

**Mo Kotaiche**  
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### **PROFILE**

Accomplished IT executive with 40 years of successful IT management and IT consulting experience leading world-class organizations to meet and exceed their goals and strategic visions. Has deep knowledge and specialization in consulting with Utilities, Healthcare, Financial and the Telecommunication industries. Acknowledged talent in architecting, launching and managing complex IT projects and systems. Strong leadership abilities in driving organizations to innovate and implement faster-to-market, less expensive and higher quality technology solutions and business services. Has in-depth experience with applying best-of-breed quality paradigms such as Six Sigma, CMMI, ITIL and ISO 9000 to produce cost efficient, highly effective, and highly secure systems and applications.

### **EDUCAION**

M.S. Computer Sciences	Florida Institute of Technology
B.S. Electrical & Electronics Engineering	University of South Florida

### **SKILLS**

- Leading Change, Leading People and Leading Process Improvement
- Development and implementation of Strategic Plans and Enterprise Governance
- Artificial Intelligence, Data Analytics, Cloud-based development
- Contract Negotiations & Management, Supplier and Vendor Management
- Certified Project Management using PMI's *pmbok* as well as Agile process

### **Professional Experience**

**Chief Technology Officer** **5/2019 - Present**  
**Zotera, LLC**

Zotera is a start-up entrepreneurial company that specializes in the manufacture and production of control hardware and software in the Industrial Internet of Things (IoT). As the company's CTO, I am in charge of developing the company's technology strategy and roadmap.

**University of Tampa – Adjunct Professor Information Technology** **Sep 2009 - Current**

University of Tampa is a large private higher education university. With the University:

- Developed and instructed curricula in Information Technology and Operations Management.
- Developed multiple seminars and presentations on Project Management and Six Sigma
- Incorporated SAP Technology into courseware via hands-on labs and simulations.

**Consulting Sr. Program Manager – Tampa Electric Company (TECO)** **3/ 2018 – 3/2019**

Tampa Electric Company is Tampa Bay's local utility supplying Electric and Gas service to nearly 1.5 million customers. W/ TECO, my efforts & accomplishments included:

- Managed a large SAP implementation project for the Customer Experience (CE) division
- Managed an implementation of a Cloud-based Sales & Marketing Support ERP system
- Managed conversion and upgrade of various Infrastructure upgrade projects

- Managed Process Optimization program w/ 8 projects by implementing BI and analytics

**Consulting-Senior Program Manager – Chapter’s Health Systems Tampa, Fl. Mar. 2015 – Aug 2016**

Chapter’s is a large Hospice, Home Health, and Palliative care hospital with more than 2000 employees and nearly 1400 average daily patients. Key accomplishments have included:

- Developed plans for, and managed to completion complex, multi million dollars merger & acquisition program that included the integration of Electronic Medical Records systems.
- Oversaw the successful transformation of the organization’s HRIS from UltiPro to Kronos.
- Led the development and implementation of patient care systems on mobile devices.
- Successfully completed the integration of the hospital’s Electronic Document Management system.

**V.P Application Development Fidelity Information Services (FIS) St. Petersburg, Fl. 2013-2014**

FIS provides core banking software to 9 out of the 11 largest banks in the US and over 3,000 financial institutions world-wide. Notable accomplishments included:

- Led the development of company’s business models for attracting new credit card business. Successfully negotiated development and support contract with Visa and Master Card. Added nearly \$14 Million in annual service revenues.
- Drove the implementation of Anti-Money Laundering and Anti-Fraud process and systems
- Re-organized staff and budgets of 5 departments with 100+ professionals to meet internal and external customer demands. Reduced staffing costs by nearly 11%.
- Aligned department’s operational strategy, budgets and resources with company’s strategy and roadmap. Champion and added new, and highly effective, professional training programs that earned high marks with staff and peer executives

**Managing Director IT Managed Services Princeton Information, Inc. Tampa, Fl. 2007 - 2013**

Princeton provides custom software product development and project-based IT solutions to major Healthcare, Financial, Banking ,Telecommunications and the Insurance industries across the country. With Princeton:

- During 2007, developed company’s Managed/Professional services division. Developed marketing strategy and collateral, led pre-and post sales presentations to company “c-level clients
- During 2008- 2013 Won multiple contract awards w/ HealthPlan Services to migrate their main frame systems to server-based systems
- During 2008 – 2010 Negotiated, won and managed the delivery of multiple contracts w/ company Healthcare insurers (Aetan, Humana and BCBS)
- During 2010 – 2013 Negotiated, won and managed multiple \$million contracts with Bank of America for Six Sigma-based process improvement initiatives
- During 2010 – 2013 Negotiated, won and managed multiple \$million contracts with Syniverse for development and delivery of their next generation 4G LTE communication system.

**Consulting CIO Wachovia Bank (Pre-Wells Fargo merger) Charlotte, N.C 2006 – 2007**

Wachovia provides financial, commercial & retail banking services through nearly 2700 banking centers around the country. While with Wachovia:

- Developed a \$30 million Strategic Global Outsourcing Plan to outsource the Bank’s software application development, maintenance & support functions

- Prepared RFP's, negotiated awarded contracts and oversaw management and delivery execution by 11 contractors

**Executive VP SunTech Consulting Group Tampa, Florida 2004 - 2006**

SunTech provides high-value management consulting services to select cliental that included private and public entities. With SunTech:

- Managed division's P&L of nearly \$30 Million.
- Led the development of company's managed services consulting portfolio.
- Developed managed services pre-and post sales staff. Hired, coached and mentored company's professional sales staff.
- Oversaw the management of company's delivery of multiple managed services projects to company clients

**CIO South Florida Water Management District West Palm Beach, FL 2003-2004**

The South Florida Water Management District (SFWMD) is the largest fresh water and environmental resource management organization in the US. They oversee the development and restoration of Florida's wetlands including the everglades basin. While serving as the SFWMD's CIO:

- Negotiated implementation & Support contract for SAP/R3 as the organization's ERP platform.
- Led the development of company's 5-year IT Strategic Plan
- Managed daily operations of 5 IT departments. Planned budgets, coached and mentored staff, introduced formal Change Management and developed methods to create repeatable process improvements
- Re-organized the IT function at the company. Consolidated 5 separate IT functions into a single organizational unit saving the company nearly \$11 Million in annual spend.

**Sr. Director Software Development & Project Management Ajilon, LLC. Tampa, FL. 1997-2002**

Ajilon provides information technology management consulting and software product development services to government and private sector clients that included GTE (Verizon), Ford Motor Company, and GE Financial. With Ajilon:

- During 1997 developed company's Managed Services team. Developed collateral and presented to company clients. Responded to RFP's, oversaw solution development, and managed delivery of won contracts with Eckerd Drugs, GTE (Verizon) and AT&T
- During 1998- 2002 negotiated and won multiple projects with GTE (Currently Verizon). Oversaw successful management and delivery of awarded projects.
- During 1998- 2002 Developed new sales & delivery channel partners program. Added nearly 30 % in revenues.
- Oversaw delivery of multiple \$million projects to company clients that included BCBS, Harley-Davidson, Transamerica, and Ford Motor Company
- Oversaw development of company's PMI-based Project Management discipline. Coached and trained Project Managers on new process which resulted in boosting revenues to almost \$14 Million annually

Chief Information Officer – The Vinnell Corporation 1989 – 1995

Electronics Engineer – Kennedy Space Center 1980 – 1989