Elizabeth M. (E. Marie) Brierley, MBA

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ARIN 52 Fellow – Principal Investigator/Researcher– Data Architect

- Lead internet governance discussions with state and local leaders.
- Successfully lead IPv6 transition of cisco.com, v6 enabling $40B in annual run-rate.
- Participate in IETF, ARIN, NANOG, ISOC and APNIC.
- Technical Speaker and Writer: IETF, ARIN, APNIC, Inside the Stack, UNR 2024 Cybersecurity Conference, Virtual School on Internet Governance
- Internet Researcher Enterprise IPv6 transition behavior
- Manage $250 million strategic customer success portfolio; Enterprise & Service Provider.
- Return dormant accounts to growth accounts; $6 million in 6 months.
- Build technical teams, practice areas and operations.

Saatvik Advisors/Saatvik Research 501(c)3, Northern Nevada – July 2018 – Present
Founder & CEO
- Build business transformation startup specializing in IPv6 transition, CMMC services and internet research.
- Successfully acquire Phase 1 and Phase 2 ARIN Community Grants for defining leading indicators for enterprise IPv6 adoption.
- Recipient of two ARIN Community Grants. Lead collaborative research effort with NIST USGv6.
- Speaker: Inside the Stack, Enterprise IPv6 Adoption, Montreal 2018; APNIC 50, Accelerating IPv6 Adoption in a Pandemic, Virtual School on Internet Governance, UNR's 2024 Cybersecurity Conference
- Writer: https://www.arin.net/blog/author/e-marie-brierley/, https://blog.apnic.net/2020/09/24/ipv6-adoption-can-accelerate-in-a-pandemic/, https://blog.apnic.net/2019/10/01/focusing-the-dating-pool-for-ipv6/, https://www.arin.net/blog/2023/09/14/ipv6-lets-grow-business-case-pt3/
- Achieve HUBZone, Women Owned Small Business, Economically Disadvantaged Small Business certifications.
- Recognized by Nevada Governor's Office of Economic Development as Emerging Small Business

Momentum for Health – May 2020 – August 2021
Board Member
Serve as Chair, Development Committee; serve on Finance/Audit Committee for $50+ million in revenue non-profit. Momentum for Health is the largest provider of substance abuse and mental health services in Silicon Valley. Advise executive team on revenue generation, operational and technical strategies. Advise on $40 million in commercial real estate transactions.

Women Corporate Board Readiness Program, Silicon Valley Executive Center/Santa Clara University – 2019
Member of inaugural cohort. First program participant to acquire a board seat:
https://www.scu.edu/business/news/top-stories/e-marie-brierley-mba-19-joins-the-board-of-momentum-for-mental-health.html
Contributed to oversight of $55 million budget and $40 million in real estate transactions as member of Finance Committee.
Chair of Development Committee.

Executive MBA, Santa Clara University 2019

Develop in-depth analysis of networking industry current and future state for security platform firm.
Develop detailed foreign expansion plan to introduce FinTech blockchain into Hungary.
Develop business plan for Chinese IoT manufacturer for entry into US market.
Build business valuation models.

Gigamon, Inc. Santa Clara CA ~ January 2016 – August 2017
Customer Success Manager Head – Strategic Accounts
- Build Customer Success Management organization for a >$250 million portfolio of strategic Tier1 Service Provider and Enterprise customers.
  - Leverage Strategic Accounts as incubator for new service offerings.
  - Successfully exit critical customer escalations with ~$6mil in new sales in 6 months.
  - Restore dormant strategic accounts to growth accounts.
  - Lead cross-functional Senior Management team for Ease-of-Doing Business initiative.
  - Build cross-functional teams of Sales, Support, Engineering, Marketing, Product and IT resources to deliver improved customer experience.
  - Hire, develop and mentor junior staff. Develop job descriptions.
  - Develop playbooks, success plans and early intervention strategies for all phases of the customer lifecycle aligned to TSIA's LAER (Land, Adopt, Expand, Renew) model.
  - Define system improvement to define Customer Success KPI, leading indicators & goals.
  - Define customer engagement best practices.
  - Introduce collaboration, productivity and data virtualization tools (Smartsheets, Discoverorg, Domo) into Customer Success team and customers.
  - Architect phase 1 Gainsight deployment: playbooks and success planning.
  - Experienced in Salesforce reporting.
  - Manage end-to-end solution architecture: requirements, deployment and best practices.
- Develop and communicate executive level and customer business reviews.

Microsoft/runningdownstream consulting, LLC - 2015
Technology Adoption – IPv6 Strategy Advisor
- Provide preliminary strategic consulting to Senior Management on IPv6 adoption strategy.

Cisco Systems, San Jose CA 2011 – 2014
Manager, Global Infrastructure Programs – IPv6 & IoT
- Lead $3 million global initiative to transition and fully operationalize cisco.com's $40B run-rate to IPv6. IT Big Win program with C-Suite visibility to C-Suite: product labs, remote office connectivity, applications management tools, web applications, applications development, testing, release and post-release monitoring/alerting and dispositioning for >4500 Cisco web properties for IPv6 transition.
- IPv6 Program featured in Cisco article: http://www.cisco.com/c/dam/en_us/about/ciscoitatwork/borderless_networks/docs/M-EN-02242014-IPv6-Web-Presence.pdf
  - Develop and deliver Executive Steering Committee Communications.
  - Contribute to Annual Budget & Planning activities.
  - Develop cross-functional trusted partnerships and communications strategy with infrastructure, applications, business units, business operations and vendors.
  - Provide consulting services to key Cisco customers on infrastructure design & deployment process and IPv6 adoption.
  - Design automated tool for dispositioning >4500 domains for IPv6 transition.
- Lead Cross-functional Infrastructure Optimization Program
  - Design and drive adoption of streamlined cross-functional infrastructure design and deployment processes; reducing 17 pages of project initiation requirements to 1.
  - Drive expansion and adoption of homegrown architect's tool to all phases of design through deployment.

runningdownstream consulting, LLC 1999 - 2011
Enterprise & SMB Consulting - Principal Consultant
- Define and execute technology and business strategies for Enterprise and SMB customers in business operations, business intelligence and systems architecture.
- eXcite@Home, Merisel, multiple small business domestic and international customers.
- Speaker: Planet Tivoli; *Good Night: Using Process Control to Get More Sleep.*

Altera Corporation, San Jose CA 1997 - 1999
Sr. Business Intelligence Architect – Sr. UNIX Systems Administrator
- Manage Operations Team.
- Convert enterprise process control tool from Autosys to Tivoli Workload Scheduler.
- Introduce Software Development Lifecycle process into IT.
- Architect, develop and deploy data marts for multiple business functions and use cases using Dimensional Insight Diver & ksh. Drive feature development.

BayNetworks, Santa Clara CA 1996 - 1997
Electronic Data Interchange Analyst – SAP/R3
- Lead re-design of EDI domain: re-architect EDI architecture, automation and reporting using Sterling Software Gentran:Mentor, Oracle SQL, SAP/R3 and Mercator.
- Streamline EDI transaction through templatization; reducing time to production cut-over from 2-3 weeks to 1 business day.

Qualcomm Incorporated, San Diego CA 1993-1996
Systems Analyst – Business Intelligence
- Lead and architect first generation enterprise business intelligence solution using BrioQuery Ad Hoc Query tool, Dimensional Insight Diver, Oracle SQL.
- Build cross-functional team.
- Technical speaker: DCI Data Warehouse World & Dimensional Insight IUG: *Democratizing Data*.
- Published product review: *Qualcomm Hits the Bullseye with CrossTarget [Diver].*

Education
Women's Corporate Board Readiness Program - 2019
Santa Clara University

Executive MBA - 2019
Santa Clara University

Bachelor of Science
Bob Jones University, SC

Management
Advanced Management Certificate
NextLevel Entrepreneurship Certificate
ITIL v3 Foundation

Technical Certifications
Business Objects
Informatica
Gentran:Mentor
SQL & SQR
Tivoli Workload Scheduler

UNIX Administration
C Programming