Roy Ferguson

**Senior Software Technologist**

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| **PROFESSIONAL SUMMARY** |

Senior Technologist specializing in identifying, developing and managing innovative software products and related services. Exceptional capability to identify opportunities for the effective application of technology solutions. Stand-out technology advocate/ evangelist with a natural ability to simplify complex technical concepts and effectively communicate them to both technical and non-technical stakeholders.

**EXPERTISE**

* Program/Product Management Product
* Roadmap Development/Execution
* Financial Management Fluency
* ContractManagement. RFI/RFQ/SOW
* Feasibility/Requirements/Detail Design
* Sales Engineering/Marketing Support
* Customer Advocacy/ Consulting
* Technical Entrepreneur/Leader
* SDLC Process Optimization
* DevOps - Atlassian Toolchain (Jira/Git)
* Analytics /Machine Learning (Python/Keras/SciPy/Jupyter)
* Software Development (C++/AWS/Windows/Linux)

**EXPERIENCE**

**Chief Technology Officer/Co-Founder May 1991 – March 2021**

**NEWMETRICS – ST. LOUIS**

Held various technical and business positions over a 30 year career with this operations research/business intelligence SaaS and consulting company, including: Chief Technology Officer, Vice President Engineering, Product/Program Manager and Principal Engineer. P&L responsibility for developing and implementing product road map for company’s suite of software and associated services.

Responsibilities included:

* General business planning, competitive analysis, business case and technology strategy development
* Software Development Management, recruitment and coordination of inter-disciplinary teams
* Development Software as a Service (SaaS) and Mobile software solutions
* Development of a professional consulting/support organization
* Technical architect: AWS/GCP - Windows/Linux and Mobile OS
* Software Development: C++/Python/Keras/ SciPy/Tensorflow
* Sales and Customer Support Process Engineering
* Product Implementation/Deployment Methodology Development
* Technical Documentation/Training, Sales/Marketing Collateral/Technical Journals and Publications
* Contract Management, RFI/RFQ Responses, SOW Preparation
* Financial management fluency (P&L, balance sheet, forecasting, budgets) to ensure return on investment and the achievement of financial objectives

Accomplishments:

* 30 years of progressive technology leadership roles
* Successful management of a startup/small technology organization requiring efficient technology spend/optimized resource allocation
* Led a staff of 20 engineers and business analysts. Provided technical direction for engineering, marketing, sales and customer support.
* Designed, developed and supported an innovative simulation of complex networking and queuing systems as the company’s initial product offering. Company successfully productized the technology and partnered with Bell Northern Research to achieve 100% market penetration within 2 years of initial deployment.
* Chief product and technical architect that expanded the company product offering to provide a complete end-to-end network SaaS management capability that evolved into the company’s flagship product. Provided technical leadership to scale the service from 10 to 100,000+ in less than two years.
* Successful track record of delivering on roadmap initiatives and enabling teams using Agile methodology
* Principal development engineer with significant experience with Unix/Windows/C++/Python environments. DevOps using Atlassian Tookchain (Jira/Git).
* Research and development of process automation products using machine learning techniques (Python,SciPy,Jupiter,Keras,Tensorflow).

**Faculty Advisor** (part-time) **– Data Analytics/Big Data August 2017 – May 2019**

**WASHINGTON UNIVERSITY in ST. LOUIS**

Project oversight for initiatives within the Center for Customer Analytics and Big Data(CCABD). Providing mentoring on experiential learning projects involving analytics, machine learning and big data approaches to investigations commissioned by commercial businesses and non-profit organizations. Unique to this role is the opportunity to apply real-world perspective within an academic setting and thereby positively affecting client outcomes by emphasizing solutions that can be incorporated into the clients’ existing operational processes.

**Principal Engineer/ Research Associate June 1985 – May 1991**

**BNR/Washington University – ST. LOUIS**

Member of the Fast Packet Project, a Bell Northern Research sponsored research consortium at Washington University developing commercially viable giga-bit speed network management technology. Portions of the project were performed at Washington University while pursing graduate studies.

**EDUCATION**

**Master of Science | Computer Science**

**Certification in Artificial Intelligence**

Washington University, St. Louis, MO

**Bachelor of Science | Computer Engineering**

Arizona State University, Tempe, AZ