

Kelvin McNeil Jr., Product Strategist (AI/ML | SaaS)

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RELEVANT EXPERIENCE & CONTRIBUTIONS

Zero-to-One Builder	Architected AI/ML solutions leveraging AWS S3, Bedrock, and SageMaker; deployed FedRAMP/ATO-ready architectures into production.
AI for Compliance	Designed and deployed LLM workflows in production using AWS Bedrock with Anthropic Claude Sonnet, distilling executive orders into structured prompts, parsing grant documents, and applying schema validation to ensure outputs matched compliance reporting formats.
Product & Funding	Raised \$20M+ in interagency funding, designed phased, budget-conscious solutions for 16 federal agencies
Personal Project	Co-building a real estate SaaS MVP with Ruby on Rails + PostgreSQL (DB management via Beekeeper Studio), and Tailwind UI component library, focused on transaction workflow automation.

EXPERIENCE

Guidehouse Inc. - Director of Product Strategy

12/2021 – Present

- Set the product vision and roadmap for GrantSolutions, aligning multi-year delivery with shifting federal policy and agency needs.
- Lead the OneGrants Data Lake + API modernization, integrating structured and unstructured data from multiple systems and preparing the platform for agentic intelligence across grants workflows.
- Drove adoption of Model Context Protocol (MCP) by building shared tools, schemas, and prompt resources that enable teams to query the OneGrants data lake through LLM-driven workflows.
- Built AI/LLM capabilities, including a Bedrock + Claude Sonnet chatbot and early agent prototypes that reduce support demand and improve accuracy while managing inference cost.
- Designed Python-based compliance monitoring pipelines covering \$300B+ in federal grant obligations, with Redshift/Tableau dashboards that surface real-time risk and performance issues.
- Partnered with DOGE to consolidate and modernize grant systems, positioning GrantSolutions as a key shared service across the federal marketplace.
- Led cross-functional delivery across engineering, security, policy, and legal to achieve FedRAMP/ATO compliance while driving user-centered product design.
- Directed execution across 16 Scrum teams, owning backlog prioritization, MVP definition, and PI Planning to ensure tight alignment between engineering delivery and mission needs.
- Acted as the strategic bridge between executives, developers, and end users, shaping requirements, validating solutions, and driving adoption through iterative testing.
- Champion reliability and responsible AI practices, ensuring all LLM-enabled workflows include schema validation, safety constraints, and operational guardrails for federal environments.

Dovel Technologies LLC - Account Director | Product Manager

03/2018 – 11/2021

- Served as Product Manager for CDC's grants portfolio, managing a backlog of enhancement requests while balancing urgent pandemic aid distribution.
- Scoped and delivered an MVP migration plan to transfer the \$80M ONDCP Drug-Free Communities Program into CDC's portfolio with minimal disruption.
- Led backlog refinement sessions with CDC and NIH stakeholders, prioritizing integrations and features that supported \$8.5B in annual obligations and 14,000+ awards.
- Coordinated with engineering to design API-driven data flows across NIH/CDC systems, enabling real-time portfolio management.

Octo Consulting Group - Product Analyst

01/2017 – 03/2018

- Acted as Product Analyst supporting US Securities and Exchange Commission (SEC) MIDAS platform, refining backlog items tied to analysis of 1B+ equity exchange records.
- Collaborated with compliance and engineering teams to define user stories for dashboards and visualization tools used by attorneys and regulators.
- Researched and evaluated crypto compliance monitoring tools, influencing roadmap direction for the SEC's Cyber Unit.

Dovel Technologies, LLC- Business Analyst | Associate Product Owner

09/2015 – 12/2016

- Supported the Product Owner role by managing backlog items for the Head Start Enterprise System (HSES) integration project.
- Co-defined MVP scope for a \$5M investment, delivering the core web-service interface before layering in advanced features.
- Conducted requirement workshops, backlog grooming, and user testing sessions with OHS stakeholders to ensure user-driven feature prioritization.

EDUCATION, TRAINING, AND TECHNICAL CERTIFICATION

- BS, Sports Management, University of Delaware, 2008-2012
- MA, Conflict Resolution, University of North Carolina at Greensboro, 2012-2015
- Agile: Certified Scrum Master, SAFe Agilist, SAFe Lean Portfolio Manager, 2019 - 2022
- Certified AWS Cloud Practitioner, 2022
- NuCamp Web Fundamentals Certification, 2024
- NuCamp Full Stack Bootcamp Certification, 2025
- AWS Machine Learning Engineer – Associate (In-Progress), 2025

TECHNICAL SKILLS & TOOLS

- **Languages & Frameworks:** Python (pandas, FastAPI), Ruby, Ruby on Rails, JavaScript, Node.js, SQL
- **Cloud & AI/ML:** AWS (S3, Bedrock, SageMaker, EC2), AI/ML model integration, cloud-native architecture, cost optimization
- **Databases & Data:** PostgreSQL (schema design, DB management via Beekeeper Studio), SQL pipelines, data analysis & visualization
- **Automation & Integrations:** n8n, Zapier, RESTful API design, ServiceNow, Airtable
- **Version Control & Dev Environments:** GitHub, BitBucket, VS Code, Cursor
- **Product & Agile Tools:** Jira, Confluence (backlog refinement, PI Planning, roadmap management)
- **UI/UX & Front-End:** Figma, Adobe XD, Sketch, InVision, Zeplin, Tailwind, Bootstrap

CONFERENCE LEADERSHIP & PUBLIC SPEAKING

- **Speaker**, NGMA National Grants Management Association (2019): Presented to 150+ attendees on Emerging Technologies in Grants.
- **Panelist**, NGMA Annual Grants Training (2023): Shared best practices on SaaS modernization, partner onboarding, and roadmap execution.
- **Workshop Facilitator**, Guidehouse Innovation Series (2024): Led workshops on AI/ML in grants compliance and phased delivery under federal budget constraints.

INTEREST & ADDITIONAL EXPERIENCE

- Former NCAA Division I Basketball Player (University of Delaware & UNCG)
- Professional Basketball (2012-2014): Competed internationally in Malaysia and France
- Founder & President, Hillsborough Youth Basketball Academy (501(c)(3) Nonprofit) 2024 – Present