

Brian Roy

Executive Technology Leader | Founder | AI Product Architect

brian@briantroy.com | 415.996.8507 | briantroy.com | [linkedin.com/in/briantroy](https://www.linkedin.com/in/briantroy) | Denver, CO

"The future has arrived — it's just not evenly distributed." — William Gibson

Summary

Transformational technology executive, serial entrepreneur, and hands-on architect with 25+ years of progressive leadership across consulting, SaaS, AI, and startup environments. Proven record of building and scaling high-performing engineering organizations, driving digital transformation for Fortune 500 clients, and taking products from concept to market. Deep fluency in AI/ML, cloud-native architecture, enterprise data platforms, and agentic systems. Equally effective as a P&L owner, technical visionary, and trusted CxO advisor. Patent holder and active builder of AI-first products.

Core Competencies

Leadership & Strategy	Engineering & Architecture	AI & Data
IT Strategy & Digital Transformation	Cloud-Native Architecture (AWS, Azure, GCP)	AI/ML & GenAI Strategy
P&L Ownership & Budget Management (\$25M+)	Software Engineering & SDLC / DevOps / CI/CD	LLM Integration & Agentic Systems
Enterprise Architecture & Governance	SaaS Platform Design & Product Operating Model	RAG, Vector Databases, Semantic Search
Team Building & Leadership Development	API Design (REST, GraphQL, MCP, Webhooks)	MLOps & Data Pipelines
Program & Product Management	Microservices & Serverless	Master Data Management (MDM)

Leadership & Strategy	Engineering & Architecture	AI & Data
Vendor & Stakeholder Management	Security (Zero Trust, HIPAA, SOC2, GDPR, PCI)	Big Data (Spark, Hadoop, Snowflake)
M&A Technology Integration	Infrastructure as Code (Terraform)	IoT & Computer Vision
Agile Methodologies & Intrapreneurship	Kubernetes, Docker, DevSecOps	NLP & Entity Resolution

Professional Experience

KAIPARR — Denver, CO

Founder & CEO | 2025 – Present

Building KAIPARR (*Knowledgeable Assistant for Intelligent Planning Automation, Recall, and Response*) — a SaaS personal AI productivity platform unifying email, calendar, and meeting intelligence around a purpose-built agentic harness designed to be adaptive and self-improving over time.

- **Persistent typed memory:** Four auto-maintained memory banks (user preferences, people & project context, conversation index, and learned writing voice) injected into every AI interaction so the system deepens its understanding of the user with each session.
- **Self-improving quality loop:** Users flag conversations or skill runs for improvement; the system generates AI-authored *Learning Proposals* — to refine a skill, suggest a new automation, or fix a broken tool strategy — which users review and accept or dismiss.
- **Composable skill system:** Three skill types — prompt-based, Claude Code CLI (file/tool access), and multi-step pipelines that chain up to 10 sequential AI operations with a synthesis pass — plus cron-scheduled autonomous agentic events scoped to specific skills and tool sets.
- **Local and remote MCP:** HTTP/SSE remote servers (GitHub, Notion, Krisp, HomeAssistant, etc) alongside a local MCP runner for stdio-based tools (Playwright, filesystem, iMessage) that execute on the user's machine without data leaving their control; custom webhook tools extend coverage to any REST API.

Launch by NTT Data

Senior Consulting Partner | 2025 – Present

Leading strategic consulting and transformation initiatives for NTT Data's Launch division, focusing on high-impact digital transformation and AI integration opportunities. Managing complex deal pursuit activities and methodology development across enterprise clients.

- Lead pursuit work on major transformation opportunities including Hyster-Yale (vision-based warehouse mapping) and PG&E Grid of the Future initiatives.
 - Develop and refine engagement methodologies for specification-driven development in AI-accelerated environments.
 - Collaborate with cross-practice teams to synthesize business cases and execute high-stakes client pursuits.
 - Drive methodology innovation and team leadership across multiple concurrent strategic pursuits and engagements.
-

Slalom Consulting — San Francisco Bay Area, CA

Senior Director, Practice, Account & Industry Leadership | *Jan 2021 – Mar 2025*

Director, Practice Area Lead | *Apr 2018 – Jan 2021*

Built and scaled a high-growth technology consulting practice with full P&L responsibility, serving Fortune 500 clients across technology, healthcare, retail, and financial services.

- Directed \$25M+ annual revenue practice with consistent 30% YoY growth and top-decile CSAT and ESAT scores.
 - Founded the East Bay Technology Enablement & Data and Analytics practice from the ground up.
 - Developed client relationships from first engagement to \$5M+ in annual consulting spend across multi-year transformation programs.
 - Led AI/ML and GenAI transformation initiatives embedding predictive analytics, intelligent automation, and LLM-powered solutions into enterprise workflows.
 - Built consulting offerings around cloud migration, systems modernization, integration & data exchange (EDI, Commerce Platforms, MDM, Data-as-a-Service), and enterprise architecture.
 - Guided cloud governance and infrastructure optimization initiatives resulting in \$3M+ in annual client savings.
 - Co-designed and led *Slalom Ignite* leadership accelerator; personally mentored 100+ future leaders across 9 cohorts.
 - Acted as Field CTO/CIO across multiple engagements: translated technical capabilities into board-level business outcomes and enterprise roadmaps.
-

Grabango — Berkeley, CA

VP Systems Engineering & Co-Founder | *Nov 2016 – Mar 2018*

Co-founded an AI computer vision startup revolutionizing brick-and-mortar retail with checkout-free purchasing experiences.

- Architected and shipped MVP spanning custom hardware, embedded software, SaaS cloud platform, data integration pipelines, and real-time computer vision / AI algorithms.
- Built and led engineering organization from 0 to 13 members; established SDLC, DevOps, and software/hardware development practices.
- Designed scalable MLOps stack integrating custom CV algorithms with data pipelines and edge deployment frameworks.

- Collaborated directly with CEO on Seed and Series A fundraising; participated in investor due diligence and pitch refinement.
 - Set strategic product direction and company goals for rapid growth.
-

Partition Tolerance Consulting — San Francisco, CA

President & Principal Consultant | *Jan 2015 – Mar 2018*

Advised enterprise and early-stage clients on SaaS transformation, cloud architecture, AI platform strategy, and data engineering.

- **Scholastic (Head of Data):** Rebuilt enterprise data practice; managed \$8M annual analytics and MDM program; hired senior data architects; led AWS re-platform that earned a main-stage AWS re:Invent presentation.
 - **Cogitativo (Acting CTO):** Guided HIPAA-compliant AWS migration for healthcare AI platform; scaled engineering team and client enablement capabilities.
 - Strategic advisor to multiple AI/data startups on go-to-market strategy, platform architecture, and data governance.
-

Zephyr Health — San Francisco, CA

Director, Architecture & Platform Engineering | *Jun 2012 – Dec 2014*

Joined founding leadership team of ML-powered life sciences insights platform; drove company from 4 to 140 employees.

- Architected the Zephyr Platform (Insights-as-a-Service), integrating NLP, entity resolution, semantic search, and heterogeneous health data ingestion — directly enabling Series A VC investment.
 - Invented and received **U.S. Patent 9390159** for graph + document database architecture enabling high-velocity, ontology-driven data management.
 - Led Platform Engineering team: core SDLC, DevOps, CI/CD, cluster computing, zero-downtime deployment, and operational practices.
 - Founded and scaled Product Management discipline; drove strategy and product roadmap.
-

Unicon — Phoenix, AZ / San Francisco, CA

Senior Software Architect | *Aug 2011 – Jun 2012*

Led custom product architecture and big data integration for global higher education publishers; tripled division revenue through innovative digital strategy and agile delivery.

justSignal — Phoenix, AZ

Founder & CEO | *May 2008 – Aug 2011*

Bootstrapped a real-time social media analytics SaaS platform delivering actionable product intelligence to marketing teams.

- Built scalable cloud-based data aggregation and analytics platform; pioneered early use of social signals for real-time product management.
 - Achieved 45% margins and break-even in under eight months; grew to a profitable, sustainable business.
-

Intuit — Tucson, AZ / Mountain View, CA

Emerging Technologies & Innovation Practice Leader, CIO Organization | *Feb 2002 – May 2008*

Created and led the enterprise innovation engine within Intuit's CIO organization.

- Delivered 2+ transformational product and technology innovations per quarter with direct C-suite sponsorship.
 - Bridged CIO, CTO, and innovation labs to accelerate enterprise readiness and digital initiatives.
 - Launched the company-wide *Season Readiness Review* program — scaled across all business units to improve platform uptime, resilience, and architecture alignment; program remains in use.
 - Spearheaded creation of AI/voice/collaboration prototypes and internal innovation incubators.
-

Earlier Career (1992 – 2002)

eLoyalty — Principal Consultant | **IIS** — Director, eCRM | **MicroAge** — Director, Contact Center Services

Director-level consulting, CRM systems, call center technology, and enterprise application leadership roles.

Patents

U.S. Patent 9390159 — *A Database Architecture for Storing Multi-Structured Data*
Issued July 12, 2016 | Co-inventors: Brian Roy, Sven Junkergård

Graph + document database architecture with ontology-driven entity linking, enabling high-velocity heterogeneous data ingestion and advanced querying at scale.

Technologies & Tools

Category	Tools & Technologies
AI / ML / GenAI	OpenAI APIs, LangChain, AutoGen, Hugging Face, Vertex AI, MLFlow, ChromaDB, Prompt Engineering, MCP (Model Context Protocol), RAG, Agentic Workflows
Cloud	AWS (Lambda, API Gateway, DynamoDB, SES, S3, Route53, WAF, Aurora DSQL), Azure, GCP, Terraform
Data	Snowflake, Databricks, Spark, Hadoop, PostgreSQL, SQLite, MDM, EDI
Frontend	React 18, TypeScript, Vite, Material UI, PWA
Backend	Node.js, Express, TypeScript, Python, FastAPI
DevOps / Infra	Kubernetes, Docker, CI/CD, DevSecOps, GitHub Copilot, Agile / JIRA
Integration	REST, GraphQL, Webhooks, OpenAPI, IMAP, OAuth 2.0
Security & Compliance	HIPAA, SOC2, PCI, GDPR, Zero Trust, NIST, ISO 27001

Education & Certifications

Bachelor of Science, Computer Science — *Arizona State University*

Executive Leadership Program — *Stagen*

Volunteer Leadership

Canine Companions for Independence — Breeder Caretaker & Puppy Raiser | *2016 – Present*

Raising and supporting service dogs placed with veterans and individuals with disabilities.

Recommendations

"Brian is my favorite rent-a-CIO/CTO. He can turn any mid-market laggard into a digital player."

— **Rick Koppin**, Managing Director, Slalom Consulting

"Brian is a visionary leader and hands-on technologist who consistently delivers scalable solutions while developing high-performing teams."

— **Sven Junkergård**, CTO, Zephyr Health

"I always want to surround myself with smart people that understand their domain. It is important to create a defensible point-of-view and the courage to debate and pivot through learning. Brian is that person."

— **Charles G. Schwab**, VP Enterprise Applications, Intuit

"Brian's strategic thinking and coaching skills drive business value and innovation."

— **Dave Korsunsky**, Founder, Heads Up Health

"A top-notch architect and executive with a rare blend of technical depth and leadership."

— **Cesar Arevalo**, Principal Engineer, Zephyr Health

"Brian Roy has a deep understanding of MarTech and how we can and should modernize."

— **Brian Prescott**, VP IT, McAfee