

Lou Springer

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Architecture/Engineering Leadership

As a hands-on Architecture Leader, I've led dozens of executives at Fortune 500 Companies like Sun Microsystems, Oracle, Intel, and Bechtel to deliver \$20M+ Projects, consistently driving value and exceeding expectations.

Project Led Include:

- ✓ Built combined consolidation and digital transformation study at Mattel increased Sun engagement probability by 80%
- ✓ Increased channel sales by 24% for 3,000+ sales professionals at Dell
- ✓ Built dozens of delivery and engagement teams, increasing win rates by 18% and overall opportunities by \$300 million
- ✓ Directed 15 FTEs to reduce annual costs by \$1M, increase revenue by \$15M within less than 12 months
- ✓ Identified and eliminated \$1.2M+ in unrecovered costs for Broadwing, more than offsetting the contract cost

Specialties:

- ➡ **Leadership:** Took Copart from brick-and-mortar to click-and-mortar, simultaneously reducing risk exposure and increasing revenue with technical acuity, keen observation, empathy, and collaboration.
- ➡ **Problem Solving:** Proficient in creatively resolving multiple, conflicting, complex issues through stakeholder engagement, vigilant situational awareness, and communication techniques that safeguard project, initiative, and strategic success.
- ➡ **Collaborative Design:** Expertise in creating and refining enterprise and product architectures through collaborative efforts with cross-functional teams.
- ➡ **Conflict Management:** Skilled in managing stakeholder relationships and resolving conflicts to ensure smooth project execution.
- ➡ **Strategic Planning:** Experienced in driving strategic planning and leading digital transformation initiatives that align with business goals and enhance performance..

Experience

Independent Researcher / AI & LLM Systems Architect

Development of OSS tools and technologies, focused on data and AI, using modern data management tools and cloud platforms, such as Snowflake, Azure, GCP, AWS, OCI, FiveTran, Redis, GPT, Gemini, Claude, Github CoPilot, Codex, Langchain/Langgraph etc.

Maintain lab facilities consisting of Snowflake, AWS, Azure, Cloudflare, GCP, Ubuntu Linux, MacOS infrastructure for building and maintaining experiments and OSS tools and code.

August 2023 – Present

- Conducting advanced R&D in LLM-based agent architectures, reflective reasoning patterns, and enterprise AI integration, driving next-generation automation for SaaS workflows. Deployed and maintained <https://observatory.nklon.com> for ongoing lab work. Recently released <https://pypi.org/project/beast-mailbox-core/> redis backed mailboxes.
- Built a cross-LLM orchestration framework with portable RDF/Turtle “spores” for semantic state sharing across agents and human teams—enabling multivariate collaboration across workflows like cost estimation, compliance audits, and routing optimization.
- Developed the Ontology Framework: a flexible semantic modeling platform to enforce constraints and support multi-format architecture modeling across requirements, problem/solution spaces, stakeholder personas, risk factors, and technical design. This aligns precisely with enterprise architecture decomposition needs.[GitHub](#)
- Created the Problem Statement Management toolkit: a structured repository for problem definition, stakeholder analysis, and solution planning—providing templates, guides, and tools to clarify requirements and drive solution design.

Faction

Technology Managed Service Provider, Cloud Service Provider

Sr. Director of Enterprise Architecture

August 2019 - August 2023

- Continuously collaborated with product management and Faction’s strategic partner, Dell, to solve for accelerated service offerings, enabling direct sales by Dell and helping several thousand Dell sales professionals succeed with Faction’s products and services.
- Led the execution of pioneering PoCs, demonstrating AI model training and migration between cloud providers, reinforcing key product value propositions for Dell channel sales by 24%.
- Transitioned the Faction strategic product focus and narrative from multi-cloud data to AI and data by applying rigorous, continuous research and analysis of markets and technical trends.

Skalera

Cloud Service Provider Consultancy

Chief Product Officer

June 2018 - August 2019

- Managed product strategy and development teams, resulting in an immediate 80% reduction in lost time due to roadblocks, missing information, and communication issues.
- Built ETL data pipelines and automated deployments, reducing client operational costs by 25% and doubling the enterprise's addressable market.

Flexential (formerly ViaWest)

Cloud Service Provider, Managed Services Provider

Sr. Director of Service Architecture

2011 - June 2018

- Conducted SE training sessions on "trusted advisor" approaches and architecture, enabling a 50% increase in overall confidence in SE execution strategy and an increase in opportunity identification by at least 25%.
- Data Warehouse design and implementation for operational and product management reporting and analytics, enabling Tableau visualizations in collaboration with the product management data scientist.
- As a non-Sales staff member, ViaWest invited me to the President's Club to recognize my outstanding impact on sales and overall corporate revenue capability.

Sun/Oracle

Automotive (Copart), Online Services (Copart eBay), Manufacturing (Mattel, Apple, Xerox), Media and Entertainment (Sony), Semiconductor Manufacturing (Phillips), Financial Services (Wells Fargo)

Lead Architect, Pre-Sales Architect

2000 - 2011

- Transitioned Copart auction services to internet-only, resulting in a 2x revenue increase and a 100% elimination of all costs associated with live auctions at salvage yards, resulting in several millions of dollars of annual yard costs and an elimination of costs and safety risks associated with managing salvage yard auctions.
- Conducted multiple infrastructure consolidation studies in concert with sales teams, generating at least \$50 million in pipeline opportunities and \$15 million in converted revenue.
- Conducted pre-sales support and a consolidation study for Mattel Corporation, which not only realized at least \$5 million in cost infrastructure savings but also provided strategic plans and roadmaps for at least \$20 million in cost savings for Mattel and \$15 million pipeline opportunity in sales and services for Sun Microsystems, transforming Sun into a trusted advisor for Mattel.

Independent Consultant

Managed Services Provider (Faction), Oil & Gas (Neos Geosolutions), Semiconductor Manufacturing (Intel), Government Sector (Waste Isolation Pilot Plant, Superconducting Super Collider), Utility Industry (Arkansas Nuclear One), Publishing (Collaboratek)

Consultant

1997 – 2000

- Analyzed the Order-to-Cash system flow and provided recommendations to reduce costs by 50% and increase usable enterprise data by at least 2x.
- Conducted Sybase work for Intel's project management systems, enabling an aggressive 2-year chip fab build plan.
- Collaborated with the project management and controls staff at the Waste Isolation Pilot Plant and Arkansas Nuclear One, doubling usable, accurate project management data and critical maintenance window to meet time and budget constraints.

New Era of Networks (NEON)

Software Development, Oil & Gas (Kinder Morgan), Financial Services (Goldman Sachs, Merrill Lynch)

Pre-Sales Engineer Database Architect Database Engineer Professional Services Practice Lead

1995 - 1997

- Designed and implemented the Oracle version of the Messaging and Queuing product, increasing addressable revenue by 2x and addressing a significant client retention need with financial services clients, which is estimated to have avoided \$15 million in potential churn.
- Built and managed professional services and sales engineering capabilities in the western region, conducting sales calls and training sales engineers on product positioning and presentation. In the first year, this increased western region license and services revenue from near zero to several million dollars a year, with year-over-year increases of at least 20% for several years.

Independent Consultant

Telecommunications (Broadwing, IXC, Level 3), Internet Service Provider (Level 3), Pharmaceutical (SmithKline), Healthcare Information Technology (NDC Health Information Systems), Pharmaceutical (McKesson)

Software Developer, Database Developer, Database Architect, Enterprise Architect, Business Process Architect

1997 - 2000

- Architectural evaluation of provisioning systems for Broadwing, a telecommunications service provider, resulting in a contract over several years and \$750K in revenue.

- Identified and eliminated at least \$1.2 million in unrecovered costs for Broadwing, more than offsetting the contract cost.

Certifications and Training

- SnowPro Core Certified
- Architecting Microsoft Azure Solutions (70-535)
- Building Classification Models with TensorFlow
- Stream Processing with Spark Streaming
- The Building Blocks of Hadoop – HDFS, MapReduce, and YARN
- OCM Leading and Managing Change
- Implementing SAFe 4.0
- Sentiment Analysis with Recurrent Neural Networks in TensorFlow
- Building Unsupervised Learning Models with TensorFlow
- Getting Started with Apache Kafka
- D3: The Big Picture
- Integrating Docker with DevOps Automated Workflows

SKILLS

Strategic Planning, Roadmap Development, Workshops, Risk Planning, Budgeting, Forecasting, Leadership, Mentoring, Enterprise Architecture, Technical Architecture, Presales, Trusted Advisor Led Sales, Digital Transformation, Migration Planning, Business Continuity Planning, Agile Scrum, Program Management, Project Management, Python, Java, SQL Server, MySQL, Azure, AWS (Lambda, RDS, DynamoDB), Jenkins, Hudson, MSMQ, Oracle, Jira API, ServiceNow API, Terraform, TypeScript, Snowflake, ServiceNow, Databricks, EMR, Dataproc, PySpark, Snowpark, Neo4j, Docker, MuleSoft, Databricks, Kafka, Hive, Tableau, PowerBI, Spring, Hibernate