



LISA NEAL-GRAVES

BOARD MEMBER | TECH EXECUTIVE | THOUGHT LEADER

(720) 636-6338



LMNGraves@gmail.com



[Lisa Neal-Graves](#)



Parker, CO 80134



PERSONAL PROFILE

Lisa Neal-Graves brings more than 25 years of engineering, product management, and legal support for SaaS/laaS/PaaS products, services, and business models as well as cybersecurity products and services. Lisa has managed large teams, half billion-dollar P&Ls, and billion-dollar procurement budgets. She has broad technical expertise in software development, systems engineering, and solution architecture, having developed telecommunications, computer telephony, and data science driven artificial intelligence solutions.

Lisa is an early architect of internet security, data privacy, and SaaS/laaS/PaaS standards. She has extensive global P&L expertise, European and APAC international products, got-to-market operations, and R&D experiences delivering products and services across multiple industries including technology, healthcare, and financial services, as well as federal, state, and local government agencies.

As the former Chief Innovation Officer for to Colorado Attorney General, Lisa was responsible for creating a culture of innovation and leveraged the use of data analytics to determine how to manage the workload most efficiently in the office. Lisa also led the integration of multiple corporate acquisitions and leveraged the best of each to build, grow and retain cloud-enabled and highly available networked storage business as the leader of Zayo Group's Cloud business unit. With a world class architecture and seamless service delivery, Lisa and her team won the HP Service Provider Award and the IBM New Service Provider Award while stabilizing and expanding Zayo's Cloud business.

Lisa spearheaded Intel Corporation's advanced technology strategic long-range planning (TSLRP). TSLRP educated and advised the executive team and problem-solved complex strategic needs across Intel's business units. Under her leadership, TSLRP secured over \$150M in funding of new research project, including future data protection/cybersecurity architecture and solutions, enabled competitive options for new product innovation, and rebuilt a pipeline of future fellows.

Lisa is seeking board of director opportunities that allow her to leverage her experiences and expertise to support new product introduction, business development, and revenue growth.

BOARD EXPERIENCE

BLACKSTONE ENTREPRENEURS NETWORK (BEN)

Advisor | Colorado | 2018 - Present

BEN strengthens Colorado's expanding scale-up ecosystem by connecting high growth companies with successful entrepreneurs and community members. I advise and assist start up, small growth business CEOs to identify new opportunities and market targets for business growth.

ROCKY MOUNTAIN PUBLIC BROADCAST MEDIA

Board of Directors | Colorado | 2019 - Present

The Rocky Mountain Public Media is the parent company of Rocky Mountain PBS, KUVO Jazz, and The Drop. RMPBS began in Denver in 1956 as Colorado's first public television station and is now Colorado's only state-wide television network. Recruited to serve on the Technology Committee, I also sit on the Executive Committee.

COLORADO JUVENILE JUSTICE AND DELINQUENCY PREVENTION COMMISSION

Board of Directors | Colorado | 2020-Present

Appointed by the Governor, to advise and make recommendations to the Governor and the Legislature on juvenile justice issues. I chair the Coalition for Minority Youth Equity, leveraging data analytics to drive the adoption and development of programs for youth justice.

SPECIALIZATION

Type

Public and private equity firms

Size

Mid- to large-size companies

Industry

Technology, FinTech, Health IT

EDUCATION

BACHELOR OF SCIENCE, CS/MATH

Hampton University, Hampton, VA

MASTER OF SCIENCE, CS

Michigan State University, Lansing, MI

MASTER OF ENGINEERING, EM

CU Engineering, Boulder, CO

JURIS DOCTORATE

CU Law, Boulder, CO

SKILLS

Product Management

Business Development
P & L Management

Engineering & Innovation

CRM | SaaS | IaaS | B2B | B2C
Data Analytics | Deep Learning
Artificial Intelligence
Strategic Planning | Innovation

Legal | M&A

CSR | ESG
Due Diligence
Integration

REFERENCES

Kay Henze

CEO/Executive Director
BEN | Colorado
Kay@BENColorado.org
713 298 8000

Lakecia Gunter

VP/GM IOT Global &
Strategic Engagement
Microsoft | Washington
lagunter@microsoft.com
503 593 4717

Joshua Henderson

CTO/SVP Development &
Engineering
Ntirety | Texas
Jhenderson00@gmail.com
254 230 0878

PROFESSIONAL EXPERIENCE & EXPERTISE

PRODUCT GOTO MARKET/STRATEGIC GROWTH

- **VP - Zayo Group (CO)** – developed and implemented a Global Cloud Strategic Product Group GTM strategy that increased global profit margin by double digits while simultaneously reducing expenses by the same. Stabilized profit margins as well as vendor software, and support contracts.
- **Director – Intel China (Shanghai)** – developed and implemented strategic GTM plans to introduce Intel's High Performance Computing Platform in the China market and increase ASP by 150%.
- **SVP - Chase Manhattan Bank (NYC)** - managed HR Operations, including a national ERP deployment and support and introduced an internal web-based online shopping solution.
- **Sr. Mgr. - Deloitte Consulting (NYC/UK/Italy)** – trained and lead an international team in business development, sales, and deployment of call center and customer relationship management (CRM) technology for telecommunications and financial services large enterprise customers.

ENGINEERING & INNOVATION.

- **Director, Intel** - Led Intel's Technology Strategic Long-Range Planning (TSLRP) program, highlighting competitive innovation approaches, rebuilt a pipeline of future fellows, and secured over \$150M for new research projects.
- **VP - Unisys (PA)** - migrated enterprise solutions to newly established SaaS B2B business model. Designed, developed, and implemented an operating support system to support the new service architecture.
- **CTO - ServiceWare (NJ/PA)** - introduced early machine learning into web-based customer care with an AI neuro-network architecture customer support system. Led the
- **GM - Lucent (NJ)** - Designed and introduced the first web-enabled call center solutions for customer support and online retail.
- **Director - U S WEST (CO)** - Built the first network-based applications for telebanking and customer support - served on Computer Telephony Integration standards development team.

LEGAL

- **Legal Counsel & Business Advisor – Zazu Sensors, LLC (CO)** – Counseling a carve out startup on business transaction, risk mitigation, and data privacy legal issues as well as fundraising with Angel investors.
- **Chief Innovation Officer - Colorado State Dept. of Law (COAG)** – charged with building a culture of innovation across the organization and leveraging data analytics to drive more efficiency in the office workload management.
- **Group Counsel – Intel (OR)** - Led due diligence and legal operations in support of a \$600M divestiture and investment, the largest M&A deal in Intel's history. Supported the launch of a new international research center with \$300M in university research investments.
- **Procurement Manager – Intel (OR)** - Led strategic planning, research, and supplier management for \$1B in IT products and services spend across the company's IT technology strategy solutions and materials technology manufacturing group.