Lewis Shepherd

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Private Consultant on Advanced Technologies and Public Sector Innovation

Leading consultant on management and technology innovation, with executive success in Silicon Valley and government. The world's leading tech companies and select government agencies rely on me for my expertise in strategic planning, technology investment decisions, data analytics, and leading complex change. Current experience in world-leading projects on big data, artificial intelligence, deep learning, AR/VR, data visualization, social media, encryption and cybersecurity.

Clear, concise communicator. I blog at www.ShepherdsPi.com, and also teach the U.S. Intelligence Community's internal grad-level course on Big Data Architectures & Analytics, for officers working on the world's largest and hardest problems.

Career

Director & CTO, Microsoft Institute for Advanced Technologies in Government   Washington, DC & Redmond, WA

Recruited by Microsoft from an intelligence community senior position to join "The Microsoft Institute," first as CTO with rapid promotion to Director of this external consulting arm of Microsoft Research for public-sector early-adopter customers. Partnered with global MSFT sales/services account teams to win major enterprise deals and perform technical miracles by leading a handpicked team of legendary technologists and former US/UK intelligence executives in DC, Redmond, London.
- ✓ Redesigned productization-partner strategy with MSFT Research to capture $4MM/month new revenue in services.
- ✓ Selected in 2013 to manage early-adopter acquisition for the most secretive MSFT project in decades: HoloLens, stealth development of holographic computing and revolutionary AR/VR headset.
- ✓ Retargeted Institute focus from pure research to applied encryption & cybersecurity solutions, to win US Army, US Navy, US Air Force enterprise deals, through senior-level engagement with military/civilian leadership.
- ✓ Extended Institute coverage to state/local relationships; led team working with New York Police Department (NYPD) to win $40MM NYPD "Domain Awareness System," real-time data-fusion solution now deployed in Manhattan; resold to other cities making MSFT a global leader in counter-terror/law-enforcement technology.
- ✓ My team called "superstars" by MSFT Singapore team for key role in winning one of MSFT's largest Asian deals: Singapore Ministry of Defence, previously a "Hardened Android" customer. Targeted key customer relationships, and drove team to create suite of enterprise cybersecurity offerings, resulting in $38MM deal plus $6MM services.
- ✓ Promoted to Partner level (highest internal MSFT employee level). Tapped regularly for media engagement.

Heavy use of dynamically organized virtual teams. Represented the Microsoft Institute with Legal and Corporate Affairs and government relations. Member of the Microsoft Federal Strategic Programs and Policies group.

Senior Technology Officer, U.S. Defense Intelligence Agency   Washington, DC

In wake of 9/11 attacks, I was recruited to DIA from Silicon Valley and immersed into wartime environment as head of Requirements & Research for global defense intelligence, a Fortune-200-equivalent enterprise. Later promoted to highest US Government civilian level, flag-rank Senior Executive Service, and after four years won "National Government IT Leadership Award." Direct report to DIA Deputy Director/CIO, and appointed by DIA Director to Strategic Planning Committee. Deployed next-gen solutions for a $6B+ agency with a $1B+ enterprise IT budget. Senior innovator determining acquisition of all new IT for the DoD intelligence enterprise servicing 70,000 users in 500+ global locations with real-time data. Created/led global network of rapid innovation labs. Led architectural and security reviews on team consolidating 25+ global data centers into 5 private-cloud centers. Managed 250+ technologists and intelligence officers on three continents.

Tech Startup, Head of Business Development, H5 Technologies, Inc.   San Francisco, CA

Successful text-analytics software startup. Led marketing strategy to media and intelligence customers. Joined founder/CEO in pitching top VC firms (won $6.5 million). Personally pitched and closed company's first $250,000 in software sales.

VP of Public Affairs & Public Policy, The Clinton Reilly Group   San Francisco, CA

Leading West Coast government consulting firm. Created urban strategies for technology enterprise-zones to foster startups.

Director of Communications, The Mayor of San Francisco   San Francisco, CA

Directed communications strategy and day-to-day operations for one of the world's most complex urban environments. Managed tech policy team, contributing to boom in dot-com startups. Wrote policy papers, State of the City Address, Annual Budget Message. Recruited from same role for Mayor of San Jose, where I helped drive a competitive global re-branding as "The Capital of Silicon Valley" and was described as a "Silicon Valley luminary" by the *San Jose Mercury News*.

Education

Harvard University, Kennedy School of Government Executive Education non-degree program.

Stanford University PhD program in Political Science (ABD). MA in Political Science.
Three-year Rockefeller Doctoral Fellow. International relations, global trade, U.S. politics/legislative affairs.

University of Virginia BA cum laude in Government. MA coursework in Foreign Affairs.
Politics, international law and economics, Russia/Middle East politics. Arabic and Russian languages.

Université Libre de Bruxelles Troisième Degré in French language.

Professional Leadership Roles

Georgetown University   Washington, DC
Technology Management Advisory Council   (Current)
Appointed member of senior outside advisory body for university's graduate-degree-granting program in Technology Management, charged with guidance on curriculum, career preparation, strategic planning.

Office of the Director of National Intelligence   Washington, DC
Intelligence Community Strategic Studies Group   (Current)
Appointed to the DNI's small "think-tank" government advisory body on high-priority long-range issues.

George Mason University   Washington, DC
Adjunct Professor   (Current)
Teach in the Graduate Engineering School, Department of Information Sciences and Technology.

AFCEA International   Washington DC
Vice Chair, AFCEA Intelligence Committee   (Current)
The Armed Forces Communications & Electronics Association's Intelligence Committee consists of senior public and private sector leaders overseeing AFCEA's bridge-building between DoD and industry. Chair is retired Navy 3-star.

NDN Technology Conferences   Silicon Valley
Co-Sponsor and Participant
Founding co-sponsor of immersive series for Members of Congress, tech policy experts, and leading executives in software, biotech, e-commerce. "Largest gathering of elected officials in Silicon Valley ever" (*San Jose Mercury News*).

Awards

National winner, "**Government IT Leadership Award**" given by Government Computer News and Washington Post/Newsweek for "exceptional accomplishments over a substantial period of time in government."

Department of Defense, DIA Medal for Meritorious Civilian Service.

DIA Director's Annual Award for Outstanding Team Performance.

Ford Foundation Fellow in International Security; **Rockefeller Foundation** Fellow in Russian Studies.

Publications

Multiple classified policy documents and studies.

Foreword "Bridge to the Cyber 21st Century," in book *Inside Cyber Warfare: Mapping the Cyber Underworld*, by Jeffrey Carr (O'Reilly Publishing).

Co-author, *The Captive American* (Hampton Books), hardcover best-seller; National Press Club Annual Authors Award.

Co-author, *The New City-State* (Roberts Rinehart), hardcover on entrepreneurial urban policies.

Significant Recent Speeches and Presentations

Keynote presentation with Elon Musk, SpaceX/Tesla CEO, on *"Revolutionary Changes for Intelligence,"* May 2015 at annual AFCEA Intelligence Symposium; also panel chair for *"Industry R&D"* (article)

Federal Judicial Center & Georgetown University Law School, Conference on National Security, Technology and the Law, May 2015; asked to lecture on *"Computer Architecture and Remote Access"* in the wake of Snowden leaks – and explain the Internet to 200 senior federal judges.

U.S. Technology Leadership Council, *"Implications of 3-D Immersive Technologies for Government,"* May 2015 (agenda)

"The Internet of Things: Its Implications," panel chair at Intelligence & National Security Summit, September 2014 (article)

United Nations Foundation, Diplomacy Conference: *"The Future of Diplomacy, Digital's Impact,"* April 2014 (agenda)

"Big Data and Knowledge Creation" speech at AFCEA Spring Intelligence Symposium, May 2014 (agenda)

"Digital Innovation for Intelligence," conference co-chair at April 2016 AFCEA Intelligence Symposium (agenda)

Global Intelligence Symposium in Brussels, Belgium: *"Strengthening Government/Industry Partnership for International Security,"* December 2013 (agenda)

Intelligence & National Security Summit, September 2015: *"Impact of Key Technologies on Intelligence, Defense, Economic & Political Norms,"* panel chair. (agenda)

Selected Conference Keynotes

"Security Agencies & The Tech Industry." TechUK & WIRED Media Conference, London UK, May 2015.

"Machine Learning, AI, and DoD." Armed Forces Communications & Electronics Association, May 2016.

"Big Data R&D." Armed Forces Communications & Electronics Association, June 2015.

"Government & the Revolution in Scientific Computing." NASA IT Summit, Washington DC, August 2010. (article)

"R&D 2.0 for Analysis." Intelligence Advanced Research Projects Activity (IARPA) Conference, (Keynote slides)