### Michael Thomas DeFelice

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#### **SKILLS**

### **Data Science in Python**

Primarily using the numpy, pandas, scikit-learn, xgboost, and keras packages; Google BigQuery, Pub/Sub; Apache Spark

## **Product Incubation on Google Cloud**

Primarily using its *Kubernetes*, *Cloud Functions*, and datastore services to deploy web apps and APIs; expertise also with *Flask*, *Django REST Framework*, *Vue.js*, *Gridsome*, *JavaScript*, *HTML*, *CSS*, *Bulma*, *Bootstrap* 

### RECENT WORK EXPERIENCE

### Co-Founder & CTO, CyberFortress; 2018 - Present

Responsible for R&D, scaling, and technical operations for an insurtech startup focused on building a new kind of cyber insurance policy for ecommerce.

- Built an ML-based underwriting model that determines a company's risk of an outage in seconds from just an email address
- Developed a method for continuous data collection across hundreds of thousands of ecommerce domains
- Completed a \$3.2M seed round co-led by Greycroft & Live Oak Venture Partners
- Developing the company's Risk Modeling, Product Engineering, and Product Operations practices

# Principal Data Scientist, Jungle Disk; 2016 - 2019

Worked closely with the CEO on strategic growth opportunities.

- Modeled & managed price changes that significantly contributed to revenue growth in a shrinking market
- Performed financials analysis, modeling, and forecasting. Explored customer growth behaviors & digital marketing performance over time (incl. per-channel LTV)
- Developed IP; filed patents on key initiatives & areas of development; performed technical due diligence for strategic acquisitions

# Co-Founder & Board Member, GoodTokens; 2013 - 2017

Developed the product's initial APIs and worked closely with the CEO and our design & development partners on its launch.

## Principal Architect, Rackspace; 2010 - 2016

As a Principal Architect, I was responsible for the development of incubation projects; prior to this, I worked in Corporate Development performing technical due diligence on M&A, investments, partnerships, and post-merger integrations. As Chief Infrastructure Services Architect, I led architecture for the *Managed Storage*, *Data Protection*, and *Virtualization* product lines.

### **PATENTS**

- 1. <u>Vulnerability Profiling Based on Time Series Analysis of Data Streams</u>
- 2. Generative Text Using a Personality Model
- 3. Natural Language Generation Using Pinned Text and Multiple Discriminators

### **EDUCATION**

Ursinus College; BS, Computer Science; 1999 - 2003