OCT 30 2009

The Honorable Vincent C. Gray
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 504
Washington, DC 20004

Dear Chairman Gray:

In accordance with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), I am pleased to nominate the following person for appointment as the Chief Technology Officer of the Office of the Chief Technology Officer, to serve at my pleasure:

Bryan Sivak
1414 Belmont Street, N.W.
Washington, DC 20009
(Ward 1)

Enclosed you will find biographical information detailing Mr. Sivak’s experience, together with a proposed resolution to assist the Council during the confirmation process.

Sincerely,

Adrian Fenty
Mayor

Enclosures
A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

Chairman Vincent C. Gray, at the request of the Mayor, introduced the following resolution, which was referred to the Committee on ________________.

To confirm the Mayoral appointment of Bryan Sivak as the Chief Technology Officer of the Office of the Chief Technology Officer.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this resolution may be cited as the "Chief Technology Officer of the Office of the Chief Technology Officer Bryan Sivak Confirmation Resolution of 2009".

Sec. 2. The Council of the District of Columbia confirms the appointment of:

Bryan Sivak
1414 Belmont Street, N.W.
Washington, DC 20009
(Ward 1)


Sec. 3. The Secretary of the Council of the District of Columbia shall transmit a copy of
1 this resolution, upon its adoption, each to the nominee and to the Office of the Mayor.

2 Sec. 4. This resolution shall take effect immediately.
SUMMARY

A seasoned professional with over fifteen years of experience specializing in building software and internet-related technologies and businesses. I am familiar with all aspects of entrepreneurial and later-stage activities including management, fund raising, strategy, marketing, expansion to global markets, consulting and product development. I am currently seeking a challenging opportunity where I can leverage my experience and skills to lead large-scale, long-term and high-impact initiatives.

EXPERIENCE

Acting Chief Technology Officer
Office of the Chief Technology Officer
Government of the District of Columbia, Washington, DC

October 2009 – Present

The Office of the Chief Technology Officer (OCTO) is the central technology organization of the District of Columbia Government. As Acting Chief Technology Officer (CTO), I am tasked with establishing and overseeing technology policies and standards, technology infrastructure and major enterprise applications for the District. I direct the development of technology solutions to improve services to District agencies, businesses, residents and visitors in all areas of the District government.

Specific initiatives, responsibilities and accomplishments include:

- Responsible for information technology (IT) strategy and operations for District of Columbia
- Oversight of $500 million District IT local and capital funds supporting 86 agencies, 38,000 employees, 120,000 businesses and 500,000 citizens
- Focus on enhancing service delivery, lowering operating costs and creating new revenue opportunities to support Mayoral initiatives
- Restructuring IT services offered to DC Public Schools administrative sites and schools to better serve administrators, teachers and students
- Streamlining 311 customer service and call-taking operations in partnership with the Office of Unified Communications
- Recommending and implementing business process improvements to encourage transparency of citywide vaccine clinics hosted by Department of Health

Founder

InQuira, Inc, San Bruno, California; InQuira Ltd, London, UK

May 2002 – October 2009

As a founder of InQuira, I have performed a wide range of functions within the company. These range from design and development of the product to sales, marketing, and management activities relating to the overall execution of InQuira's business plan and growth of the company.

InQuira was created from the merger of two companies, Answerfriend, LLC and Electric Knowledge, LLC. The initial focus of the company was development and sale of industry-leading Natural Language Search products to enterprise companies for use internally and externally. Since 2002, the scope of the product has increased from the core Natural Language Search offering to a full Knowledge Management platform designed to power both out-of-the-box and custom applications which deliver significant business value in a number of contexts across a broad range of industries. InQuira's market-leading solutions are currently in operation at top private and public sector organizations such as Bank of America, UK Ministry of Defence, UK Financial Services Authority, Nokia, Halliburton, Caterpillar, Royal Bank of Scotland, Apple, Tyco, Kyivstar, T-Mobile, Bayer Corporation, Bell Canada, and many others.
Managing Director EMEA/APAC, February 2005-October 2009

In February 2005, I moved to London to open InQuira's first overseas operation. With minimal budget and limited resources, I began building InQuira's brand and presence in the UK, Eastern and Western European, Middle East, and Scandinavian territories. Over the course of my tenure, the organization in Europe grew from zero revenues and just myself to twenty-five people on track to deliver more than $12 million in revenues in 2009. My general responsibilities have centered around all aspects of building and managing our EMEA/APAC operation, including oversight of all aspects of the P&L; building and maintaining relationships with EMEA/APAC-based sales and implementation partners; hiring local sales, professional services, development, and marketing resources; building and maintaining local analyst relationships; strategic technology planning with both business and technical leaders in the largest public and private sector companies in the region; and, in general, promoting InQuira's technology and business value in new and existing markets.

Specific accomplishments include:

- Regional positive margin contribution in all years of operation.
- Pan-EMEA blue chip customers signed including the UK Ministry of Defence, UK Financial Services Authority, Royal Bank of Scotland, T-Mobile UK, Sony Ericsson, Nokia, Kyivstar, Avis Europe, Skype, and others.
- Developed the overall business strategy for sales, delivery, and support and oversaw the execution of all aspects of the European business.
- Significant relationships built and revenue delivered through regional and global resellers and implementation partners such as Accenture, Oracle and Cap Gemini.
- Built InQuira's overseas infrastructure from the ground up, including design of the IT infrastructure, negotiation of leases on office space in central London, and oversight on buildout of InQuira's office space.
- Worked with local marketing partners to build InQuira's brand and drive sales leads into the region.

Chief Architect, May 2001-February 2005

The specific role included architecture and design of InQuira's various product modules; evangelism of InQuira's product and strategy from a business value and technical perspective; building and maintaining relationships with key industry analysts; evaluation of third-party technologies for possible acquisition or inclusion in the product suite; and general executive-level management team participation including corporate and product strategy decisions, key executive team hires, financial and budgetary decisions, and participation in VC fundraising processes.

Specific accomplishments include:

- Overall architecture and development of components of InQuira's product suite.
- Discovery of and due diligence on InQuira's acquisitions.
- Management responsibility for diverse groups across the business which required a stronger management focus.
In 1997, two graduate students from the University of Chicago and I co-founded Electric Knowledge. The original incarnation of the software was based on concepts developed through projects at the University, and provided the world’s first Natural Language Search engine available on the web in 1998. In many ways, the functionality provided by the first version of Electric Knowledge’s products was more advanced than what is available today; a user could ask a question like “Tell me about England” and receive a dynamically compiled response (built on-the-fly, algorithmically) consisting of images, maps, automatically extracted excerpts from websites providing overviews of the topic, and more.

In 1999, we raised a round of “angel” funding to build the company more robustly than we could through self-funding. As part of our initial angel round, we decided that due to the level of investment required to compete with companies like Altavista (at the time, they were the dominant player in the web search market), as well as a large gap in the B2B market, it made more sense to transform the organization into an enterprise software company, and sell our natural language technology into the private and public sector for use internally and on external websites. We quickly closed our first two customers, Bank of America and Fidelity Investments, and raised a more significant round (roughly $1.1M) of funding through friends and family to finance further growth. In 2001, we went out to raise our first round of Venture Capital, which led directly to the merger with Answerfriend and the formation of InQuira.

Specific accomplishments include:

- Overall design and implementation of the “Electric Monk” search engine, and subsequent transformation into Electric Knowledge’s first Enterprise product.
- Oversight of all corporate operations.
- Strategic planning for all areas of the business.
- Lead on customer sales engagements and post-sales relationship management.
- Responsibility for all external relationships including marketing, PR, and analysts.

Lead Software Engineer
IBM Corporation, Santa Teresa Lab, San Jose, California

- Lead Engineer on Embedded SQL for Java Conformance Test Suite team; was responsible for designing the test suite, coding tests, and delegating tasks to other members of the team.
- Worked jointly with teams from Oracle, JavaSoft, Tandem, Sybase, and Informix.
- Designed and implemented the infrastructure for the Natural Language Interface to Databases Query System project, including an internet-accessible Client/Server.

EDUCATION
The College of the University of Chicago
- AB Computer Science received June 1997.

REFERENCES
Personal and professional references available upon request.