

**BIOGRAPHICAL SKETCH #1**

**NAME: Bret Boyd**

**POSITION TITLE: Chief Executive Officer & Co-Founder**

INSTITUTION AND LOCATION	DEGREE	Completion Date	FIELD OF STUDY
<b>United States Military Academy at West Point</b>	<b>BS</b>	<b>05/2002</b>	<b>Systems Engineering</b>

**A. Personal Statement**

Bret has extensive experience in the technology, energy, defense, and financial sectors to help companies and public institutions manage disruptive change. He is an ideal individual to fill the role of Primary Investigator. Starting with his officer training at the U.S. Military Academy at West Point, Bret has either been directly involved in the military, corporate leadership, or technology development.

Previously Bret served as the CEO of Knoema, a technology company focused on data integration, machine learning, and analytic products. Bret also built and led the enterprise business unit at Stratfor, a geopolitical analysis and forecasting company, where he advised a variety of multinational corporations and investment groups on strategy and international growth issues. Prior to Stratfor, Bret served as an executive in a venture-backed technology company and helped build the strategy practice for a boutique strategy consulting firm

Bret has published numerous articles on technology, strategy, and change management and is the coauthor of Catalyst: Leadership and Strategy in a Changing World.

**B. Positions and Honors**

Corporate & Military Positions

- 2020 – Present President, VertiPrime Government Services
- 2017 – Present Partner, Grayline Advisory Group
- 2018 – 2019 CEO, Knoema
- 2013 – 2018 Vice President, Stratfor
- 2012 – 2013 Vice President, TrackingPoint, Inc.
- 2008 – 2012 Director, SM&A Consulting
- 2002 – 2007 Infantry Officer, U.S. Army Special Operations Command  
– 75<sup>th</sup> Ranger Regiment

Relevant Achievements & Honors

- Awarded the Bronze Star Medal twice
- Earned Ranger Tab and Parachutist Badge
- Four deployments to Iraq
- One deployment to Bosnia
- While at TrackingPoint, built the commercial sales team and achieved first year revenue targets with over \$5M in bookings.

- Took Stratfor's B2B operation from an opportunistic support group into a major revenue and profit driver for the company.
- While at SM&A, supported clients on competitive procurements for a number of key weapon systems, land vehicles, manned and unmanned aircraft, launch vehicles, information technology programs, and services contracts for the DoD, DHS, DoS, NASA, FAA, VA, and several state-level organizations.

### **C. Contribution to Science**

- Developed a product hierarchy that included two SaaS products, one for individual professionals and one for companies and financial institutions.
- Led product roadmap, UI/UX design, customer segmentation and targeting, and product marketing.
- Developed complementary AI applications, which use NLP to autonomously bring contextually relevant data into documents, spreadsheets, and browsers.

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**NAME: Bret Boyd****POSITION TITLE: Primary Investigator**

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