

Robert J. Shaughnessy

Technology Executive | AI/ML Strategy & Commercialization | Cybersecurity

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PROFESSIONAL SUMMARY

Technology executive operating at the intersection of deep technical capability and real commercial and mission outcomes. Career built around a consistent pattern: take complex, often unproven technology and create the strategy, organization, and market position that turns it into something that actually delivers. Founded and exited multiple companies; advised five successful exits. Generated \$100M+ in new business at Deloitte building AI-driven analytics practices across national security and Fortune 500 clients. Brought multiple commercial industry firsts to market as CTO of Circadence across mobile, SaaS, and virtual platforms. Equally fluent in technical depth and executive communication, and direct about the difference between a science project and a solution.

CORE EXPERTISE

- Technology Commercialization & Market Entry
- Product Strategy & Platform Development
- AI/ML: Applied Systems, Analytics & Security
- Cybersecurity & Cyber-Physical Systems
- Large-Scale Data & Behavioral Analytics Platforms
- Scaling Engineering & Product Organizations
- Multi-Domain Systems Thinking & Strategic Problem Solving
- Executive Communication & Technical Translation

PROFESSIONAL EXPERIENCE

Executive Advisor | Technology *Strategy, AI/ML & Commercialization* Jan 2026 – Present

- Provide confidential, high-level advisory to senior corporate and government executives on cybersecurity strategy, technology investment decisions, and operational risk — engagements requiring both technical depth and executive discretion.
- Advise on integration of AI/ML and advanced analytics into enterprise security and digital transformation initiatives; help organizations distinguish genuine capability from vendor-driven noise.
- Author enterprise frameworks for autonomous AI systems; current work addresses the emerging gap between model-level risk and action-level risk as agentic systems move into production environments.

Network Expert | OODA *LLC* Jan 2023 – Present

- Contribute expert analysis on AI/ML strategy, technology commercialization, and emerging threats to a selective network of ~200 senior technologists, investors, and national security leaders; OODA convenes around decision-making in high-disruption environments at the C-suite and government leadership level.

Chief Technology Officer | HCSI, *Inc. (via Acquisition of Wraith Signal)* Nov 2024 – Jan 2026

- Founded Wraith Signal to complete commercialization of a critical dual-use AI/ML cybersecurity capability; secured technology licensing and built the platform through to successful acquisition by HCSI within 14 months.
- Post-acquisition as CTO of HCSI: led technology roadmap for federal systems integrator; directed AI/ML security strategy including LLM-based systems for threat detection, ISR, and cognitive applications; cultivated partnerships with national laboratories and research institutions to accelerate product development cycles.

President & CEO | Psymetis, *Inc.* May 2023 – Nov 2024

- Founded and led venture-backed cybersecurity company commercializing novel AI/ML technology for real-time cyber-physical threat detection; built WEREWOLF™ platform with ALPHA™ analytics and WOLFBANE™ response modules; developed commercial pipeline with major energy providers and government partnerships with DOE and DHS.
- When the private equity group funding the portfolio collapsed, taking multiple companies with it, spent four months guiding Psymetis to a soft landing while protecting employees and preserving the technology.

Senior Vice President | GRIMM (*SMFS, Inc.*)

Jan 2022 – May 2023

- Led enterprise growth and federal operations for boutique cybersecurity firm; closed multimillion-dollar contracts spanning vulnerability research, reverse engineering, and red/blue team operations for DoD and IC clients.
- Established CRADAs with NSA and DHS; built executive relationships at OSD, Combatant Commands, and foreign partner organizations.
- Led tailored development team creating novel, bespoke technical capabilities for national missions, work conducted at the highest levels of sensitivity and classification.

Analytics and Special Programs | Deloitte — *Analytics & Cognitive Practice*

Aug 2014 – Dec 2021

- Generated \$100M+ in new business building AI-driven analytics practices serving national security and large commercial clients including financial institutions, telecommunications companies, and Fortune 500 enterprises.
- Led delivery of petabyte-scale behavioral analytics platforms spanning fraud detection, macroenvironmental prediction, cyber behavior analysis, and mission-critical intelligence analytics; directly led embedded national security teams including targeting and special mission functions.
- Architected novel counterintelligence and counter-espionage solutions fusing AI, tradecraft, and large-scale data from government and commercial sources; managed SAPs and CRADAs with NSA, DoD, and IC.

Founder & President | CliffRock *LLC*

Jul 2013 – Aug 2014

- Provided retained advisory on product strategy, go-to-market execution, and technology commercialization; advised five successful technology exits.
- Identified product-market fit for technology companies and positioned them for enterprise adoption or acquisition.
- Delivered petabyte-scale graph analysis capabilities for major Intelligence Community organizations and international financial institutions in partnership with Cray's YARCdata division; work spanned compliance, business intelligence, and mission-critical analytics.

Chief Technology Officer | Circadence *Corporation*

Feb 2004 – Jul 2013

- Built and led the full technology organization through a decade of platform evolution, guiding proprietary solutions from hardware-only appliances to virtualized systems, SaaS, mobile applications, and OEM-integrated platforms serving both commercial and government markets.
- Brought multiple commercial industry firsts to market: first mobile WAN optimization clients for iOS, Android, and Windows; first virtualized WAN Optimization Controller; first WAN Optimization SDK/API, recognized by industry analysts for innovation and platform capability.
- Held full P&L for R&D, Product Engineering, and Sales Engineering (50+ direct/indirect reports); maintained senior commercial partnerships with Cisco, Juniper, Vodafone, Telefónica, American Airlines, and global technology leaders.
- Principal architect for the U.S. Government's first multi-classification Cyber Test & Evaluation Range, a 5-year, \$100M+ program enabling non-kinetic training, T&E, development, and mission rehearsal.

Earlier Career

VP Network Operations & Director Government Programs — Bantu, Inc. (2000–2004): Managed global secure communications platform serving 10M+ users; closed multimillion-dollar enterprise licenses with USAF and Army; designed first cross-service IM, presence, and collaboration program linking all U.S. Armed Services.

Vice President, Business Solutions — Reliacom, Inc. (1998–2000): Scaled division from 2 to 100+ employees with zero attrition and 100% client retention; company listed Inc. 500 two consecutive years; designed first secure web-based interactive commercial video production system (IP acquired by Qwest).

Intelligence & Tactical Technical Operations — U.S. Air Force/DoD (1989–1997): Served in classified national intelligence and special operations programs; developed reputation for pattern recognition, synthesis of complex information, and creation of net-new technical capabilities in high-stakes operational environments.