develop *first ever business case and acquisition plan* to establish 4th party logistics approach to award $575M contract to outsource GSA's distribution capability by lowering costs by 40% moving from a capital expenditure model to an operating expenditure model
- Analyzed proposals for GSA's international supply chain contract and identified strengths and weaknesses on GSA's *first ever* contract award to source items and create supply routes in the 13 countries surrounding Afghanistan
- Led *first time* effort that included successfully; demand driven, 4PL construct, establishing contracts, prepositioning basic life supplies within GSA's network of warehouses to provide $40M in emergency relief support (FY 14 $100M)
- Negotiated with senior executives from across the agency and communicated with leaders of several program offices to successfully transform TSA wide technology operations to a risk based posture by reorganizing $50M in payroll and $300M in contract expenditures
- Treasury representative to the National Security Council on impact of emerging technology on national security posture of the nation

Results Driven

- Partnered two companies to create an end to end 360-degree vaccine management system with the fastest quantum inspired optimization capability in the market won the state of Arizona on Jan 2021
- Establishing first quantum inspired supercomputing center in mid-western part of the united states
- Led a cultural shift toward improved data sharing at the height of the COVID 19 pandemic which drove changes at the White House, all 500 states and 6 territories, HHS, and its operational divisions (CDC, NIH etc.)
- Led effort to share raw COVID 19 hospitalization data for HHS and operating divisions everyday with all citizens: healthdata.gov
- HHS projected hospitalization utilization for 6,000 hospitals (versus 2,900 weeks before) and shared the steps for projecting COVID 19 hospitalization utilization across the United States (currently 3 times per week): protect-public.hhs.gov
- For the first time HHS and its operating divisions shared state and local policy decisions and lab test data with American public: healthdata.gov
- Established strategy and created partnerships to bring HHS PROTECT's data, NIH NIGMS Grants, CDC Pathogen genomic sequencing data and MIDAS coordination center to stimulate research on a range of questions for example how a disease like COVID 19 is impacted by billions of environmental data points
- Led cultural shift at HHS to a human centered design approach and in the first full year HHS held 200 human centered design sessions with 1,000 professionals to redesign applications that facilitated a business process

- Educated Congressional leaders, media and academic partners and other federal partners on HHS data sharing initiatives during the pandemic response
- Regularly listened to and communicated with non-government entities for example the U.S. Chamber of Commerce on HHS COVID 19 response and data efforts
- Partnered with 12 federal agencies, 50 states, and 6 territories providing access to data and collecting data while providing 24/7 help desk support to ensure issues are resolved rapidly
- Led Strategic planning sessions and Chief Information Officer offsites with 12 CIOs across HHS operational and staff divisions to established strategic priorities for next three years
- Created the first centralized software license purchasing program to save HHS $10.1 million in FY 2020 and $33 million over five years
- Scaling blockchain based infrastructure within HHS that utilizes artificial intelligence and machine learning to improve contract award time, modernize technology stack, and deliver $2B dollars in cost savings at the point of purchase for 10 product categories

  Identified funds and awarded contract to pilot a blockchain implementation for onboarding Federal contractors in 6 weeks for $150,000 that will automate contract award process decreasing operating expenditure by 90% and contract award time by 87%
- Led team of cross functional experts to create contract offers for Federal agencies valued at over $30B including solutions for, Continuous Diagnostics and Mitigation, Earth Observation, Cloud Services
- Planned, negotiated, and successfully awarded $350M contract for logistics, sourcing, supply chain support for clients within the DOD and GSA including $250M contract for direct delivery of products throughout the GSA supply chain and $28M contract for Red River Army Depot (within 90 days)
- Lead a multi stakeholder effort across the Department of the Treasury to achieve an A on Small Business Administration's Annual Small Business Report Card 2014-2016 (agency achieved 9-10 goals)
- Applied business acumen to identify cost overruns and recommend risk mitigation strategies that successfully saved $3M annually by focusing on incentives that could be measured for adjudication
- Skillfully managed procurement performance issues on high risk politically sensitive programs to eliminate backlog of over 21,000 cases in 4 months at $0 cost
- Led contract digitization effort by successfully collaborating with 6 heads of contracting activity from 6 Different locations across the United States to digitize over 14,000 contracts

Building Coalitions

- Developed parthership with top engineering firms to establish implementation partner for green energy business
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- Building coalitions with OpDiv to drive ReImagine Acquisition at HHS; including; designing a technology strategy implementing standard blockchain powered data layer with machine learning and chat bot capability
- Challenged industry association to create first ever blockchain primer and playbook for Federal users
- Served as the chairman of the first, second, and third Federal blockchain forums combined both forums provide education on implementing blockchain based solutions to over 1,000 attendees

  Advisor to American University's Dean of the Kogod School of Business for creation and implementation of a data science program focused on emerging technology implementation
- Developed relationships with Universities, Multilateral Institutions, Industry associations, Industry Partners, and Commercial stakeholders to understand different strategies blockchain implementation
- Managed relationships with a portfolio of over 5,000 suppliers that do $25B in business annually through GSA Information Technology Category (ITC)
- Collaborated with Stakeholders from over 500 program offices, 9 contracting activities, and 10 different industry associations that resulted in the development of policy, metrics, and training to improve: industry government communications, requirements development, life cycle cost estimating, program execution, and contract structure for an organization of 10,000 acquisition professionals that spent $17B annually with 14,000 suppliers
- Collaborated with executive team to analyze, establish, and implement 4 priorities, 29 initiatives, 7 objectives, and 61 performance metrics to improve procurement execution for 9 heads of contracting activity and 10,000 acquisition professionals that spend approximately $17B annually
- Elected as the Vice Chairman of the Governmentwide Small Business Executive Council by the Small Business Executive from each CFO Act Federal Agency (panel of peers) to provide leadership on structuring Category Management instruments to ensure they are designed to drive dollars to small business
- Partnered with emergency response customer Federal Emergency Management Agency (FEMA) for the *first time* in the aftermath of Hurricane Katrina to preplan contracts and pre develop emergency contracting operations center to provide improved contracting support for customer

Leading People

- Successfully defended HHS from the largest distributed denial-of-service (DDOS) cyber-attack ever experienced by any federal agency blocked 1.8 billion cyber events during an 18 hour period.
- Built a modern managed trusted internet protocol service, a new Department wide cybersecurity infrastructure in 120 days, on schedule and at a 74% discount off of commercial pricing
- Lead the second largest acquisition portfolio in the Federal Government $24B in annual procurement spend and over 4,000 1102s and 15,000 program professionals

- Leading human center design effort to digitize the acquisition life cycle at HHS by hosting over 200 human center design sessions with 1,000 acquisition professionals across HHS and its 12 operational divisions since April 2018 to digitize the Acquisition life cycle
- Received Critical Partner Support, Executive Review Board Support, Buy Smarter Support for business plan and investment in HHS Accelerate currently expect full Authority to Operate from the Security Office before Thanksgiving 2018 (first ATO blockchain in history of the United States Federal Government)
- Provided leadership, guidance, and expert advice to Schedule 70 – the largest Governmentwide revenue generating Information Technology contract in the federal government and the world valued at $15B annually
- Review, sign, and approve warrant packages and acquisition plans for workforce over 2,000 1102s
- Lead a team of over 200 1102 contracting professionals that award, modify, and manage a contract valued at $15.2B annually for Information Technology products, services, and solutions
- Direct report to the Deputy Secretary of the Treasury and *first ever* executive to lead a high performing team and agency's 500 procurement professionals toward positive small business outcomes as the Director of Office of Small and Disadvantaged Business Utilization
- Led team that created the *first ever* case-based training program to simulate aspects of the procurement process to train 4,000 professionals from industry and government in one day
- Collaborated with 10 industry associations that resulted in the development of *10 first ever* internal seminars led by industry partners to educate over 800 acquisition professionals and 400 industry partners on the cost and risk drivers of doing business with DHS
- Successfully created educational series in partnership with industry to educate acquisition workforce and industry on the importance of investment in contract award decisions and in proposal responses including developing the following: Capability Driven Investment, Developing Opportunities Pipeline, Targeting Government Market, Raising Capital, Defining Core Competencies, Working Capital, Virtual and Physical Security, $100K revenue reality, market research guide, debriefing guide, etc. Initial roll out of the training program was rated at 98% customer satisfaction based on participant feedback

Advisory Work

United States Navy Science and Technology Board, Advisor to the Navy Secretary September 2023-Present
Dalrada Financial Corporation Board May 2021- June 2023
World Bank Group – Public Procurement Benchmarking Initiative (analysis and report 2016)
International Association for Contracts and Commercial Managers (IACCM) Fellow 2016
(1 of 50 out of 80,000 members in 164 countries)
Classics Basketball Board, 2005-2009
American University, Kogod School of Business, Data Science Program

Publications

Authored multiple articles (domestic and international publications) 2012- Present, topics include:

o Swenson, Pele, and Blockchain, Journal of Alternative Investments 2019

o The Importance of Investment when Doing Business with the Government

o Federal Acquisition Workforce cannot be outsourced

o Partnering with Industry is Key to Improving Acquisition Outcomes

o Investing in Value

o How planning to buy value saves lives

o Understanding the Balancing Act

o Importance of Small Business Understanding to Future CPOs

o Investment as a Strength or Weakness in Federal Contract Awards

Teaching Appointments

Adjunct Professor, Johns Hopkins University, 07/2018 - Present
Adjunct Professor, University of Virginia, 01/2017
Adjunct Professor, Prince George's Community College 01/2013 – 01/2018
Susquehanna University – Executive in Residence Day, 11/2016
American University – Consulting Practicum Coach, 2009-2015
Classes Taught:
o Blockchain & Cryptos, Present
o Entrepreneurial Finance, Present
o Consulting Practicum Meharry Medical College & Johns
Hopkins University Blockchain EMR Project

      o Introduction to Procurement, Present

      o Procurement Law, 2014-2016

      o Marketing, 2014

o Supervision and Leadership, 2014-2016

o Principles of Negotiation, 2016

oEmerging Global Business Trends, 2016

oPeace through Commerce Consulting
Practicum, 2009-2015

Work History

- **Imagineeer**, Founder September 2020- Present
- **Chief Strategy Officer**, Dalrada Financial Corporation July 2022-June 2023
- **Chief Information Officer and Interim Chief Data** Officer, Health and Human Services (HHS), May 2019-September 2020 (Senior Executive Service)
- **Acting Deputy Assistant Secretary/ Associate Deputy Assistant Secretary for Acquisition**, Health and Human Services (HHS), January 2018 – October 2019 (*Senior Executive Service*)
- **Director,** Information Technology Schedule 70 Operations, United States, General Services Administration (GSA), January 2017- January 2018 (*Senior Executive Service*)
- **Director**, Office of Small and Disadvantaged Business Utilization, United States, Department of the Treasury, October 2014 – January 2017 (Senior *Executive Service*)
- **Procurement Ombudsman & Industry Liaison**, United States, Department of Homeland Security (DHS), July 2012 – October 2014 (GS -15)
- **Program Manager and Acting Finance and Budget Manager**, United States, Transportation Security Administration (TSA), August 2010- July 2012 (J Band/ GS -14 Equivalent)
- **Procurement Analyst and Contracting Officer**, General Services Administration (GSA), April 2007 August 2010 (GS – 12- 14)
- **Contracting Specialist & Contracting Officer**, United States, GSA, April 2004- April 2007 (GS 7-12)
- **Sales Consultant**, United States, Paradigm Companies, 2003-2004 (Entry Level)
- **Customer Services Representative**, United States, Uhaul 2001-2003 (Part Time College Job)

Public Speaking
 Engaged in 100 speaking engagements since 2006 as Agency Representative:
- Major media and niche media engagements
- Health IT ACT –IAC Forum
- Distributed Health Blockchain Forum
- Coverge2Xcelerarte Blockchain Forum
- Global Blockchain Forum
- IACCM America's Conference
- NCMA World Congress
- GSA Expo
- Government Contracting Weekly Television Show (multiple times)
- Federal News Radio (multiple times)
- Multiple Association and Government Led Industry Engagement Events

- Multiple Podcasts

Awards

- Fed Health IT 100 2020
- Fed Health Innovation Award
- 2019 Government Partner of the Year Award Montgomery County Chamber
- 2019 Fed Scoop 50
- 2019 Fed Health 2019 Innovation Award
- Gears of Government Team Award
- Affirm Leadership Award Health IT Exec of Year 2019
- Fed 100, 2019
- Pinaccle Award IT Innovator of the Year 2018
- ACT-IAC Collaboration Award, 2018
- IACCM, Excellence in Contract Mgmt (international), 2018
- Fed 100, 2018
- Government Technology Services Coalition, Small Business Champion Award, 2015
- Washington Homeland Security Roundtable Industry Engagement Award, 2014
- National Contract Mgmt Association (NCMA) Finalist- ELMER B. STAATS AWARD Contracting Professional Excellence Award, 2014
- The ACT-IAC Procurement Excellence Award for Industry-Government Communication, 2013
- DHS Chief Procurement Officer Recognition for Teamwork, 2013
- International Association for Contract and Commercial Manager (IACCM) Innovation Award for Operational Improvement (international), 2013
- The Coalition for Government Procurement's Excellence in Partnership Myth Busters Civilian Award, 2012
- GSA Commissioners Award for Teamwork, 2007
- GSA Lean Six Sigma Award, 2006
- GSA Pathways to Success for Small Business Award, 2005
- American University Case Competition - 2nd Place 2008
- American University Case Competition - 1st place 2007
- International Case Competition Finalist – 2007