

William M. Genovese

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CIO / CTO – Senior Technology Executive

Corporate Strategy / Cloud Computing and Engineering / Infrastructure / AI / Data Analytics / Business Intelligence / Security / Emerging Technology / Quantum Computing / Customer Requirements / Enterprise Architectures & Systems / Big Data / Strategic Planning / R&D / Governance / Risk Management / Corporate Finance / FinTech / Robotics / Vendor Management / Talent Management / Budget / Digital Transformation / Cybersecurity / Information Management / Regulatory Compliance / Content Management / Operational Risk / Commercial Banking / Investment Banking / Business Initiatives / Data Management / Controls / CRM / Relationship Management / Research

Innovative IT professional with over 20 years of experience driving revenue and profit increases through value enabling technologies for employers and clients in **U.S., Europe, Asia, and South Africa**. Skilled in designing, building, and implementing high-ROI strategic architecture, platforms, applications, and programs, defining, and delivering IT strategy and capabilities, digital transformation, and operational leadership in enterprise IT environments.

Utilizing IT as a transformative tool, created cost-effective solutions that provided security, functionality, scalability, performance, and reliability. Architected scalable software and system solutions, driving transformation, building next generation digital services, and implementing business improvements. Exhibits an entrepreneurial mindset and keen interest in pursuing new business opportunities. Key skills:

- ❑ **Creating a clear strategic vision for IT that supports business objectives and can execute on that vision.**
- ❑ **Recruiting, hiring, and motivating high performing IT teams that value transparency and accountability**
- ❑ **Driving digital transformation and business growth through innovation and the implementation of technology.**
- ❑ **Designing and implementing comprehensive approaches to cyber security and risk management.**
- ❑ **Developing and managing an effective IT governance framework across the spectrum of IT service delivery.**
- ❑ **Translating and converting business strategy into technology innovation to solve business problems**
- ❑ **Engineering cutting edge cloud computing environments and anticipating industry trends.**
- ❑ **Delivering risk and compliance transformations**
- ❑ **Forging profitable partnerships among vendors, customers, and key stakeholders**
- ❑ **Leveraging revenue attribution and optimization to positively impact the bottom line**

BA, Western Connecticut State University. **Certifications:** Distinguished, Executive and Master IT Architect, Senior Technology Consultant, Master IT Specialist, ITIL. Exceptional results in **CxO Executive Leadership Certificate Programs** from MIT, Oxford and Harvard centered on Innovation Management and Leadership, Strategy Development and Execution, and Emerging Technology (AI, Quantum Computing, Blockchain, Digital Transformation, Platform Strategy and Technology, Algorithmic Trading) Implementation. Conversational in **French, Dutch, and Chinese** in business environments.

CAREER HISTORY & SELECTED ACCOMPLISHMENTS

CIO | CTO eHome Holdings 09/2020 – current

Lead the company's technological vision, implement technology strategies not only for the main platform and portal of eHomeoffer, but also to oversee the technology of other components and sister companies. Mentor and develop the teams to ensure that the technological resources are aligned with the company's business needs. Reports to the CEO and leads the development of technology in our mission to revolutionize the real estate industry nationwide.

- Continuously evolves the vision of how technology will be used in the company in a rapidly changing and complex industry.
- Ensure that the technology meets the company's short and long-term needs.
- Manage and optimizes infrastructure assets to satisfy the internal financial targets.
- Tracks, analyzes, and monitors technology performance metrics.
- Stays on top of technology trends and developments.

- Coordinates and oversees mobile app and website developers to translate business requirements into programming specifications.
- Continually assess and adjusts technological performance y monitoring key performance indicators and information technology budgets.
- Communicates results of technology strategies to management and investors.

Vice President- Corporate Strategy – Banking & Financial Market,

Huawei Technologies, 8/2016 to 8/2020

Sought after resource that strategically defines, develops, and re-defines a new financial business in four global business groups. Sets technology infusions in Enterprise, Carrier and Consumer Business, Cloud Division and R&D. Successfully drives implementations to meet strategic goals and objectives. Positions new business organization for emerging technologies.

- **Fueled two-year revenue infusion forecasted at \$500M.** Developed Blockchain Go-to-Market Strategy, solution applications, and championed Blockchain technology for the financial services market.
- **Developed strategy, use cases and vision for Quantum Computing.** Led industry whitepaper and developed use cases for Quantum algorithm development on Huawei HiQ cloud quantum simulator. Presented at industry events.
- **Implemented new organization and governance structure.** Brought company into architectural team maturity. Designed, implemented, and launched IT enterprise-based architecture organization.
- **Developed product stack architecture and roadmap.** Positioned as C-level equivalent to develop product stacks and technology consulting services. Collaborated with clients and delivered Open Stack cloud-based stack for Machine Learning, Big Data, Analytics, and IoT specific workloads.
- **Propelled 154% increase in revenue.** Developed next generation digital financial platform services and integrated new products. Transformed business to be more than infrastructure offerings to the financial services industry.

Chief Information Officer & Chief Technology Officer

Encrypted Labs, 2/2016 to 7/2016

Strategic mentor and guide for overall business and technology strategy, architecture, roadmaps, development, and technology team leadership. Created Blockchain technology stack for market introduction. Partnered with CEO/Founder/CMO in nurturing client opportunities, team and organization development and boosting revenue streams.

- **Developed technology strategy, product stack architecture and technology roadmap.** Streamlined integration of emerging technology. Stack was developed and launched in CenturyLink cloud with \$1M in market opportunities in SE US.
- **Built initial customer pipeline of \$2M with CEO/Founder and CMO.** Drove alliance partnerships and deployment into CenturyLink's public cloud, enabling customers to leverage Encrypted Labs' Blockchain solution and service.
- **Co-developed and delivered customer consulting engagement model.** Built model, determined target customers, and defined dynamic fee schedule. Rolled out product successfully and set foundation for \$2M in revenue capture.

Principal and Chief Technology Architect

WGroup (a Wavestone Company) 3/2015 to 7/2016

Directed definitions and building of enterprise architecture program for large healthcare provider in Mass. Optimized network through new network architecture and vendor selection analysis by analyzing stakeholder needs, selecting solutions and negotiating/working with vendors. Maximized business value for company and customer by driving IT transformations.

- **Completed provider's IT strategy transition for \$1B modernization.** Led transition to world-class infrastructure built on \$700M Epic EMR structure. Enabled private cloud computing solution by setting enterprise IT strategy/roadmaps.

- **Oversaw 29-point enterprise network assessment for \$34M Cisco solution.** Completed resiliency, performance and security analysis. Determined vendors to partner with and negotiated contracts that met initial network designs.
- **Delivered and co-led deep and broad “State of Cloud” Market Research Analysis report endorsed by client.** Covered end to end business, technical and market comparison of major cloud providers including AWS, Microsoft Azure, IBM and Google.
- **Implemented new organization and governance structure.** Brought company into full architectural team maturity via IT team mentoring and coaching. Completed redesign and launch of new IT architecture organization.

Executive Architect, Client Technical Architect and Advisor

IBM - TIAA-CREF, BB&T Bank, Raymond James Financial, Lincoln Financial 6/2013 to 2/2015

Expanded \$250M pipeline and drove solution designs for enterprise architecture, core systems, integration, cloud, big data analytics, artificial intelligence, mobile infrastructure, enterprise risk management, systems management and automation, enterprise security products and business and technology services consulting. Responsible for IBM technical account strategy and planning. Governed and led overall critical situation monitoring, mitigation, and resolution across all technical teams.

- **Piloted creation of open cloud computing strategy and architecture.** Analyzed needs and defined environmental solution for Open Stack based software and integration of middleware. Secured new opportunity revenue valued up to \$8M. Delivered deep comparative technical, business, and commercial research analysis against AWS, Google, MS Azure.
- **Elevated quality of service by 30%.** Used unique cross-account experience, business analytics and predictive abilities to understand and qualify product trending. Developed critical predictive analytic solution.
- **Captured \$3M claw-back in IBM DataPower sales.** Utilized 3-phase enterprise technology and service management process roadmap. Counter-active strategies pulled back revenue that otherwise would have been lost.

Senior Managing IT Architect and Engagement Leader

IBM Systems & Technology Group - Lab Services Executive Consulting 1/2012 to 6/2013

Led global IBM Executive CxO lab services team for critical system outage analysis, resiliency, risk assessment and emerging HA/DR technology solutions/implementations. Trusted advisor to high profile financial services clients. Set risk assessment models, Best Practices and E2E architecture assessment workshops. Executed strategic plans based on client needs.

- **Delivered \$2M in added infrastructure sales.** Engaged customers in emerging markets worldwide on risk assessment workshops. Recommended/closed contracts for infrastructure/business technology consulting services.

Chief Enterprise Architect/Chief Engineer

IBM in Singapore, DBS Bank (Client) –Singapore 8/2010 to 1/2012

Technology strategy development, contributions and accomplishments led to turnaround/5-year \$400M strategic outsourcing contract extension for troubled account. Provided overall direction, technology, and leadership, set business and IT strategy development, and delivered full five-year enterprise technology, datacenter, network, application development, core systems and IT Service Management Roadmaps. Provided E2E enterprise architecture and IT governance/services.

Senior Managing IT Architect

IBM in Amsterdam, ABN AMRO Bank 5/2008 to 1/2010

Led overall enterprise architecture solution development for \$3M enterprise-wide initiatives for retail bank and additional 27 European project solutions. Directed design of regional platforms, development of major IT systems and software engineering. Crafted corporate plans, designs and enterprise business and technology systems, infrastructure, applications, middleware, and datacenter including HA/DR.

IBM Global Business Services, IBM Software Group, IBM Systems and Technology Group

Positions: Advanced Consultant>Managing Consultant>Managing Consulting Architect>Senior Managing Consultant and Architect. **Description:** Senior level Technology Architect and Consultant delivering FOAK (First of a Kind solutions) for Financial Services clients focused on Risk Management and Business Analytics and Intelligence, Data, Software Engineering, Platform Integration, Systems Management, Cloud Computing, and Product Innovation and Development. **Client List:** Prudential Financial, Morgan Stanley, Goldman Sachs, Wachovia/Wells Fargo.

Selected Accomplishments:

- Led multi-vendor overall solution and integration architecture development for \$80M Basel program for Fortune 50 global bank (Wachovia/Wells Fargo), resulting in 35% improved risk reserves and customer analytical insights.
- Led strategic Oracle global partnership program for IBM resulting in 12 new portfolio solutions for the Financial Services Industry, estimated at \$500M in new annual revenue
- Led product innovation and development leading to Patent Awards and filings for new products and product enhancements reducing in system efficiency and cost savings improvements of 50-60%
- Led architectural design and planning for new business model, infrastructure platform model and data integration for leading global securities/trading firm resulting in 75% efficiency gains and cost savings of 35% (Morgan Stanley).

KPMG 11/1998 to 2/2004

Senior Consultant in KPMG's World Class Finance Practice delivering large global platform architecture solutions focused on core financial systems architecture, treasury, risk, compliance, analytics, and regulatory reporting. **Client List:** GM Investment Management Corp, Credit Suisse Group, First Union, TRowe Price, JP Morgan Chase.

Selected accomplishments:

- As System integration leader for \$70M program supporting Credit Suisse Group Public, identified/mitigated group wide risks and developed IT Program Portfolio for risk remediation, external reporting, regulatory enhancements.
- Developed/delivered business case, new operating model and analytics solutions for Top 10 Global Bank to migrate to new Global Financial Architecture with estimated first-year cost savings of \$3M+ per annum. (JP Morgan Chase)

Wachovia/Wells Fargo, 1/1997 to 11/1998

Performance Engineering Manager in Wachovia Bank's Credit Operations division focused on new systems and applications engineering and development focused on efficiency gains targeted for M&A Portfolio Activity. Led team delivering portfolio of applications and integrated activity-based costing platform saving estimated \$5.1M per annum.

Coldwell Banker, 6/1991 to 12/1996

Financial Analyst focused on CFO organization and delivering internal management analysis, reporting and external regulatory reporting and filings, and Finance-IT System Engineering and Development. Developed client-server revenue recognition, partnership-based revenue model and service delivery platform, generating \$100M of new revenue per annum.

EDUCATION, PROFESSIONAL & BOARD POSITIONS

• **Education & Selected Certifications:**

- **Artificial Intelligence: Implications for Business Strategy, Machine Learning – Implementation for Business:** MIT, Computer Science and Artificial Intelligence Labs (CSAIL)
- **Introduction to Quantum Computing, Quantum computing algorithms for cybersecurity, chemistry, and optimization; Quantum Computing Realities, Practical Realities of Quantum Computation and Quantum Communication, Requirements for Large-Scale Universal Quantum Computation:** MIT
- **Digital Transformation: Platform Strategies for Success:** MIT Sloan – Emeritus Institute of Management
- **Algorithmic Trading, Blockchain Strategy, FinTech Programme:** University of Oxford, Said Business School
- **Disruptive Strategy,** Harvard Business School
- **Certified Information Systems Security; Professional (CISSP)** INFOSEC Institute
- **ITIL V3** EXIN.

- **IBM Special Chair and Executive Board Assignments:**
 - **Board Member and Advisor:** IT Architect WW Profession Senior Board
 - **Advisor:** Integrated Technology Services: Architecture and Delivery Advisory Council, CEEMEA and Alps (AAC)
 - **Senior Advisor and Architect:** IBM APAC & ASEAN Architectural Design Authority
 - **Senior Architect and Engineer:** IBM Academy of Technology - Systems Engineering Conference Contributor, Presenter and Committee Member
 - **Senior Architect and Engineer:** IBM Cloud Enabled Data Center/Cloud Reference Architecture Team & Working Group
 - **Senior Architect and Engineer:** IBM GTS Cloud Advisory Consulting
 - **Senior Architect and Engineer:** IBM GTS Cloud Advisory Services Thought & Solution Leadership
 - **Senior Architect and Engineer:** IBM Cloud CoE
 - **Senior Architect and Engineer:** IBM Cloud Solution Governance Board
 - **Senior Executive Architect and Engineer:** IBM SDE (Software Defined Environments) Architect Advisory Board
- **Community, Executive Board Advisory and Volunteer Positions:**
 - **Chief Technology Officer, Executive Board Member,** Saving Promise.
 - **Co-Chair,** China Greater Bay Committee, FinTech Association of Hong Kong.
 - **Advisor:** HA:KU.Global; FinTech4Good Advisory Council / FinTech4Good Financial Services and Investment Committee Member.
 - **Global Panel Member,** MIT Technology Review.
 - **Professional and Executive Mentor,** Mentor Protege Program, Ivy Exec.
- **Board Advisor:** Prado Capital Group - Technology Investments; Lifeboat Foundation: 1. New Money Systems 2. Robotics and AI 3. Human Trajectories.
- **Architecture: The Open Group,** *Distinguished IT Architect, Master IT Architect, Master IT Specialist; IBM, Executive Certified IT Architect, Expert Certified IT Architect, Certified Technology, Consultant, Expert Certified IT Specialist.*
- **Patent:** *Dynamic Generation of User Interfaces and Automated Mapping of Input Data for Service-Oriented Architecture-Based System Management Applications.* Date Issued Mar 20, 2012. Patent issuer and number US and Germany 8140590.

Licenses & Certifications

- **Machine Learning: Implementation in Business.** Issuing authority MIT Computer Science and Artificial Intelligence Laboratory (CSAIL) Issued date and, if applicable, expiration date of the certification or license Issued Oct 2019 No Expiration Date Credential Identifier Credential ID 13955920
- **Requirements for Large-Scale Universal Quantum Computation.** Issuing authority Massachusetts Institute of Technology Issued date and, if applicable, expiration date of the certification or license Issued Aug 2019 No Expiration Date
- **Practical Realities of Quantum Computation and Quantum Communication.** Issuing authority Massachusetts Institute of Technology Issued date and, if applicable, expiration date of the certification or license Issued Jul 2019 No Expiration Date
- **Quantum Algorithms for Cybersecurity, Chemistry, and Optimization.** Issuing authority Massachusetts Institute of Technology Issued date and, if applicable, expiration date of the certification or license Issued Jun 2019 No Expiration Date
- **Introduction to Quantum Computing.** Issuing authority Massachusetts Institute of Technology Issued date and, if applicable, expiration date of the certification or license Issued May 2019 No Expiration Date
- **Artificial Intelligence: Implications for Business Strategy.** Issuing authority MIT Computer Science and Artificial Intelligence Laboratory (CSAIL) Issued date and, if applicable, expiration date of the certification or license Issued Apr 2019 No Expiration Date Credential Identifier Credential ID 1519139339
- **Digital Transformation: Platform Strategies for Success.** Issuing authority MIT Sloan School of Management Issued date and, if applicable, expiration date of the certification or license Issued Aug 2018 No Expiration Date
- **Oxford Algorithmic Trading Programme.** Issuing authority Saïd Business School, University of Oxford Issued date and, if applicable, expiration date of the certification or license Issued Jul 2018 No Expiration Date Credential Identifier Credential ID 2718123343
- **HBX | Harvard Business School | Disruptive Strategy.** Issuing authority HBX | Harvard Business School Issued date and, if applicable, expiration date of the certification or license Issued Jun 2018 No Expiration Date
- **Oxford Blockchain Strategy Programme.** Issuing authority Saïd Business School, University of Oxford Issued date and, if applicable, expiration date of the certification or license Issued Feb 2018 No Expiration Date Credential Identifier Credential ID 2718110996
- **Oxford Fintech Programme.** Issuing authority Saïd Business School, University of Oxford Issued date and, if applicable, expiration date of the certification or license Issued Feb 2018 No Expiration Date Credential Identifier Credential ID 11212992
- **Distinguished Certified IT Architect.** Issuing authority The Open Group Issued date and, if applicable, expiration date of the certification or license Issued Dec 2013 No Expiration Date
- **IBM Senior Certified Executive IT Architect.** Issuing authority IBM Issued date and, if applicable, expiration date of the certification or license Issued Dec 2013 No Expiration Date
- **IBM Certified IT Specialist - Expert - Systems Management.** Issuing authority IBM Issued date and, if applicable, expiration date of the certification or license Issued Jul 2011 No Expiration Date
- **Master IT Specialist.** Issuing authority The Open Group Issued date and, if applicable, expiration date of the certification or license Issued Jul 2011 No Expiration Date
- **ITIL V3.** Issuing authority EXIN Issued date and, if applicable, expiration date of the certification or license Issued Oct 2010 No Expiration Date
- **IBM Certified Expert IT Architect.** Issuing authority IBM Issued date and, if applicable, expiration date of the certification or license Issued May 2008 No Expiration Date
- **Master Certified IT Architect.** Issuing authority The Open Group Issued date and, if applicable, expiration date of the certification or license Issued May 2008 No Expiration Date

- **IBM Certified Expert Technology Consultant.** Issuing authority IBM Issued date and, if applicable, expiration date of the certification or license Issued May 2006 No Expiration Date

Selected Publications and Awards

Selected Publications: Listing can be seen on LinkedIn Profile in Publications Section (<https://www.linkedin.com/in/wgenovese/>) and on personal website (<https://billgenovese.workfolio.com/>).

Awards:

- Nominated and short-listed for 2018 Banking Technology - Leadership in Banking Technology Strategy Award <https://awards.bankingtech.com/categoriespt/leadership-awards/>
- Executive Senior Advisor for Huawei Mobile Money Product Advisory Global Customer Council.
 - Mobile Innovation for Emerging Markets' Award at Mobile World Congress Shanghai 2018 <https://www.huawei.com/us/press-events/news/2018/6/Huawei-Mobile-Money-Awarded-MWC>.
 - Award for Innovations in Mobile Banking Technology 2018' Wealth & Finance International <https://www.wealthandfinance-news.com/winners/huawei-technologies/> <https://www.wealthandfinance-news.com/the-2018-fintech-awards-press-release/>.
 - Recognized Leaders for Innovative Mobile Banking Technologies 2019 <https://www.wealthandfinance-news.com/winners/huawei-technologies-3/>.

Technical Toolbox: OpenStack, Azure, Google, IBM, Red Hat and AWS for Quantum, AI, Machine Learning, HPC, Big Data and IoT workloads, IBM Quantum Software: Qiskit, Q Experience, Quantum Computing, Quantum Cryptography, Quantum Key Distribution, Quantum Communication, Optical Networking, Python, JSON, Julia, IBM Infrastructure, OS, and Automation Mainframe, Parallel Sysplex, AS/400, UNIX, x86, Linux (SUSE and RedHat), Java, JavaScript, Neural Networks, Deep Learning, Convolutional Neural Networks, RPA, NLP, EMC GDPR, IBM DataPower, IBM WebSphere, IBM WTX, IBM Tivoli, IBM Rational, IBM DB2, SQL, SQL Server, SAS, Matlab, Cognos, Predictive Analytics, Cisco, SD-WAN, 5G, Advanced Networking, Software Defined Computing, Networking and Infrastructure, Oracle Technologies, Oracle RAC, Oracle Database, Splunk, Solarwinds, VMWare, Huawei Technologies, Blockchain Technologies, Ethereum, R3, Consensus, Hyperledger, Smart Contracts, Consensus Protocols, Teradata, Murex, Finacle, Temenos, Flexcube, Mambu, Backbase, LeanIX, SPARX, Rational System Architect, SAP, OSI (Open System Interconnect), GitHub, Open Source, Microservices, SOA, API, ESB, Service Bus, Mobile Technologies, IaaS, PaaS, SaaS, BPaaS, BaaS, Digital Technologies, Payment Technologies, NFC, Contactless, Real-Time Payments, Robo Advisory, Trading Systems, Alladin, Competitive, R&D