

Robert Leach

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I am the Managing Director of Datakafe, a boutique data/AI consulting firm helping customers build the modern data stack with leading technologies from Databricks, Microsoft, and Open Source frameworks.

Prior to Datakafe, I spent 11 years serving clients at one of the world's leading technology consulting firms, followed by founding a mobile development agency that launched a Top 40 iPhone app. This range of experience has allowed me to play a wide variety of roles over the years, including: software developer, product designer, solution architect, account manager, and consulting executive.

As a result, I have been able to repeatedly dive into ambiguous environments, navigate complex situations, and drive positive business results in a short amount of time.

PROFESSIONAL EXPERIENCE

Datakafe, a modern data & AI consultancy

November 2015 - Present

Managing Director & Founder

Rockville, Maryland

I drive Datakafe's transformation into a premier data and AI consultancy. With our deep expertise in the Energy sector, our solutions address the unique challenges Utilities are facing as they navigate their journey toward Clean Energy adoption.

Key Achievements:

- **Strategic Partnerships & Market Expansion:** Forged pivotal partnerships with Databricks & Microsoft, catalyzing a 200% expansion in our market footprint, as well as becoming a top Databricks Authorized Trainer Provider (ATP).
- **Team Leadership & Talent Development:** Drove a 300% increase in our development team size in 2023 to meet critical project milestones, by recruiting top-tier Utility sector experts and forming strategic alliances with staffing vendors.
- **Technology Strategy:** Led the creation of Utility AI (utilitiesGPT.com), a cutting-edge data/AI solution to further penetration in the Energy sector. This initiative has positioned us as the go-to consultancy for addressing complex business challenges like Rate Case Filings and Energy Efficiency Benchmarking.
- **Technical Delivery Excellence:** Architected & managed the delivery of multiple large-scale data projects, including award-winning Customer Experience Dashboards, ML Models to predict weather-related outages, and modern data lake solutions.

Accenture, LLP

August 2004 - 2015

Senior Manager

Arlington, Virginia

Over 11 years, I delivered numerous digital solutions across North America, Europe, and Asia for public and commercial clients. My diverse roles included developer, architect, project manager, capture lead, & consulting executive.

Analytics Lead, Accenture Analytics Innovation Center

- Led C-Level workshops at industry conferences in San Francisco and London, resulting in \$25M+ sales
- Developed solution demos demonstrating potential of big data, predictive analytics, and data science

Business Intelligence (BI) & Analytics Engagement Lead, Walgreens

- Conducted CFO workshops demonstrating \$3M in annual cost savings using ML to predict flu season & supply chain issues
- Managed \$11M, 20 resource project implementing Oracle Analytics

Business Intelligence Lead, Consolidated Edison

- Led \$30M, 35-person project, including 11 offshore resources, implementing an Oracle BI solution to support 3000+ users
- Automated and standardized financial reporting, improving month-end close accuracy, and month-end close duration

Additional early career work

- Analytics Capture Lead, Dell/EMC – Led \$2M capture for Salesforce/Pega Analytics project, Intelligence Swarming
- Analytics Advisor, Southern Company – Led \$400K analytics strategy engagement, designing Analytics Center of Excellence
- BI Team Lead, Office of Personnel Management – implemented a 1000+ user Federal Financial Data Warehouse
- Data Architect, Allied Irish Bank – developed data models to support reporting needs for Financial Analysts
- BI & Reporting Lead, US Census Bureau – Responsible for 100+ reports used to manage the 2010 US Census

EDUCATION

Columbia University

2013 - 2018

Adjunct Faculty

New York, NY

- Course: Business Analytics & Strategic Intelligence; 2012, 2013, 2014, 2015
- Course: Knowledge-Driven Digital Product Innovation - Idea to Profitability; 2016, 2017, 2018

University of Maryland

2000 - 2004

Bachelor of Science in Business: Information Systems

EXECUTIVE ENGAGEMENTS

Webinar: Hosted webinar and youtube live, 2023, [“How to Build an Domain Specific AI App”](#)

The webinar explores the creation of domain-specific AI applications, focusing on the development of UtilitiesGPT as a case study. The session highlights the benefits and drawbacks of different AI frameworks, such as retrieval augmentation, and how to apply additional AI and ML tactics to achieve domain specific intelligence.

Keynote: Outage Management Summit, 2019, [“Real-time Customer SMS Analytics to Save Lives”](#)

Showcased an Outage Analytics Dashboard, awarded by Chartwell. for transforming outage communication with its use of real-time text data for improving customer experience during storm outages, and ability to identify unregistered customers with life-sustaining equipment needs.

Speaker: University of Maryland, 2022, [“NFTs and web3: What does it all mean?”](#)

Web3's foundational principles and its departure from Web1 and Web2, with a focus on NFTs, discussing their emergence, viral rise, and transformative potential in sectors like art, music, sports, and education.

Speaker: Columbia University, Master's Program, 2013-18, [“Big Data in the Enterprise...what the Splunk!”](#)

Speaker: Columbia University, Master's Program, 2015-18, [“Running Lean: Product Market Fit”](#)

PRODUCT DEVELOPMENT

Over the years, I have successfully launched multiple consumer products. These initiatives, driven by my passion for product design, not only enable me to continuously engage with and stay informed about the latest technology trends, but also enhance my ability to solve complex problems effectively.

- Tuesday's Care - a mobile app for care workers; 2023 ([tuesdays.care](#))
- Minted - a platform for store digital credentials and achievements on blockchain; 2021 ([gotminted.xyz](#))
- Marriage Material - a mobile app to improve romantic relationships; 2015 ([marriagematerialapp.com](#))

CERTIFICATIONS, SKILLS & INTERESTS

- Certifications: Databricks Solution Architect, Project Management Professional (PMP)
- Skills: Strategic Planning, Sales, Partnerships, Large Scale Digital Transformations, Project Management
- Interests: Caddy on PGA Latin American Tour (2015), avid musician, former magician, weekend golfer