

Company Overview

Services & Capabilities

Strategy & Governance Consulting
 Lean Six Sigma DMAIC Model
 Agile Scrum Methodology
 Program & Project Management

Highlighted Projects & Roles

Head of Strategy & Planning
 Solution Architect – Cloud
 Program Manager – Cost Savings
 Project Manager – Disaster Recovery & Business Continuity

Highlighted Logos Engaged



Contact

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Capabilities Statement

A minority-owned, socially disadvantaged business, Clear Edge Consulting, LLC is committed to excellence and driving innovative and scalable solutions for private, public, non-profit and government clients.

Clear Edge Consulting, LLC delivers strategy, process, and technology consulting services to small, medium, and large customers.

By leveraging over 20 years of experiences in strategic management consulting and employment in large corporate enterprises, Clear Edge is uniquely positioned to assist clients to drive strategy, planning, and execution in a variety of industries and for a variety of complex initiatives.

Our core strength is adeptly integrating into any situation to bring an ordered calm and confidence to apply structured thinking to define, drive and achieve measurable results and success.

Expert Delivery, Governance, and Strategic Services

- ✓ **Strategy & Governance**
Establishing frameworks to achieve aligned strategic Objectives and Key Results.
- ✓ **Lean Six Sigma DMAIC Model**
Solving complex problems in a data-driven, outcomes-based structured methodology.
- ✓ **Agile Scrum Methodology**
Leveraging adaptable scrum practices to drive iterative and incremental development.
- ✓ **Program & Project Management**
Ensuring expert project delivery within time, scope, and cost constraints.

North American Industry Classification System (NAICS)

- 518210 Data Processing, Hosting, and Related Services
- 541512 Computer Systems Design Services
- 541611 Administrative & General Management Consulting Services
- 541618 Other Management Consulting Services
- 541990 All Other Professional, Scientific, and Technical Services
- 611430 Professional & Management Development Training



Professional Designations





Driving adaptable yet structured strategy, process, and governance in today's rapidly changing technology landscape

Completed Engagement Highlights

Strategic Program Management & Relationship Management – Clear Edge Consulting, LLC

Strategic architect for large, complex programs for Enterprise customers throughout the US. Lead for senior Account Executives to adeptly assimilate customer needs and develop sales pitches to scope, close and drive the execution of IT, application, and business engagements. Drives opportunity definition and consulting services delivery for both Professional Services and Application Services organizations. Expertly delivers project and program management services and relationship management at the executive level. Key project highlights:

- Sporting Goods Retailer – Built, scoped, and drove the sale of a \$5.5m complex multi-cloud journey with CTO and leadership team. Creatively constructed \$200k complex services deal with Cisco. “Chief of Staff” services for a portfolio of 30+ programs.
- Top US Private Bank – Drove \$550k program that executed and delivered the IT Cloud Assessment that led to the scoping, negotiation, and delivery of the five-year, \$8m cloud licensing, pilot, application migration, and full IT transformation consulting services.
- Footwear Manufacturer – Program managed the planning, design, implementation, and handover of the IT components for the 750,000 square foot distribution center. Managed subcontractors and program alignments with the overall construction team.
- International Energy Company – Facilitated strategic customer workshops to validate IT and application portfolio requirements. Assimilated 605 projects into a consolidated executable strategic program. Drove Disaster Recovery and Resiliency plan for six diverse affiliates.
- Greeting Cards Company – Led IT organization to consultatively create operational runbooks for all support teams. Coordinated six user group teams and wrote the Mobile Device Management (MDM) security operational runbook.
- Health Care Services – Scoped and delivered \$200k Disaster Recovery / Business Continuity Planning Assessment. Led team to validate requirements, identify gaps and recommended \$1m in products and services.

Head of Strategy & Planning – Duo Security (Cisco Systems, Inc. acquisition)

Led the Strategy & Planning function for Duo Security. Engaged Senior leadership from all departments to drive the ongoing strategy focus, development, adoption and refinement. Adeptly stewarded organization through 70%+ leadership turnover and matrixing to parent company while consistently driving aligned integration of budgets, metrics and planning processes.

- Budgeting – Ensured Opex, Capex and COGS resourcing aligned to company strategic objectives.
- Metrics – Led Objectives & Key Results (OKR) build/alignment, built critical business and adoption metrics dashboards.
- Planning – Drove annual, quarterly and monthly planning processes for the company in the Management Discussion and Analysis (MDA) framework. Aligned company budgets / metrics to secure additional funding for strategic initiatives.

Sr. Technical Program Manager, Predix Cloud Software Agile Scrum Master – General Electric

Scrum Master for the software development and release processes. Directed team of 12 utilizing Aha!, JIRA, Confluence and Rally tools. Cross-functional engagement manager between security, product management and cloud teams.

- Drove Product Management collaboration to ensured roadmap alignment and tight Voice of Customer (VoC) feedback.
- Managed architecture workgroup that delivered customer-facing reports and user documentation.
- Managed cloud service offering intranet site that increased customer adoption and retention.
- Created effective and automated customer facing VoC process using JIRA and Confluence.

Global Data Center New Solution Testing and Validation Management – Cisco Systems, Inc.

Managed requirements gathering, testing strategies and deployment plans for the Global Data Center Program (GDCC) Metro Virtual Data Center (MVDC) dual datacenter end-to-end testing.

- Managed the \$3.7m budget for Solution Verification Lab for Cisco's “big IT bets”.
- Managed the execution of \$3m staff budget for all innovation projects.
- Program Managed the first Cisco Unified Compute System (UCS) production deployment for CEO's application and workload.
- Program Managed the full integrated testing of redundant data centers including 90 resources and a full simulated DC failure.