Contact

www.linkedin.com/in/rick-
goldgar-08120a (LinkedIn)
www.youtube.com/watch (Other)
www.bpminstitute.org/resources/
webcasts/how-texas-education-
agency-driving-process-
transformation-business-rules-
manageme (Other)
www.youtube.com/watch (Other)

Top Skills

Enterprise Architecture
Software Development
Management

Languages

German (Limited Working)
French (Limited Working)

Certifications

IBM watsonx Essentials
Insight2015 - Speaker
watsonx.ai Sales Foundation
IBM watsonx Essentials
Watson Discovery Foundations

Honors-Awards

IBM 2014 Hundred Percent Club

Rick Goldgar

Associate Partner, Digital Credentials, IBM Talent Transformation
Austin, Texas, United States

Summary

Providing high value to customers, supporting technologies that
make a difference. Current focus: Blockchain and AI technologies

Highlights:

Products / Services
• Jointly developed initial business model, architecture and
foundation clients for key WW blockchain network, resulting in
establishing the learning credential blockchain consortium - https://
www.ibm.com/blogs/blockchain/2019/11/a-new-learning-credential-
blockchain-to-help-bridge-the-skills-gap/
• Completed Watson Education agreement and first sale for first
product
• Manage Watson Education channel partner sales efforts for first
sales partner
• Achieved largest Watson Education client sale to date (2017)
• Created nationally recognized Texas Student Data System
• Developed DOD systems for military aircraft
• Established TX intellectual property licensing

Management
• Managed IBM Watson Education deployment organization and first
deployment
• Managed 200 staff and $45M budgets in a $27B entity
• Managed organization that won ten state / national awards
• Maintained organizations during high growth and layoffs
• Coordinated cross-functional WW product efforts
• Marketing manager for products representing over 70% of
revenues
• Created, organized, and managed multiple organizations, including:
o Development
o Project Management
o Data Center
o Consulting

o Marketing / Strategic Sales
o Business Development, Partnerships, Channels and Acquisitions
o Reliability, QA and Mfg

Business Development
• Created and manage first of its kind at IBM agreement to use a governmental entity as a subcontractor
• Jointly attained first IBM Watson Education technology partner contract
• Jointly defined IBM Watson Education higher education offerings with partners and clients
• Launched European sales offices and Asian distributors
• Liaison for major foreign customers
• Developed business cases, negotiated pricing, terms and conditions
• Competitive analysis

Personal
• 2010 Best of Texas Award for Excellence in Leadership
• Speaker at over 25 conferences, keynotes at IBM and Forrester
• Member of customer councils
• College instructor, technology / business courses

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Experience

IBM
12 years 1 month

Associate Partner, Digital Credentials, Talent Transformation
November 2021 - Present (2 years 10 months)
United States

Dr. Goldgar supports the use of digital credentials worldwide, helping clients and partners in education, industry, and government move to shared digital credentials systems and defining the business models and architecture that support those efforts.

Global Solutions Executive, IBM Center of Competency
July 2019 - Present (5 years 2 months)
Austin, TX

Work with IBM staff and clients worldwide. Created the initial use cases, architecture, governance model, business model, and financial model resulting

in the announced creation of the Learning Credential Blockchain Consortium. Worked directly with key customers in the US and Australia.

Program Executive, IBM Research, Watson Education Business Unit
August 2015 - July 2019 (4 years)
Worldwide

Helped define business requirements, sold and supported first customers for Watson Classroom, an AI based solution to provide teachers with 360 degree student insights and learning pathways. Developed initial agreement with Pearson for Watson tutor, embedding Watson AI technology in Pearson college course ware. Performed client requirements and use cases efforts with US, Canadian and European universities to create student AI based virtual assistant for learning pathways and career planning. Jointly supported efforts to develop learning credential blockchain business.

Executive Architect. Cloud, Big Data and Analytics Center of Competency -- Personalized Learning
August 2015 - August 2015 (1 month)
Worldwide

Helped design, implement and deploy instances of the IBM Personalized Learning on Cloud solution, a cloud based system that helps teachers determine student predicted success and align methods and materials to improve their achievement.

Client Systems Architect / Cloud Capabilities Architect
August 2012 - July 2015 (3 years)
Austin based, working with Insurance, Transportation and Public Sector

Client Architect working with Insurance, Transportation, and public sector. Engaged with more than 35 clients in CA, TX, LA, including second largest Railroad in USA (BNSF) and Fortune 500 Insurance company (USAA) to provide technical consulting and support client needs, including legacy modernization, Linux and cloud solutions.

Texas Education Agency
10 years

CIO / CTO
2012 - May 2012 (less than a year)
Austin, Texas

Responsible for all daily IT operations, development of enterprise architecture, technical innovation, planning and direction, managing staff over over 200 in a $27B state agency.

CTO / Deputy CIO
2010 - 2012 (2 years)

Managed organization of up to 100 FTEs and over 100 contractors for functions including: project management; business/requirements analysis; operations; testing; security; data modeling and database support; and enterprise systems architecture. Responsible for up to $45M budget (salaries, contracts, capital).

The organization has won ten state/national awards during my overall tenure at the Agency.

Responsible for all daily IT operations, development of enterprise architecture, technical innovation, planning and direction. Lead evaluation, selection and use of new technologies (Cloud, SOA, BPM, BI, BRM, DW), development of internal processes (Agile, CMM, SOA maturity, BPM, lifecycle processes) and critical initiatives (statewide student information system, statewide school districts operational data warehouse), with the exclusion of external legislative reporting and board memberships (CIO duties).

Created and managed proposals, perform contract negotiations: including technical terms and conditions and pricing.

Jointly managed team for $18M TEA SLDS Grant, awarded with a start date in 2010, supporting Texas Student Data Systems.

Managed team and negotiated multi-million dollar contract for Statewide Student Information Systems, a state sponsored effort to provide lower priced, higher functionality, cloud hosted, SIS products to Texas school districts.

Managed team and negotiated multi-million dollar contract for cloud hosted Education Data Warehouse for all Texas school districts.

Speaker at more than twenty state and national and international events during my overall tenure at TEA, including keynotes at IBM IMPACT and the Forrester Content & Collaboration Forum.

Deputy CIO
2005 - 2010 (5 years)

Managed organization of up to 100 FTEs and over 100 contractors for functions including: project management; business/requirements analysis; operations; testing; security; data modeling and database support; and enterprise systems architecture. Responsible for up to $45M budget (salaries, contracts, capital).

Managed team that developed and was awarded Federal Statewide Longitudinal Data System Grants totaling $7.8M supporting Texas Student Data Systems.

Senior Director, Project Management Office
2002 - June 2005 (3 years)
Austin, TX

Organized, developed and managed a Project Management Office and an Internal Validation and Verification organization to support IT development efforts for a large portfolio of applications.

Jointly developed processes and methods for software development, testing, configuration management, version control, testing and release to production.

Covasoft
Director, Product Management
March 2000 - October 2001 (1 year 8 months)

Austin Ventures funded startup providing enterprise systems management diagnostics solutions for e-business enabled applications using OO, Java, XML, and expert systems technologies.

Assistant manager to founder, acting in several roles: development manager; systems engineering; product definition; and market analysis.

Oregon Graduate Institute (now part of OHSU)
Adjunct Professor
2000 - 2001 (1 year)
Hillsboro, OR

Taught the High Tech Startup and Software Commercialization course as part of the Oregon Graduate Institute M.S. program that Intel, Tektronix, and IBM said was the "best graduate management program in Oregon."

BMC Software
R&D Mgr (1998-2000), Product Mgr. (1997-8), Product Mkt. Mgr. (1996-7), Commercial Analyst (1995-6)

1995 - 2000 (5 years)
Austin, TX

R&D Management for cross-functional international team supprorting initiatives in the SAP market. Technical resource for engineering.

Managed staff and marketing for open systems utilities and incubator (internet, networking and emerging technologies) products. Also represented ERP solutions efforts for database products, including mainframe efforts.

Product marketing for all company high performance open systems database utilities (more than 50 products).

Marketing for PATROL database products.

Performed competitive analysis for PATROL products and for mergers and acquisitions.

Scientific and Engineering Software
Product Mgr (1995), Mgr Business Development / Services / Asian Sales (1991-5), Sr App Eng (1990-1)
1990 - 1995 (5 years)
Austin, TX

SES was started in 1971, providing graphically based simulation and automated code generation products and services for customers around the world. Performed product marketing for all product lines: OO CASE, simulation, client server modeling. Created original prototypes for OO CASE and client server products.

Performed systems engineering work with key partners and customers including Motorola, Xerox, AT&T, Martin Marietta and others to develop and deliver OO development and capacity planning products.

Established partnerships and alliances. Managed channels, sales and technical efforts in the Pacific Rim. Helped establish sales offices and supported first sales in UK, France and Germany.

Built and managed successful, customer facing consulting, application engineering, modeling, training and support functions.

Consultant and corporate applications engineer supporting Fortune 500 and World 2000 customers.

Tracor
Mgr S/W Dev. (1998-90), Mgr Product Assurance 1987-8), S/W Quality Eng. (1984-7)
1984 - 1990 (6 years)
Austin, TX

Tracor (now part of BAE) was the first fortune 500 company founded in Austin.

Managed staff of up to 27, for multiple embedded systems software DOD projects. Performed project engineering on critical company project for countermeasures systems now used on all US military aircraft (and Air Force One).

Managed staff of up to 17 for software quality, reliability engineering, parts lab, and quality control. Managed wave solder production quality assurance for circuit boards.

Represented 250 person division for capital, capacity planning, MRP and standards development.

Initially hired as sole software quality engineer, to support all projects in Fortune 500 aerospace unit and to develop processes and organization to support company efforts.

Austin Community College
Instructor
1982 - 1984 (2 years)
Austin, TX

Instructor for software and quality assurance development practices.

Statcom
Product Development / Marketing
1982 - 1984 (2 years)
Austin, TX

Statcom was an Austin based startup, offering CRTForm, a forms based application development environment supporting code generation. Member of team performing design, testing, technical support, marketing, and vendor support. Also created collateral and technical manuals and supported trade shows.

The University of Texas at Austin
Teaching Assistant
1979 - 1984 (5 years)
Austin, TX

Teaching Assistant and instructor for logic and ethics

Education

IBM
Coursework, global sales, business / industry insights; negotiating; design thinking, agile, architecture · (2012 - 2017)

LBJ School for Public Affairs
Graduate, Executive Leadership for Information Technology Excellence · (2002 - 2002)

The University of Texas at Austin
Ph.D · (1994)

The University of Texas at Austin
Master of Arts (M.A.), Philosophy · (1982)

The University of Texas at Austin
Bachelor of Arts (B.A.), Philosophy · (1977)