JOHN LICCIONE

Cyber-Security Executive & Continuous Monitoring Expert

Former NSA Intelligence Analyst/Linguist, USAF Veteran

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GOAL

A Cybersecurity Leadership Position

SUMMARY

John Liccione is a visionary cyber-security leader who has led high-tech companies to successful outcomes, turned around failing companies, defended against advanced, persistent cyber-attacks, defended his country against hostile foreign adversaries, and has personally invented two ground-breaking continuous monitoring solutions for government and industry. His technical, communication, persuasion and team-building abilities have delivered quantifiable results in software, cloud, cyber-security, and national security.   He served honorably in the USAF and NSA as a linguist and intel analyst then obtained his BSEE from University of Maryland. At ARINC, he launched the airline industry and FAA's first private IP network, "AOCnet." He served as VP at USi leading R&D and their managed hosting unit through their $140M IPO. He co-founded a company and patented a 15-minute continuous monitoring disaster recovery cloud service for corporate e-mail and Blackberry mobile devices in the aftermath of 9/11 which won SC Magazine's "Global 2004 Judges Award for Best Disaster Recovery Service." He turned around a failing network management firm by inventing Boxtone which became a market leader in continuous monitoring of mobile device and email performance. He served as VP at cyber-security firm Tenable and helped grow it to market leadership while serving as executive program manager on the DISA/DOD ACAS program, which provides cybersecurity continuous monitoring for the entire DOD as well as most federal agencies and all three branches of government. Throughout his career he has been a creative change agent, a team builder, and a visionary willing to dive in and solve the seemingly intractable problems for his companies, customers, and America. When a solution doesn't exist, he invents one.

WORK EXPERIENCE

2019 – Present

Looking to serve my country again and defend it against hostile foreign actors. Currently enrolled in Cybersecurity Policy Masters' Program at University of Maryland Global Campus.

Sonatype – 2018   **Cyber-Security Consultant**

Provided cyber-security and IT/software strategy consulting services to open-source cyber-security software firm's Nexus suite of offerings. Focused on cloud strategy (Amazon/Google/MSFT), product marketing, competitive research, customer journey analysis, and strategic partnerships. **Results:** Improved lead conversion on free downloads by 500% within 3 months.

Protelecom - 2016   **VP IT/Security & Technical Sales**

Managed corporate IT, security, and technical sales. Developed new standards for server and laptop operating system builds. Migrated organization from on-premises Microsoft Exchange, SharePoint, and Skype for Business to the Microsoft Office 365 cloud. Implemented new corporate IT security program and detected and responded to advanced, persistent breach. **Results:** Identified hack of company and led response against advanced, persistent threat.

Tenable Network Security, 2011 - 2015   **VP Worldwide Services, DoD ACAS PM**

Led worldwide Technical Support, Professional Services, Training, and Customer Retention departments and served as executive program manager for Assured Compliance Assessment Solution (ACAS) contract with DISA/DoD. Tenable vulnerability scanner products, Nessus, SecurityCenter, Nessus Network Monitor are basis for ACAS solution, and Tenable serves over 20,000 other customers worldwide. Served as voice of customer stakeholder in agile development process. Served as back-up facilities security officer. Held SECRET DoD clearance.

Tenable Results: Turned around failing Tech Support dept which was blocking sales, in 3 months. Took tech support from 6 person 9-5/Mon-Fri operation to 60+ person 24x7 global operation. Increased customer satisfaction and renewal rates to over 90%. Worked to grow company revenue from $12M to $100M in four years. Managed DoD/DISA ACAS program and obtained contract renewal. Served as advocate for DoD ACAS in Tenable internal product development prioritizations. Resulted in DISA CRMS integration embedded as a new feature in ACAS for DoD.

Metalogix International - 2009 - 2010   **General Manager; President BPOS Experts**

Drove product management and led development of new software product BPOS Commander which migrated Exchange, SharePoint, and file shares to the Microsoft Office 365 cloud formerly known as BPOS. Defined product requirements, served as product owner, developed logic flow diagrams and user interface mock-ups and user stories. Managed developers in Slovakia and Canada. Responsible for managing Microsoft Certified Gold Partner relationship. Served as President of Metalogix subsidiary BPOS Experts. **Results:** Brought cloud migration product BPOS Commander to market and launched BPOS Experts and BPOS Commander at 2010 Microsoft Partner Conference in DC.

Cemaphore Systems, 2007 - 2009   **Chief Technology Officer**

Drove product strategy and product management and development. Oversaw product development effort for MailShadow software which synchronized Microsoft Exchange and Gmail email, calendar, and contact data to and between the Office 365 and Google clouds. Managed Microsoft partnership. Pitched Microsoft senior product engineers on product roadmap and demo'd at Microsoft Partner conferences.
Results: Brought MailShadow product to market and closed lighthouse clients.

E.magination Network, 2006 – 2007   **VP SharePoint Practice, Sales**

Developed consulting practice around Microsoft Office SharePoint Server 2007 (MOSS 2007) platform and served as practice lead and managed Salesforce.com for company sales. **Results:** Delivered paid-time-off (PTO) workflow automation app for UnderArmour.

Boxtone, 2004 - 2006 (FKA Panacya)   **Chief Technology Officer**

Invented Boxtone product and served as Chief Technology Officer and VP Marketing responsible for product strategy, product management, tech support, and pre-sales engineering for BoxTone (previously known as Panacya) mobile device management product called Boxtone for Blackberry and Boxtone for Email delivered continuous monitoring and behavioral-based analytics of the multi-vendor Exchange/Blackberry ecosystem. Defined software product requirements and key competitive differentiators. Conceptualized new user interface mock-ups and logic flow diagrams, and completely revamped the user interface. **Results:** Boxtone for Blackberry saved company from shut-down and brought in new financing from investors. Successfully brought Boxtone products to market. Company renamed Boxtone. Boxtone became the market leader in mobile device management. Acquired by Good Technology for $100M in 2014.

Evergreen Assurance, 2002 - 2004   **President, Co-Founder & CTO**

Cofounded and served as President, CTO, and Sales Lead. Conceived, designed, implemented and operated dual redundant data center multi-tenant cloud service platform including routers, switches, firewalls, intrusion detection systems, virtual private networks (VPNs), servers, and critical applications. Invented and led product development of Evergreen Disaster Recovery Management System (DRMS) which delivered continuous monitoring of corporate e-mail and Blackbery mobile device management services and delivered one-click 15-minute Microsoft Exchange and Blackberry disaster recovery as a cloud service in the aftermath of 9/11. **Results:** Earned US Patent US7426652B2 for system and method for continuous monitoring and automatic disaster recovery for high availability. Won SC Computing Magazine Global 2004 Judges Award for Best Disaster Recovery Service. Closed IMF and other lighthouse clients. Successfully failed over Forbes.com Exchange/Blackberry/AD servers from NYC to Cincinnati in under 15 minutes during 2003 northeast blackout.

USinternetworking (USi), 1998 - 2002   **VP/GM Hosting Unit & R&D**

Led R&D and Application Hosting Depts. Provided managed hosting service to Fortune 5000 firms. Led R&D team to evaluate routers, switches, firewalls, load balancers, intrusion prevention, and SAN storage technologies for hosting platform. Oversaw hosting sales, daily business operations, P&L, product management, and pre-sales

engineering as business unit GM. **Results:** Designed cloud service infrastructure and ran R&D lab. Grew hosting annualized revenue from $120K to $24M in less than 2 years as GM.

ARINC, Incorporated, 1989-1998   **Director, Network Services, R&D**

Designed LCD flight instrument cockpit modifications for USAF C-130/C-141 aircraft and night vision goggle (NVG) cockpit lighting for USCG helicopters and USN aircraft. Designed and led development of NVG compatible C-5 aircraft LED fuel flow indicator prototype and developed embedded software for it in C for 8051 microcontroller and debugged using in-circuit emulator. Served as Manager, Cockpit Integration Lab. Served as project lead and lead engineer on USCG HH-65 helicopter NVG modification contract and US Navy A-6 Intruder night vision contract. Flew on first test flight over Gulf of Mexico. Served as Director, Advanced Research and Development Group running multiple R&D projects. Was change agent and driving force in establishing company's web presence in 1996 over objections of CEO. Designed IP network architecture and service level agreements for airline industry private IP network (AOCnet) and wrote winning technical proposal to the ATA. Drove sales in aviation/airline industry market. Defined service offerings and contract SLAs and terms and conditions. **Results:** USAF, USCG, and USN completed cockpit instrument modifications as designed. Launched ARINC onto the web on 1/1/1996. Won the AOCnet contract competition against SITA and launched the AOCnet service in 1996 and signed up all major US Airlines, FAA, and Boeing within first year of revenue service. C-5 LED fuel flow display prototype worked as designed.

[1985-1988: Full time college student, University of MD College Park while working 25 hours/week as commission salesman at Montgomery Wards in Annapolis, MD.]

National Security Agency, 1983-1985   **Intelligence Analyst/Linguist**

Served as North Korean intelligence analyst/linguist. Served tour as watch officer in NSOC.
Results: Promoted to GG-11.

USAF Active Duty and USAF Reserves, 1978-1984   **Airborne CryptologicLinguist/Analyst**

Served in the USAF 6903 Electronic Security Squadron "Skivvy Nine" at Osan AFB, Korea, and at the NSA at Ft. Meade as a Korean linguist and intelligence analyst after attending Defense Language Institute (DLI) in Monterey, CA and Goodfellow AFB in TX. Attended USAF survival school in Spokane, WA and received advanced resistance training. Served in USAF Reserves as airborne linguist in 6994th ESS unit and participated in Team Spirit exercises in Korea and Green Flag exercise at Nellis AFB in Nevada. **Results:** Awarded Air Force Achievement Medal and promoted to Staff Sergeant below the zone. Honorably discharged in 1982. Served in USAF Reserves 1982-1984.

EDUCATION

BS Electrical Engineering, University of Maryland, 1988
MS Cybersecurity Policy & Management: 2021-2022, University of Maryland Global Campus

CERTIFICATIONS

(ISC)^2 CISSP (2015-2018)

AFFILIATIONS

- Association of Old Crows
- The Prop Wash Gang (Silent Warriors) http://propwashgang.org
- Thrive.DC & Shrine of the Sacred Heart Church: Feeding the homeless volunteer