

Simón Dhungana

Portfolio Manager

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Proven success leading technology infrastructure programs for rapid growth start-ups, non-profits, government sponsored enterprises, global businesses, with P&L focus.

Demonstrated history of planning and leading large-scale global technology transformations that achieve maximum operational impact while controlling costs. Talent for negotiating government and private sector IT infrastructure projects and creating and maintaining organizational visions. Track record of building and leading geographically distributed Agile teams across time zones, cultures, and sectors, including in construction, development, fintech, supply chain, eCommerce, and Federal IT contracting. Hands-on servant leader driving programs by implementing management and governance frameworks, with focus on revenue enhancement.

Areas of Expertise

- Agile Product Ownership
- Capture, Proposals, Teamings
- Software Development Life Cycle
- Projects and Documents Control
- Business Development Life Cycle
- IT Infrastructure & Operations
- Program/ Product Delivery
- Financial Analysis, Budgeting, EVM
- Scaled Agile Framework
- Stakeholder Engagement
- Strategic Partnerships, Contracts
- Systems Engineering Life Cycle

Career Experience

JarWare, Tysons, VA

2020 – Present

Director, Business Development and Operations

Lead complete lifecycle of identifying, capturing, proposal drafting and review gates, financial costing, resource allocation of business opportunities for MAS ITC and IDIQs (CIO-SP4, Polaris, Oasis, Comet etc.) contracts in Federal Civilian IT for the boutique technology firm from scratch. Manage resources assigned for IT service solutions for US DHS, HHS, and DOJ. Participate in industry congressional hearings, establish client relations, conduct gap, requirement analysis, feasibility studies and articulate differentiators. Partner with program managers, SMEs, and architects and research bleeding edge solution strategies on AWS, Azure, and GCP; DevSecOps, Data Analytics, Automation, AI/ML/DL, Software Development. Leverage Agile proposal management approach to write and submit proposals that includes financial analysis, budget, and cost quote preparation. Establish operational KPIs, OKR and setup CRM and PM.

- Planned and implemented formal business development capture pipeline and proposal strategy, including customer relationship, teaming, and opportunity management. Led submission of over 20 RFI/SS/RFP/RFQs while teaming with 3 large business for \$100m+ projects in USCIS. Shortlisted on 4 and currently 5 in evaluation.
- Devised and implemented Agile Recruitment system and employee appraisal and performance management platform. Cut the recruitment process time by 50%.
- Created corporate knowledgebase and implemented ISO 9001 and initiated ISO 27001, ISO 2000-1, CMMI and CMMC standards and achieved certifications on the ISOs.

CDM Smith, Boston, MA

2017 – 2020

Project Manager | Project Control

Managed aspects of large-scale global infrastructure projects; managed scope, schedules, budgets, and workforce planning requirements. Conducted discovery, performed needs and gap and feasibility analyses. Contributed and submitted EOI and RFP. Collaborated globally to drive project roadmaps and built strategic partnerships with donor agencies. Established cross-functional management operational structures, workflows, and reporting lines of communication. Administered grants, authored monthly/quarterly/annual plans, manuals, and reports including success stories and that included videos and social media outputs.

- **USAID / Nepal Community Reconstruction Program:** Contract for USAID for design build and PMC of 36 schools and health centers. Coordinated 18 facility committees, 13 local governments, and 7 federal agencies to conduct QA, data analysis, and reporting from sites as specialist in charge of Product, Project Control, Communication and Outreach, and Business Technology. NCRP was a \$200m program.
 - Structured IT governance framework: installed project controls and risk management systems, defined criteria for status reporting, trained interdisciplinary teams, and upgraded infrastructure for bandwidth-intensive applications.
 - Conceptualized and oversaw software development life cycle as Agile Product Manager of two mobile applications (GharBanau and FixIT) that have wide usage in homebuilding and maintenance and operations markets. Guided as a product

owner creating epics, prioritizing backlogs, managing programs that utilized Agile Release Train, Burndown Chart, Scrum, Kanban, using Scaled Agile Framework in mostly AWS environment. Setup SLAs, KPIs across the project.

- Conceptualized and implemented as the Agile Product Owner of CDM Smith Field Reporting System Construction Project Management Android mobile application that cut 80% in turnaround time.
- Conceptualized, storyboarded, produced and directed several documentaries including one viewed over 330,000 times on USAID Facebook, earning extraordinary client plaudits.
- **Millennium Challenge Corporation (MCC)/ MCA Project, Nepal:** Led multinational teams of domain experts from Indonesia, Lesotho, and Pakistan, Nepal, and USA to build capacity for creating roadmap and implementation plan for \$620M electrical transmission infrastructure and road maintenance effort in Nepal. Trained and provided guidelines for project management office (PMO) to monitor and maintain program performance, and Risk Management.

Bibeksheel Nepali, Kathmandu, Nepal

April-October 2015

Chair, Earthquake Response Task Force

In an unpaid volunteer capacity, designed matrix organizational structure and managed around 500 volunteers in Agile framework for response to 2015 Earthquake strategies with 5R phases of Rescue, Relief, Rehabilitation, Reconstruction, and Resurgence. Conducted daily scrum and review meetings with reach of 1000 volunteers, 200 medical professionals; delivered relief to 350 locations; served 1500 households; reached 76 Villages in 17 districts, delivered over 50,000 kg of rice, 50,000 packets of noodles, medical and other supplies, Raised over NRs 15,000,000. Set up permanent organization operation structure.

Trilord (Pvt) Ltd, Kathmandu, Nepal

2013 – 2017

Program Manager / Business Program Developer

Prospected government, business, and technology innovation and solutions management consulting opportunities in developing economies. Reached MOU between multinational agencies for ERP, EMR, IAM, cybersecurity, IT governance, and Fintech initiatives.

SewaMarket: Role as an agile product owner of household staffing and maintenance app. Oversaw release planning, prioritized product backlog, and capacity planning. **Nepal Bar Association:** Designed, developed, and deployed law eLibrary at the NBA Building.

Nepal Project Management Institute (PMI): Initiated PMI chapter formation and put together steering committee.

Gift International, Vienna, VA

2003 – 2012

IT Operations Director, 2009 – 2012

Planned and directed transition strategy from brick-and-mortar store to eCommerce platform. Optimized supply chain management processes to achieve sustainable competitive. Reduced software TCO. Integrated supply chain processes from procurement to production, and sales. Built logistics partnerships and reduced freight costs to key customers by 50%. **Business Development / Operation Manager/ IT Project Manager, 2002-2009.** Created project roadmaps; determined budgets and allocated resources. Defined and monitored performance metrics. Managed risk and stakeholder expectations. Enhanced data and analytics to optimize supply chain. Improved inventory accuracy from 55% to 99% in five months by standardizing import and export documentation.

Aristotle Inc, Washington DC

1998 – 2002

IT Director | Political Systems Engineer | Customer Support Specialist

Started as entry level and rose to the director level in Aristotle which provides political technology and solutions to grassroots organizations, public affairs councils (PACs), and political campaigns in the United States and abroad. It offers campaign software, data, technology, and fundraising services. Responsible for software products, technology services, and training.

Technology Stack Proficiencies

Platforms/Tools/Frameworks/Playbooks: SAFe, Agile, DevSecOps, Scrum, Kanban, Waterfall, COBIT 5, Microservices.; UNIX, Linux, Windows, Github, Development, Modernization, Systems Engineering & Integration, Enterprise IT; Cyber Ops, ITSM; Data Center, SaaS/IaaS/PaaS; Big Data Analytic; AWS, Azure, Google Cloud; Atlassian Jira, Trello, Slack, Teams, MS 365, SharePoint, ServiceNow, Oracle R12, SQL Server

Education | Certifications

M.S. Technical Management, Johns Hopkins University, MD | B.S. Computer Information Systems, Stratford University, VA | Project Management Professional (PMP) | Certified Scrum Master (CSM) | SAFe 5 DevOps Practitioner (SDP) | ITIL v4 Foundation