

# ADAM LUCAS

Fractional CTO | Technical Strategy & Client Leadership

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## Professional Summary

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US-based Fractional CTO and senior technology executive with 15+ years bridging engineering teams and non-technical business stakeholders. Native English speaker with deep experience leading executive-level client engagements, shaping product and delivery strategy, and building long-term trust with US enterprise and startup clients. Proven track record managing vendor relationships, architecting modern software solutions (web, mobile, cloud, AI), and driving compliance initiatives (SOC 2, PCI, HIPAA, CCPA). Available in US time zones and adept at representing offshore engineering teams as a credible, senior technical voice that US clients trust.

## Core Competencies

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### Client & Stakeholder Leadership

Technical Strategy & Roadmapping  
Product Discovery & Scoping  
Executive Communication

### Software Engineering & Architecture

Web, Mobile, APIs & Cloud (AWS)  
AI/ML & Computer Vision  
Data Architecture & Analytics

### Security, Compliance & Risk

SOC 2, PCI, HIPAA, CCPA  
Vendor Management & Negotiation  
Business Continuity Planning

## Experience

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### Early Childcare Education Technology Consultant • Opportunities Exchange *Aug 2023 – Present*

- ▶ Serve as the senior technical authority for a national initiative, leading stakeholder calls with state government officials, software vendors, and nonprofit leaders across the US.
- ▶ Built a national data standard for real-time vacancy data, coordinating API specs and vendor alignment across several childcare management software platforms.
- ▶ Delivered technology ecosystem scans for multiple US states, producing executive-ready findings that reduced administrative burden for thousands of childcare providers.
- ▶ Presented at 3 national conferences, translating complex technical topics into accessible narratives for non-technical policymakers and program administrators.
- ▶ Consulted with states on technical RFP requirements, ensuring procurement decisions were grounded in sound architecture and vendor accountability.

### Fractional CTO • CATSCAN

*Jun 2020 – Apr 2024*

- ▶ Served as the sole executive technology voice for an early-stage startup, owning all client-facing technical strategy and product decisions from discovery through delivery.
- ▶ Developed strategy and MVP roadmap for a real-time image-recognition mobile application, including stack selection, build-vs-buy trade-offs, cost constraints, and delivery milestones.
- ▶ Built proof-of-concept computer vision model (Google AutoML + TensorFlow Lite) and designed database architecture optimized for rapid retraining cycles.
- ▶ Created onboarding documentation, training datasets, and process playbooks to scale the engineering effort with new personnel.

### Vice President, Technology • Sandy Hook Promise

*Sep 2020 – Oct 2022*

*(Promoted from Director, Technology, July 2021)*

- ▶ Led a team of 13 (8 FT, 5 PT) with a \$1.2M+ budget, overseeing the full technology portfolio for a high-profile national nonprofit.
- ▶ Served as the primary technical liaison to executive leadership, translating business needs into engineering execution and keeping stakeholders aligned on timelines and risks.
- ▶ Partnered with Grants Administration and Finance to architect Salesforce-based data pipelines tracking grant-specific reporting requirements—directly enabling funder accountability.

- ▶ Led enterprise-wide security rollout: vendor reviews, business continuity planning, policy creation, and staff training.
- ▶ Established a culture of trust by closing every open loop with staff and ensuring recommended process changes had broad buy-in before rollout.

**Director of Technology** • teamDigital Promotions, Inc.

Nov 2018 – Mar 2020

- ▶ Owned data security for millions of PII records; achieved PCI Level 4 Certification and initiated SOC 2 rollout.
- ▶ Conceptualized GDPR/CCPA compliance integration with Mastercard API—navigating cross-border regulatory requirements for US and EU clients.
- ▶ Built sentiment-monitoring tool using Amazon Comprehend to surface real-time insights from social data for client promotion campaigns.
- ▶ Reduced subscriptions and hosting spend by 25% in year one through vendor renegotiation and infrastructure optimization.

**CEO & Senior Developer** • iQtransit, Inc.

May 2016 – May 2018

- ▶ Consulted directly with client stakeholders on IT strategy, estimated project scope and budget, and managed simultaneous engagements valued over \$500K.
- ▶ Led cross-functional teams as senior Laravel developer on a major SaaS platform, building highly cohesive teams and maintaining application consistency through structured testing documentation.

**Director of Technology** • The Storage Group, Inc.

Mar 2015 – Mar 2016

- ▶ Owned delivery and execution of a SaaS product from architecture through launch, including PCI compliance for payment processing via Stripe.
- ▶ Developed software specs from client requests, generated process documentation, and provided mentorship to junior developers.

**Senior Web Developer & Digital Marketing Specialist** • Neptune Web, Inc. Oct 2007 – Aug 2015

- ▶ Launched a new digital marketing product (Analytics, AdWords, SEO), onboarding and managing dozens of US-based clients.
- ▶ Developed e-commerce and API integrations (PayPal, Google, Salesforce) and authored large-scale query optimizations for high-traffic platforms.

**Technical Consultant & Senior Software Engineer** • Freelance

Jun 2002 – May 2016

- ▶ Provided ongoing technology strategy, custom development, and training to US-based small businesses and nonprofits on a fractional/part-time basis.

## Education

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**Bachelor of Science: Finance & Management Information Systems**

GPA: 3.53

Northeastern University – Boston, MA

## Selected References

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**Gene Tiernan, Managing Director:** *"Adam is one of the most diligent and conscientious digital technology leaders I've ever had the good fortune to work with. His uncompromising instincts to do what's right... He's trustworthy beyond fail."*

**Charlie Dalsass, CTO & Business Partner:** *"Adam has a way of making complex concepts... simple — for both technical and non-technical types. Great communicator and a sharp coder."*

**Brad Hernandez, Senior Developer:** *"Adam excelled at streamlining production, delegating tasks, and setting processes. Adam is a real pleasure to work with. He is the type of leader you don't mind working extra hours for as he would do anything for you."*