

Alan Mariotti

Business, Technology & Security Leader

ComputerWorld Premier 100 IT Leader 2015

CISSP | CISM | CEH | CCSK | ITILV.3

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As an avid technologist with expertise in security, I have dedicated my career to the advancement of the IT profession across multiple industries including, aerospace, manufacturing, consumer goods, apparel, automotive, retail, and one of the world's leading modeling agencies. Working with various Fortune 500 companies I enhance their technological resilience through the proper application of technology, cybersecurity, architectural innovations and foundational process.

Driven by my passion and understanding of complex technical and security landscapes, I have spent years reverse engineering processes to build the roots for improvement in any business scenario. My unique recipe for process improvement and the ability to build high-performing teams has positioned me as a formidable force for positive change in the industry.

Professional Experience

2012 to
2016

Chico's FAS, Inc. Leading Women's Multi Brand Apparel Company (\$2.6B)

Fort Myers, FL

Vice President Information Technology and Security

While at Chico's I formed 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 solutions for business challenges, effective management, and execution of IT strategies.

I pioneered a world-class security program, increased operational effectiveness, 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.
- 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.

2003 to
present

Skomax LLC Business, Security and Technology Consulting

National

Principal, CEO

Consulting Specialties include: business and technical process engineering, information security strategy, digital transformation, thought leadership, and building high performance teams.

- Maintained an outstanding track record for success in creating optimum technology and cybersecurity solutions.
- Advised organizations and teams through Hybrid cloud, enterprise architecture, BCP/DRP, 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, PCI, SOX, GLBA, and other regulatory areas.

2008 to
2010

Ford Models Leading Global Management Company for Fashion Talent

Paris, NY, LA, Miami, Chicago

Vice President Enterprise IT, Process, and Security

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 to
2006

Tommy Hilfiger Leading Premium Lifestyle Brand (\$4.6B)

NY, Amsterdam, Hong Kong

Vice President Information Technology, Security & Customer Service

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.
- Instituted robust SEI CMMi framework that improved IT productivity by 200% in just one year.
- 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 to
2003

Raytheon Company Leading Aerospace/Defense Organization (\$25B revenue)

Lexington, MA

Director E-commerce

Director and General Manager RayMarine

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 it's 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 to
1999

Columbia Energy Group Natural Gas and Electrical Utility (\$6.7B in sales)

Herndon, VA

Director of Information Technology and Security

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 to
1998

Honeywell, Inc. Global Producer of Products and Engineering Services (\$31B revenue)

Morristown, NJ

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%.

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

Education

La Salle University

Bachelor of Science (BS)

Business Administration and Management

Systems Technology University

Associate's degree, Computer Science - Digital Logic

Affiliations

Technical Director, Points of Light Foundation

(Presidential Honorary Appointee)

President George H.W. Bush

The White House Points of Light Foundation

Additional Experience

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

