



# ALAN MARIOTTI

*Technologist*

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## Certifications

CISSP | CISM | CRISC | CEH | GDPR | ITIL

## Awards and Recognition

Computerworld Premier 100 IT Leader 2015

Premier 100 Information Technology Leaders in America: *Lifetime Achievement Award*

CIO 100 Winner 2014: (3) *for Digital Retail Theatre and associated technology and business development*

Carnegie Mellon University/AMA Award: *for Excellence in Information Technology*

Microsoft Pinnacle Award: *for Excellence in Information Technology and Engineering*

CIO 100 Winner 2003

"SmartBusiness 50": *business innovator award recipient (twice)*

Computerworld Smithsonian Award: *for Manufacturing*

Computerworld Smithsonian Award: *Nomination Business*

Computerworld Smithsonian Award: *Nomination Government*

Points of Light Foundation: *Technical Director during George H.W. Bush Administration*

## Additional Experience

Numerous articles/cites published in various business, news, and trade publications throughout career including Wall Street Journal, CIO,

## Summary

Innovative cybersecurity, business & technology leader with over 25 years' experience building world-class technology organizations and strategic IT turnarounds for numerous Fortune ranked companies.

Metrics driven, perceptive leader who successfully transforms technology organizations resulting in multi-million dollars of productivity savings through creating strategic partnerships, heavy engagement and collaboration with customers and the innovative creation and utilization of technology and core process.

Passionate team builder who can readily assess, recruit, mentor and retain top talent. Trusted advisor to the C-suite, Board of Director and Cybersecurity communities.

## Work experience

### Founder

Skomax LLC Business, Security and Technology

Established in 2003, Skomax and related referral network of industry peers operates as an independent consulting firm concentrating on Enterprise Information Technology solutions using the most relevant industry trends and best practice.

- Maintained an outstanding track record for success in creating and delivering optimum technology and cybersecurity solutions.
- Advised organizations and teams through Hybrid cloud, enterprise architecture, BCP/DRP, SAP ERP, Dynamics AX ERP, Oracle Commerce, eCommerce, and business process engineering and software development life cycles.
- Worked with numerous industries to include, aerospace, manufacturing, consumer goods, apparel, technology, government, automotive, and fashion. Engagements include penetration testing, vulnerability and risk assessment, HIPAA, CJIS, PCI, SOX, GLBA, GDPR and other regulatory areas.

### 2017 - 2018 Chief Information Officer

Florida Department of Corrections

My position as CIO encompassed three bureaus: Service Delivery, Technology Services, and Systems Development to provide information technology and cyber security direction to 143 facilities across the state of Florida, including 43 major institutions, 33 work camps, 15 Annexes, 20 work release centers and 6 road prisons/forestry camps with more than 23,000 employees.

- Created aggressive CMMI framework enabling an operational world class workforce paving the way for cost reduction and effectiveness for the taxpayer.
- Developed homogeneous computing blueprint for normalizing enterprise computing footprint.
- Oversaw statewide NIST audits and cybersecurity forums to identify best practices for future operations in a predominately Windows environment with approximately 21,000 endpoints.

### 2012 - 2016 Vice President Information Technology and Security

Chico's FAS, Inc. Leading Women's Multi Brand Apparel Company

While at Chico's I created numerous high performing teams through motivation and mentoring of both IT teams and our business partners. This served to create a positive work environment, allowing innovative

BusinessWeek, Computerworld, etc.

- Multiple Software Copyrights (1988-2011)
- Gubernatorial Commendation for community service
- Numerous business, professional and technical certifications (>100)
- 3 separate ComputerWorld Smithsonian Nominations and awards in the areas of Business, Manufacturing, and Government

## Select Expertise

- Business and technology strategy and tactical alignment
- Hybrid IT service delivery and strategy
- Board level partnership, experience and development
- Cybersecurity, Risk Management, governance and compliance
- Team leadership, restructuring and hiring
- Transformation, program management, and change leadership
- Research, development, process and quality improvement
- System architecture, design, and implementation
- SaaS, PaaS, IaaS, cloud, custom, and open sourced technologies

## Education

### Systems Technology University

Associate's degree 1984-1986

### La Salle University

Bachelor of Science 1992-1996

## Relationships

Top tier industry relationships with access to the C-suite within major domains of enterprise computing to include analytics, big data, artificial intelligence/machine learning, hybrid cloud, blockchain, and cybersecurity.

Select companies include:

- Dell
- Alphabet
- Google X
- Microsoft
- Fujitsu
- Hewlett Packard
- Secureworks
- Fireeye
- IBM Watson
- Samsung

solutions for business challenges, effective management, and execution of IT strategies.

I pioneered and recommended a world-class security program to the Board of Directors, increased operational effectiveness of both teams and processes and established a solid hybrid cloud infrastructure poised for speed to perpetually remain ahead of the technology curve. Using proven teaming methodologies and leveraging technical relationships with the world's leading Cybersecurity and technology leaders led to an advanced retail security posture to protect and significantly enhance the operations of our enterprise. This culminated in a ninety percent reduction in critical system outages.

The Chico's IT team was recognized in 2014 as CIO Magazine Top 100 Winners: Showcasing the Transformative Power of IT Business Innovation.

- Successfully implemented new point-of-sale system to all brands to include training for 20,000 associates on time and within budget. Full integration to existing Oracle and SAP ERP systems for four brands.
- Co-developed the concept of Omnichannel "Digital Retail Theatre" (DRT), a suite of technologies including: Intelligent Digital Signage, ecommerce, global content management network, complete cloud based and collaborative enterprise, RFID, and more.
- Maintain partnerships at the executive level with Google Inc., Samsung Inc., Cisco, VMware, HP, Dell, and Fujitsu for development on Omnichannel, security, and enabling hybrid cloud technology initiatives.
- Recognized individually in 2015 by Computerworld being named as one of the Premier 100 IT Leaders in America.

### 2008 - 2010 Vice President Enterprise IT, Process, and Security

Ford Models - Leading Global Management Company for Fashion Talent

During my time at Ford Models I introduced the C-Suite to solid business process management across the organization, enabling business growth and expansion to gain competitive advantage. I drove the IT infrastructure and security to SOX level compliance even though privately held. I created and executed a wholesale migration of the core IT infrastructure to a secure cloud based environment in six months, resulting in a fully automated, dashboard-driven enterprise.

- Introduced an on-demand method for break-fix and infrastructure support.
- Optimized telecom and media assets and normalized security across the company through process innovation.
- Initiated fully fault-tolerant methods to support telecom, business continuity planning, and cloud connectivity.
- Constructed a model and portfolio image management methodology to enable seamless workflow between photographers, models, and agents, while implementing a global state of the art system for all model/talent assets.

### 2004 - 2006 Vice President Information Technology, Security & Customer Service

Tommy Hilfiger Leading Premium Lifestyle Brand

My role included overseeing all facets of technology operations, including strategic planning, IT investment, and security solutions. I executed strategies to optimize performance and streamline processes for supply chain, design manufacturing, merchandising, and store operations.

- Honored with Microsoft Pinnacle Award for world-class implementation of Tommy.com, which delivered \$20M in additional revenue after first season launched. Worked closely with development division to replace aging ERP with Dynamics AX worldwide.
- Instituted robust SEI CMMI framework that improved IT productivity by 200% in just one year.

- VMware
- Numerous startups.

- Eliminated 65% of cyber risk insurance costs by strengthening security of networks and legacy systems.
- Crafted security program that returned \$10M in the first six months of launch.
- Led deployment of enterprise retail point-of-sale in less than one year.

1999 - 2003 Director E-commerce / Director and General Manager  
RayMarine

Raytheon Company Leading Aerospace/Defense Organization

As Director, I developed and managed the Enterprise E-business Strategic Plan including business process reengineering, software development and system integration. I launched Raytheon Aircraft resale site, realizing \$143 million in new revenue in two months and helped launch Raytheon's first e-commerce division and managed its global implementation.

- Developed and presented recommendations to the Board of Directors, senior executive teams and key corporate stakeholders.
- Planned and managed multimilliondollar operating/project budgets.
- Crafted commercial Internet strategy for multiple Raytheon brands, including Exostar.com (reached more than \$1B in revenue), RaytheonResale.com, Boaters.com, and RapidParts.com.
- Secured more than \$200M in annual net revenue increases from these strategic site implementations.

1999 - 1999 Director of Information Technology and Security

Columbia Energy Group Natural Gas and Electrical Utility

I directed an elite team in technology planning, strategy development, and operations where I defined strategic direction of IT investments, ecommerce initiatives, and application development.

- Established and managed IT support services as well as planned and maintained operating P&L.
- Consolidated thousands of national utility sites under one domain to recover \$10M to the business.
- Led offshore outsourcing of IT services and support services to slash operating costs by millions.

1994 - 1998 Honeywell, Inc. Global Producer of Products and Engineering Services

Director Information Technology Technical Services / Director Information Technology Automotive

At Honeywell I was responsible for IT infrastructure, security and support for all ATSC Government contracts. I obtained a Security clearance and directly supported programs for the U.S. Department of Defense, NASA Hubble Space Telescope, Jet Propulsion Laboratory, Sandia National Laboratories, Central Intelligence Agency, Department of State, Space Systems Development Department, and the Naval Research Laboratory.

- Co-created a new product (SWIM) with existing team to engineer software and software products that increased software production by 500% in multiple business units. This product received a Computerworld Smithsonian award and was licensed by Microsoft for its own internal use.
- Created a second new product that enabled rapid reengineering of I/T in six business units, increasing product output by an average of 400% and decreasing resource requirements by an average of 40%.