

VENKAT J. KODUMUDI

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Patent: US 63054225 — Security Platform & Method for Efficient Access and Delivery | FedHealth IT 150 Award (2024, 2025)

EXECUTIVE PROFILE

Award-winning technology executive with 30+ years leading CTO, COO, and Director roles across federal, defense, healthcare, and commercial sectors. Expert in Agentic AI, cloud infrastructure (AWS, Azure, GCP), enterprise architecture, and SaaS product development. Proven at driving \$100M+ revenue impact, building teams of 350+, and converting emerging technologies into market-ready products. Equally fluent in boardroom strategy and hands-on architecture.

CORE COMPETENCIES

Technology Strategy & Roadmaps · C-Level Leadership · Agentic AI & ML · Cloud & Hybrid Infrastructure · Enterprise Architecture · SaaS & Product Management · Blockchain & RPA · Cybersecurity & Compliance · Budget & P&L Ownership · IT Operations · Vendor & Partner Management · Large Program Delivery

PROFESSIONAL EXPERIENCE

Chief Technology Officer | Unissant Inc., Herndon, VA | June 2022 – Present

Federal consulting firm specializing in data, analytics, and AI for National Security and Healthcare agencies.

- Drove **\$3M+ in organic annual revenue growth** by architecting and delivering AI and advanced analytics solutions for federal clients.
- Developed **7+ mission-focused point solutions and accelerators**; sold and led delivery of AI Enablement Centers for 2 federal customers.
- Serve as external technology executive to clients, partners, and stakeholders; lead business development and proposal capture.
- Established CIO functions — technology governance, enterprise architecture standards, ISO and CMMI compliance.

Chief Operating Officer | mPhase Technologies Inc., Rockville, MD | May 2021 – June 2022

AI-powered EV charging network software startup with global teams in USA, UK, and India.

- Managed all operations for global startup; **delivered inaugural product sale worth \$1M** for EV charging network platform.
- Oversaw vendor relationships, contract negotiations, and performance metrics across three-country distributed teams.

Director — Health CTO | Blockchain & RPA Practice | Innovation & Technical Services

CGI, Fairfax, VA | August 2017 – May 2021

Global IT professional services firm; \$12B+ revenue, serving federal and commercial clients worldwide.

- **De facto CTO** for SAJE business unit generating **\$2M direct and \$100M+ indirect revenue**.
- Architected 2 blockchain-based products securing US Patent 63054225 and driving \$100M+ in indirect revenue impact.
- Founded **CGI US Blockchain & RPA Practice** — added \$1M ARR, onboarded 2 new client logos.
- Authored key section of **ACT-IAC Blockchain Playbook** for federal agencies; co-chaired CGI Federal Blockchain Roundtable.
- Stood up CGI Federal Innovation Center; defined multi-year emerging technology strategy for internal and external stakeholders.

Chief Technology Officer | FOCALCXM, Chantilly, VA | January 2016 – March 2017

- Defined and delivered full product roadmap; **grew annual revenue 20% (\$500K)** through strategic SaaS development.

Director — Solutions Strategy, Architecture & Product Management, Telos Identity Management Solutions Inc., Ashburn, VA | January 2015 – January 2016

- Defined 3 new product lines; built multi-year roadmap and drove go-to-market strategy through white papers and sales enablement.

Deputy Director, IT Operations & Engineering | Transportation Security Administration (DHS), Arlington, VA | October 2004 – January 2015

Federal agency with 70,000+ employees.

- Held 5 progressive senior leadership roles over 10 years: Deputy Director IT Operations, Branch Chief App Dev, Deputy Director HR IT, Gov't Program Manager, IT Specialist.
- Managed \$150M annual IT budget**; oversaw 93+ federal staff and 250+ contractors (343+ total).
- Initiated TSA's **first cloud adoption framework** and enterprise Big Data solution.
- Managed portfolio of **80+ applications**; deployed agency-wide LMS for 70,000+ employees.

Additional Early Career (1992 – 2004)

Lead Architect, Unisys Corp · Consultant, Sun Microsystems · Chief Architect, PricewaterhouseCoopers · Systems Engineer, EDS

KEY ACHIEVEMENTS

Impact	Detail
\$100M+ Indirect Revenue	Blockchain products & technical leadership at CGI
\$3M Annual Growth	AI & advanced analytics at Unissant
\$150M Budget Managed	IT operations at TSA, 343+ staff
\$1M First Sale	EV charging network software at mPhase
Patent US 63054225	Secure data sharing platform (USPTO, 2021)
FedHealth IT 150	Top federal health IT leader (2024 & 2025)

TECHNICAL SKILLS

Cloud: AWS · Azure · GCP · Hybrid Cloud · Private Cloud

AI & Data: Agentic AI · Machine Learning · NLP · Data Analytics · Big Data · Tableau

Architecture: Enterprise Architecture · Microservices · API Development · Domain-Driven Design · Java · Python · JavaScript · SQL

DevSecOps: CI/CD · Docker · Kubernetes · IaC · RPA

Security: Cybersecurity · IAM · Biometrics · GDPR · CCPA · SIEM · CMMI · ISO

Platforms: ServiceNow · Salesforce · Workday · ERP · CRM · LMS · SaaS

EDUCATION

MBA, International Management — George Mason University

MS, Computer Science — Arizona State University

BE, Computer Science — Bharathidasan University, India

CERTIFICATIONS & AFFILIATIONS

Patent Holder: US 63054225 (USPTO, 2021) · ACT-IAC Blockchain Playbook Contributing Author · FedHealth IT 150 (2024, 2025) · Federal Security Clearance (historical, DHS/TSA)