

## KEITH B. SHOATES, PMP

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512-230-4175  
Security Clearance: Eligible For TS/SCI

### EXECUTIVE SUMMARY

Visionary with extensive background in for profit and non-profit sectors initiating and delivering solutions to meet customer needs through strategic partnerships, energetic leadership, and people management. Effectively and efficiently integrates diverse teams, processes, and technologies to identify strategic and tactical priorities and focus resource to achieve tangible outcomes. Purposefully transitions from idea to tactical implementation and unleashes the intrinsic desire in others to positively contribute to something larger than themselves. Compassionate, life-long learner committed to uplifting people and communities.

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### PROFESSIONAL HISTORY

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|------------------------------------------------------------------------------------|-----------------------|
| <b>Chief Operating Officer</b> , Student Freedom Initiative (SFI); Washington, DC  | <b>2021 – Present</b> |
| <b>Executive Director</b> , Student Freedom Initiative (SFI); Washington, DC       | <b>2019 – 2021</b>    |
| <b>Vice President, Office of the CEO</b> , Vista Equity Partners (VEP); Austin, TX | <b>2018 – Present</b> |
| <b>Sector Director</b> , Integrity Applications Incorporate (IAI); Chantilly, VA   | <b>2011 – 2018</b>    |
| <b>Officer, Program Manager</b> , US Air Force, (USAF) Washington, DC              | <b>1986 – 2011</b>    |

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### SKILLS, CORE COMPETENCIES, AND IMPACT

#### Business Development

- Created strategic partnerships with Walmart, Prudential Financial, Cisco, First Republic, Capital One, Base10, Bivium Capital, and others to enable mission (SFI)
- Enabled portfolio companies' access to diverse spend of Billion Dollar Roundtable (VEP)
- Increased annual revenue from \$300,000 to \$8,000,000 (IAI)
- Maintained profit margins of 14%, 26%, and 24% over last three consecutive years (IAI)

#### Diversity, Equity, and Inclusion

- Increased flexibility and options for student loans, job readiness, persistence, competitiveness, and resilience of Minority Serving Institutions (SFI)
- 1st ever NMSDC certification and framework for 65+ portfolio company's certification (VEP)
- Initiated platform linking 150+ employers with 14 K+ diverse, curated students (VEP)
- Coordinated projects to reduce incidents & mortality of prostate cancer in Black men (VEP)
- Diversified customer base and partnerships with traditional & non-traditional suppliers (IAI)

#### Leadership

- Day-to-day management of business functions and partner relationships (SFI)
- Scalable solution to elevate social and economic mobility for ~200 K MSI Students (SFI)
- Multi-disciplinary team (VEP, PCF, and ISMMS) to address health care disparities (VEP)
- 40+ IT technical, management, and integration staff to support Intelligence Community (IAI)
- Integration of IT infrastructure across multiple federal government agencies (IAI)
- Identification, acquisition, development, and retention of essential talent (SFI, IAI, USAF)

### **Operations & Project Management**

- Multiple press releases defining program, strategic partners, and outcomes (SFI, VEP)
- People, processes, technology, and governance to execute program (SFI, IAI, USAF)
- \$1.6 B IT modernization of five locations for 8.5 K worldwide users (USAF)
- Cost and schedule control metrics to (1) effectively management of the program, (2) integrate 150+ mission systems into consolidated data center and (3) certify and accredit these mission systems in collaboration with the Chief Information Officer (USAF)
- Deployment of \$2 B satellite system essential to policy makers and warfighters (USAF)
- DoE, servicers, Morehouse college and students to pay off ~\$39 M student loans (VEP)
- Instructor for 35-hour course required for PMP certification (USAF, IAI, VEP)

### **Proposal Development & Fundraising**

- \$200+M from corporations, high net worth individuals, and private foundations (SFI)
- \$3.8+ M from corporations to support microgrants and financial literacy for students (SFI)
- Awarded two prime contracts and five subcontracts supporting multiple customers (IAI)

### **Strategic Planning**

- Enhanced effectiveness and efficiency through common MOUs with 55+ MSIs (SFI)
- Endorsement of program by Business Roundtable, Education Subcommittee (SFI)
- Standup of 501(c)(3), corporate HQ, and management team to implement program (SFI)
- IT profit center providing program management, systems engineering, integration, and operations support for IC, DoD, academia, and international customers (IAI)
- 10-year contract providing a common desktop environment for ~60 K+ worldwide users on multiple security enclaves, across 13 federal agencies to ensure interoperability (IAI)

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## **EDUCATION, TRAINING, AND CERTIFICATIONS**

- Master of Military Arts and Sciences, Air University-Maxwell Air Force Base, Montgomery, AL
- MBA, Chapman University, Argros School of Business; Orange, CA
- Master of Engineering – Electrical Engineering, Cornell University; Ithaca, NY
- Bachelor of Science – Electrical Engineering, Cornell University; Ithaca, NY
- Project Management Professional (PMP), Project Management Institute (License 1603106)
- Scaled Agile Framework for the Enterprise (SAFe)
- ITIL Service Lifecycle (Strategy, Design, Transition, Ops, Continual Service Improvement)
- Certification in Financial Planning, College of Financial Planning; Denver, CO

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## **COMMUNITY AND CIVIC ENGAGEMENT**

- Student Freedom Initiative (Board Member)
- Prostate Cancer Foundation (Board Member)
- Northern Virginia Community College (Information Technology Advisory Committee Member)
- A View From Grace Foundation (Founder, CEO)
- Dave Ramsey, Financial Peace University (Course Coordinator and Instructor)
- Alpha Phi Alpha Fraternity (Life Member, 14314)
- Peace Plantation Homeowners Association (Board Member and President)
- Westmoore Homeowners Association (Board Member)