

Michael DeLorenzo Entrepreneurial Technology Leader

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SUMMARY

Entrepreneurial technology leader with experience in Engineering, DevOps, compliance, and start-ups. Proven success in creating and managing large-scale web- and API-based products for disparate channels and building, developing, and growing engineering departments.

Background as a major contributor to venture-backed companies in healthcare (Oak HC/FT), digital health and life sciences (McKesson Ventures, Matrix Capital Management), social media marketing, management, and monitoring (Innovation Ventures and Originate Ventures), and resale marketplace (Sequoia). In addition, I have built engineering departments from zero in the digital health space three times, 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 products.

EXPERIENCE

Koneksa Health, New York, NY - *Vice President, Engineering*

JULY 2020 - AUGUST 2024

Koneksa is the leading digital biomarker company for the pharmaceutical and biotechnology industries. I led the development of the software platform used to power clinical trials around the world for the largest pharmaceutical companies. The software platform leverages rapid patient-friendly remote data collection to gain better insights into patient health at scale.

ENGINEERING & TECHNOLOGY

- Architected a new distributed software solution, the Koneksa Platform, to replace Koneksa's Compare web application.
- Koneksa Platform reduced study configuration and launch time from dozens of hands-on engineering hours to 6 hours of UI-based configuration by Koneksa support staff.
- Led the effort to introduce data engineering-focused teams and solutions (e.g. data lake, data warehouse, and event stream processing via Kafka) to scale data processing and the ability to deliver raw and analyzed data to customers.

RECRUITING & MANAGEMENT

- Recruited and hired a high-performing engineering (software and QA) team of 20 members (100% retention over five years), including two managers.
- Managed teams of distributed engineers (US, Canada, and India-based).
- Modernized SDLC and delivery (CI/CD) to increase production release frequency by 1,100%.
- 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

- Regularly participated in security and privacy audits with stakeholders as part of the pre-sales and post-sales process.

BUSINESS OPERATIONS

- 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.

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

JUNE 2015 - JULY 2020

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. 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 and powered the growth of Unite US ARR from \$0.2M to over \$50M and fewer than 10 employees to over 500 employees.

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 (EHR) 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 building 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.
- Oversaw the engineering team's growth 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 the HITRUST certification process (certificate expected December 2020).
- Regularly participated in security and privacy audits with stakeholders as part of the 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, and 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.
- Completed product and technical due diligence process for acquisitions and fundraising (the 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, and 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 their citizens by leveraging online registration features, easy-to-use online services, and many popular Web 2.0 technologies. The 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.

EDUCATION

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

- 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
- Verizon Academic All-District (District 2), 2nd Team, and Atlantic 10 Academic All-Conference.
- 2003 Scholar-Athlete/Academic Award Winner
- 2003 Dorie Leahy Award Winner - Student-athlete who shows remarkable dedication and loyalty to the team.
- Served as Assistant Baseball Coach post-playing career.

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>
- MongoDB Performance Optimization with MMS available at <http://bit.ly/1Ob5IQz>

INTERESTS & VOLUNTEERING

INTERESTS

- Travel
- Fitness
- Leadership
- Youth sports

VOLUNTEERING

- Member of Nutley American Little League Board of Directors