

Andy Liwen

Transforms Novel Technology into Business Advantage

Reach

+1 512-963-0190
andy@act2.tech
12924 Appaloosa Chase Dr
Austin, TX 78732

Real AI

Knowledge representation.
AI planning & reasoning systems.
Realtime AI-driven orchestration.
NLP & utterance to/from text.
Semantic & cognitive computing.
Navigating & planning in uncertainty.

Business

Managing Director launching new, competitive business models.
Global healthcare architectures.
High performing organizations.
Enterprise/TOGAF architectures.
Global IT outsourcing.
Global BPO, follow-the-sun.

Solutions

Global, cross-functional and I18N.
ITIL and ITSM certified architect.
Public & private sector.
Pursue, capture, launch, sustain ops.
Government policy architect.
City, county, state, Federal, global.
Cloud, edge-cloud, federated, API.

Security

Threat / vulnerability expert.
Secure, distributed architectures.
Hyper-secure cloud offering creator.
Cryptography & white-hat hacking.
Storage and data-in-motion expert.
Biometrics and authentication.
Intelligence and data attribution.
DR/BC – Government & enterprise.

Certifications

Security CISSP #90998 (expired).
HIPAA & PCI concentration.
Previously cleared: TS/SCI/SI/SAO, EBI, poly-lifestyle & compartmented.
Cleared via: IC, DOS, DOD, DHS, DOE, and other departments.

American University

BA – Abstract Mathematics
MS – Computer Science

Executive Snapshot

Andy Liwen is a visionary inspiring leader and business architect who has transformed markets through applying technology to exceed mission goals. He led amazing teams at Cisco, Accenture, AT&T Lab, public sector, and DOD. He empowers and nurtures talented, diverse professionals at all levels to achieve mission success.

Domain Mastery

Technology, Product, AI, Business, Business Models, Operational Leadership, Innovation, Transformation, Cybersecurity, Network | Cloud, Innovation, Solutions Architecture

Success Stories

◇ Founded the AI Lab at Southwestern Bell (now AT&T) where he drove novel AI research in semantic reasoning and intelligent automation.

◇ Recruited by Cisco to pioneer its Smart+Connected Community offering requiring turnaround of a disadvantaged city in Massachusetts.

◇ Authored visionary white paper “Data Center of the Future” to win the NYC outsourcing contract and to attain, for his lead sales manager, the highest single deal commission to date at Cisco of \$1.5M.

◇ Revitalized Accenture’s Washington, DC security practice and progressed to lead public sector business development as the infrastructure outsourcing pursuit lead.

◇ AT&T principal research scientist leading ADSL launch in home and business markets, partnering with the global CIO of Shell Oil.

◇ Active in the intelligence community for many years in white-hat, social engineering and was a known white hat hacker “iceman.”

Cutting Edge AI

Created novel health and wellness AI orchestration and intelligent automation driven by NLP AI to demonstrate the virtual health consultant concept. Concept is elastic to many domains. Industry savants call this the future which Mr. Liwen can make available today.

See YouTube link <https://youtu.be/-RIRvWHfBE4>

Detail

Act2.TECH, Austin, TX – 2012-Present

Principal, Owner: Act2.tech supports Mr. Liwen’s pro bono and emergent opportunities; and offers business consulting, technology strategies, cloud computing, and web strategy development.

- ◇ **1 True Health** (serving as CTO) Emerging Age-Tech company with novel business and technical model. Using novel AI reasoning engine, emerging AI companions, and AI SaaS verticalization.
- ◇ **RaaS 99 PBC** (served as co-CEO) Working with TXO during COVID shutdown, a novel virtual care companion was conceived, tested, and polished. It exhibited novel AI orchestration and the EVP of TXO stated that she “knew of no one else in the world who could have accomplished this.”
- ◇ **DataOne.Health** (served as CEO) Recommended by the liaison VP of the Dell Medical School as the “best data professional in Austin”, Mr. Liwen provided pro bono support to Texas Oncology CEO’s data initiative to successfully launch a precision health initiative.

Andy Liwen

Transforms Novel Technology into Business Advantage

Cisco Systems, Herndon, VA – 2008-2011

Client Solutions Director: The CSD role was created under a managing director, VP-level, model to energize cross-functional solutions and service sales teams. Growth was needed without disenfranchising Cisco's partners. Recruited to launch this market-maker role in public sector.

- ◇ Led revitalization of City of Baltimore. Developed a confidante advisor role with new Baltimore CIO which created the trusted partnership to co-write the 12-month plan for the city. Raised 1st step services spend 100% and created renewable roadmap for year over year increase. This set the stage to harvest many other business opportunities.
- ◇ Led green, sustainability project in Raleigh, NC to provide a roadmap for the city's future. Brought together city, business, medical, sports, arts, and citizens leaders to establish vision and execute first steps. This built the key sustainability partnership with public and private spend.
- ◇ Chosen to lead Cisco's US Smart + Connected Community initiative including the first net-new US opportunity in severely depressed city with over 28% unemployment. Brought 51 city leaders together. The pilot shifted bookings 10X in first year and was repeated in 11 other depressed cities. And the unemployment crisis was solved!

Accenture, Reston, VA – 2005-2008

Senior Executive: This is a VP-level title for Accenture, as a global systems integrator, serving enterprise, government and SMB. This uniquely created public sector role used both business and technology savvy, to develop new outsourcing venues. Formed and led virtual pursuit / capture teams of as many as 200+ driving the whole solution: architecture, business structure, delivery strategy, contracts, mobilization, transition / transformation and run teams.

- ◇ Expanded outsourcing Federal government client by closing a security contract with outside delivery partner with \$52MM services addition to the 10-year \$1.2B contract. This led a consolidated IT strategy and an additional \$25MM onsite CIO services contract supporting over 1,200 persons while the customer accrued seven-figure budget savings.
- ◇ Architected complex tier-1 telecom, networking, and software solution in less than four months to secure \$250MM contract for a national rail transportation company. Drove the BD team with approach, pricing, delivery planning and negotiations.
- ◇ Led pursuit on a large medical agency IT and business process outsourcing deal, approaching \$1B in total value. Brought together innovative network solutions approach, key external vendors and internal teams into a capability to reduce cost to client and accelerate transition and delivery timeline that let us capture the business.

Start Up Community, Austin, TX – 2000-2005

Principal, Owner: In various roles as consultant, employee, and business thought leader to Austin investment community (VCs and private investors) for mission-critical roles in start-up ventures. Worked with over 17 high-tech start-ups, coaching young CEOs and grooming company for funding phase. Performed due diligence on market, product and company for VCs and investment bankers and worked closely to assist other entrepreneurs to develop a business, market, and sales strategy.

- ◇ **Pinion Software** (served as CTSO) Pinion was a secure document product company which enabled rights management across disparate, external organizations without requiring identity federation. Strategic pursuit of new business line and grants placed over \$50MM in the pipeline, resulting in the company later being acquired by Gigatrust, of Herndon, VA.
- ◇ **Yehti** (served as CTO) Yehti was founded to securely manage and augment enterprise email. Recruited from AT&T lab to take over development organization. Built up product in short time to enterprise level application using innovative development methods and team dynamics. Placed over \$20M into sales pipeline during last 4-month period.

Andy Liwen

Transforms Novel Technology into Business Advantage

AT&T Research Lab, St. Louis, MO, and Austin, TX – 1990-2000

Principle Member Technical Staff (PMTS is VP Level): At time of hire, Southwestern Bell had been spun out post divestiture. It was voted most admired communications company when it transitioned to SBC and ultimately became AT&T through wireless mergers.

- ◇ Worked with Dr. Jackson Tung to launch an AI research team at the newly created lab. Partnered with Dr. Nicholas Negroponte from the MIT Media Lab. Personally drove novel AI research in real-time semantic reasoning and intelligent automation, partnering with Silicon Graphics and MassPar super-computing companies.
- ◇ During relocation of the lab to Austin, drove the ADSL services launch and partnering initiative. Had the first ADSL home line in Texas. Partnered with the innovative Shell Oil global CIO to build a business services offering.
- ◇ Provided vision, business and organizational direction to pursue new business activities at the SBC CEO-council level. Personal business relationship to Tim Berners-Lee (father of modern Internet) who became a tech confidant and change agent for the lab.
- ◇ Created a lab-internal security consulting practice assisting business operating units. Led relationship with Schlumberger in Smartcard/certificate business creation.
- ◇ Led liaison to Microsoft for their secret “Blackbird” set-top-box project. Provided technology steering for video on demand trials in Richardson, TX and Ashburn, VA.