# Michael De Lorenzo

## Entrepreneurial Technology Leader

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## SUMMARY

Seasoned entrepreneurial technology leader with experience in Engineering, DevOps, compliance, start-ups, proven success in creating and managing large-scale web-based products to disparate channels and growing engineering departments.

Background as a major contributor to venture-backed companies in healthcare (backed by Oak HC/FT), social media marketing, management, and monitoring (Innovation Ventures and Originate Ventures), and resale marketplace (Sequoia). In addition, I have built an engineering department from zero in the digital health space (twice), architected and developed mobile social applications highlighted by industry publications (TechCrunch), and architected and developed a feature-rich e-Government solution that was acquired.

Critical thinker and energetic coach/mentor/manager who can apply extensive industry knowledge and tireless work ethic to create and drive innovative and products.

## EXPERIENCE

**Unite Us, New York, NY** - *Chief Technology Officer*

JUNE 2015 - PRESENT

***First technical hire*** at Unite Us. Unite Us is an outcome-focused technology company that builds coordinated care networks connecting health and social service providers together. I led the development of the technical infrastructure that supports the social infrastructure leveraged by health systems and communities across the United States to transform their ability to measure impact, improve health, and track outcomes at scale.

ENGINEERING & TECHNOLOGY

- Re-architected the original Unite Us' veteran and military-family focused MVP monolithic web application to a scalable solution capable of serving any population and expanding into healthcare with a new, flexible data model backing a containerized microservices-based architecture on Amazon Web Services.
- Led the expansion of the Unite Us platform to support integrations with Salesforce, 211 systems across the country, and the most widely used electronic health record systems in the United States (Epic and Cerner).
- Led the technical strategy and vision to enable our engineering team to support our API and five (5) client applications with 99.99% uptime.
- Led the development of an enterprise-grade data pipeline based on an event-based architecture using Kafka, Spark, and Amazon Redshift to support the build of a commercial data warehouse product.

- Led implementation of Kubernetes to orchestrate the platform infrastructure.

RECRUITING & MANAGEMENT

- Recruited and hired a high-performing engineering team of almost forty (40) members (100% retention over five years).
- Managed an annual budget of nearly $7 million dollars.
- Oversaw the growth of the engineering team from solely co-located in our New York City headquarters to one with team members in twelve (12) states.
- Used an agile environment (SCRUM) to manage the engineering team's velocity and productivity.
- Implemented a focus on a DevOps culture to drive high-performance.

COMPLIANCE

- Achieved SOC2 Type 2 compliance.
- Maintained HIPAA compliant systems.
- Led the technology department through HITRUST certification process (certificate expected December 2020).
- Regularly participated in security and privacy audits with stakeholders as part of pre-sales and post-sales process.

BUSINESS OPERATIONS

- Interfaced with high-profile and high-value customer business and technical stakeholders from Kaiser Permanente, Blue Cross Blue Shield, State of North Carolina, New York City, CVS/Aetna, Epic, and more to gather business requirements, participate in pre-sale and post-sales meetings.
- Interfaced with departments across the company to gather requirements, participate in problem-solving, and present and explain complex issues and models to stakeholders.
- Partnered with the VP of Product to develop and present a coherent product and technical roadmap to stakeholders.
- Participated in the due diligence process for acquisitions and during fundraising (company raised **over $45 million** during my tenure).
- Participated in quarterly Board of Directors meetings.

**CMP.LY, New York, NY** - *Chief Technology Officer*

APRIL 2011 - JUNE 2015

Founding member of venture-backed (Innovation Ventures and Originate Ventures) social media marketing, management, and monitoring company. As the chief architect, lead developer, and product manager/visionary, I drove the design and development of the patented product that became CommandPost and PowerPost.

ENGINEERING & TECHNOLOGY

- Expanded original compliance-based concept into full-blown social marketing, management, and monitoring solution.
- Transitioned from monolithic Ruby on Rails web application to containerized microservices using Go and Node.js backed by an event-driven architecture on Amazon Web Services (AWS).
- Scaled application to consume millions of social media content items and engagements *per day* while maintaining real-time data reporting capabilities.
- Built and managed multi-terabyte MongoDB database clusters.
- Built data pipeline to enable a pseudo-real-time analysis of data using AWS Kinesis, AWS Elastic Map Reduce (EMR), and Redshift.

RECRUITING & MANAGEMENT

- Recruited engineers to grow the engineering team to a team of five (5).
- Implemented an agile SCRUM-based workflow to manage the engineering team's velocity and production.

BUSINESS OPERATIONS

- Interfaced with high-profile and high-value customers like Bank of America, MasterCard, and others to gather business requirements, participate in pre-sale and post-sales meetings.
- Participated in due diligence during the fundraising process.
- Participated in quarterly Board of Directors meetings.

**Gov-Interact, LLC, Nutley, NJ** - *VP & Director of Technology*

NOVEMBER 2006 - APRIL 2011

Architected and built a large-scale Software-as-a-Service (SaaS) web application suite utilized by dozens of municipalities and counties across New Jersey to enhance their communication capabilities with citizens. GovInteract empowered governments to more efficiently meet the needs of its citizens by leveraging online registration features, easy-to-use online services and many popular web 2.0 technologies. Company was acquired by GovDelivery in 2011.

ENGINEERING & TECHNOLOGY

- Architected and built GovInteract system to empower governments to more efficiently meet the needs of citizens through modern communication methods
- Enabled governments to quickly publish content to various media outlets, including their website(s), Twitter, Facebook and YouTube
- Built and maintained the communication infrastructure that enabled governments to notify citizens via email, SMS (via a commercial SMS gateway) and telephone via VoIP (Asterisk)
- Leveraged GIS technologies to allow targeting messaging
- Processed online payments for licenses, permits, and recreation programs
- Built modern web-based workflow interfaces to increase the efficiency and effectiveness of municipal management.

RECRUITING & MANAGEMENT

- Implemented an agile SCRUM-based workflow to manage the development schedule and infrastructure roll-outs with contractors.

BUSINESS OPERATIONS

- Interfaced with government agencies to gather business requirements.
- Presented before governing bodies in open public meetings.

**DazGlobal, Inc., Hackensack, NJ** - *Senior Web Developer*

FEBRUARY 2006 - JUNE 2007

Created a web development department that managed all development efforts for the company's healthcare-focused clients.

- Improved the efficiency of building various web-based solutions for clients by creating a library of reusable code and components that reduce development time of products by 50-75%.
- Instituted coding standards for the department to increase the efficiency of onboarding engineers.

**FoundValue, Inc., San Francisco, CA** - *Web Developer*

Major contributor (5th member to join) to development of mission-critical applications that helped launch Internet presence and custom eBay listing tool and CRM for Sequoia Capital-backed start-up company.

## EDUCATION

**Saint Joseph's University, Philadelphia, PA** - *BS, Management Information Systems*
2000 - 2002

- Graduated cum laude
- Three-time Dean's List member, Beta Gamma Sigma Honor Society (AACSB)
- Three-year Varsity Baseball letter winner, two-time Atlantic 10 Conference Commissioner's Honor Roll
- In 2003 was named to Verizon Academic All-District (District 2), 2nd Team and Atlantic 10 Academic All-Conference.
- Spent the 2004 season as Assistant Varsity Baseball Coach.

## PUBLICATIONS & TALKS

- Spoke at **MongoDB World 2014**, *Performance Tuning on the Fly at CMP.LY*, on how I leveraged MongoDB Management Service to tune our production installation in real-time. Slides from the talk are available at http://bit.ly/1EnGB39
- Blog post *MongoDB Performance Optimization with MMS* available at http://bit.ly/1Ob5lQz

## INTERESTS & VOLUNTEERING

Interests

- Travel
- Fitness
- Youth sports

Volunteering

- Member of Nutley American Little League Board of Directors
- Executive Director of Nutley Baseball Club
- Assistant coach Nutley Girls Travel Softball teams