

Andy Liwen

Select Transformational Portfolio

Hard Work Like a Spec-Ops

I led and launched Cisco's Smart + Connected Communities (IBM's Smarter Planet was our competition) in Holyoke, Massachusetts where the healthcare architecture still runs the commonwealth today. I overcame 28% unemployment by meeting and achieving alignment with 51 different business and government leaders. We set the city on a path to overcome being voted worst city in the Commonwealth. I brought in investors to provide jobs training and revitalized healthcare with a partnership with Harvard Med. We were internationally famous. To bring this transformation to other cities, I invented S+CC In a Box that placed the high revenue offering into each Cisco salesperson's grasp.

1 Million Bucks Parttime Bonus

While traveling on the Amtrak to/from Holyoke, MA, and Washington, DC, I also assisted Cisco's NYC data center refresh deal team by personally writing the white paper "Data Center of the Future". That part-time, side project was credited as landing the \$2B contract award and created the highest single commission to the Cisco sales manager I was coaching. It was \$1.2M. A nice slice of New York pizza was all I received for it.

Leveraging Opportunity for Transformation

I transformed a \$1.2B Accenture Army contract which rolled up 28 accounting, and logistics systems. We needed to get "beans, bullets, and bandages" to the frontline, where resupply often took 90 days. Within 30 days on the job, I single-handedly devised, pitched and was awarded \$52M and \$25M deals for a CIO "office." This included standing up a new building and change management to relocate over inbound 1,000 folks. I attracted the deal by personally inventing a way for both unclassified and secure data to be carried on one wire. I also received an award from the JTIC agency and the security command at Ft. Belvoir.

Impossible but Imaginable Projects

I led many complex, global projects with personal, direct engagement in the solution: the infrastructure solutions team unifying the nation's Red Cross blood supply logistics to support DHS/FEMA; bringing together Cisco, Accenture, and DHS / FEMA to "invent" pop-up, connected medical disaster response centers; and an integrated solution (Accenture and EDS) for the \$1.5B outsourcing for the State of Georgia.

Black Swan / White Raven Hard

I led projects demanding miracle results: the first dedicated, high security, "cloud" for CIA and DHS, requiring pitching and getting Bill Green, Accenture CEO, to underwrite \$8M before even one contract was signed; the DHS headquarters re-build on St. Elizabeth's Hospital grounds in DC, needing nuclear blast survivability; the transformation of both NRO and NGA into one collaborative organization at a purpose-built, high-secure facility in Ft. Belvoir; and the Software Productivity Consortium aerospace think-tank that built the space shuttle OS. My SPC team of 12 was so cutting edge that we were invited by HP to help "invent" CORBA networking at the same we were getting people into orbit and back to earth. BTW, the other 2 divisions had over 200 people and I succeed with 12!