FEDERAL TECHNOLOGY EXECUTIVE · GOVERNMENT RELATIONS · DEFENSE AND PUBLIC SECTOR GROWTH

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Dan Fedick

SUMMARY

Infrastructure and security leader with nearly 30 years across commercial and public sector work, bookended by Air Force service and the last five years leading federal work, now as Field CTO for IBM's U.S. Federal Government division. In the Air Force, I was a core engineer on DGS-1, the first node of what became the DoD's Distributed Common Ground System, and delivered the mission systems behind the first Predator reconnaissance flights over Iraq in 1999. I spent the next two decades building and running enterprise infrastructure and security in the commercial world, then came back to government work at HashiCorp as Field CTO for Public Sector and moved to IBM when HashiCorp became part of it. I work directly with executive leadership at DoD, the Intelligence Community, FAA, and DHS, and exceeded assigned targets by 200–450% in each of the last three years.

CLEARANCE

Active Top Secret

Previously TS/SCI (DCGS), through 2001

CORE EXPERTISE

Agency and executive engagement · Federal capture strategy · Procurement and acquisition pathways · Program office positioning · ISR, autonomy, and mission systems · Zero Trust and platform engineering · ATO/RMF and security accreditation

EXPERIENCE 2025 back to 1996

IBM, U.S. Federal Government Division

2025 – Present

Field Chief Technology Officer

- Senior technical executive for IBM's U.S. federal business and the main technical contact for agency executives and IBM leadership.
- Brief senior government executives and program leaders on where technology is heading and how it supports their missions.
- Work with product, engineering, and sales leaders to turn policy changes, budget cycles, and mission needs into roadmap direction, so what we offer matches what agencies can buy and field.
- Stay hands-on: lead customer workshops and architecture designs, and build working software myself, from full demonstration platforms like GoTAK to products and helper tools like nomad-tui.
- Grew the federal business 250% since taking the role.

HashiCorp (acquired by IBM)

2022 – 2025

Field CTO, Public Sector | Staff Solutions Engineer, U.S. Air Force and U.S. Space Force

Public sector coverage across federal, military, education, and state and local government.

- Built the Air Force and Space Force go-to-market from scratch: positioning, campaigns, and a Zero Trust and platform engineering message that got us into program offices.
- Exceeded assigned revenue targets by 200–450% in each of three consecutive years.
- **USAF ABMS DI networks.** Helped launch and design the Air Force's first zero trust initiative for these networks. Coached the integrators (Leidos, Northrop Grumman, Raytheon, L3Harris, SAIC) and government teams on architecture and implementation, using Vault, Consul, and Boundary for human and machine identity and access, and Terraform for repeatable deployments and policy as code. The result was a faster ATO, an approved pattern, and a working answer for human and machine identity. It led to a $15M, three-year enterprise license agreement.
- Brought the same pattern to a follow-on Air Force program, where it runs in production with Vault for credential access management, and handed it to AFRL for further use.
- **DDI/FDI zero trust edge kits.** Kits that run mission applications at the edge, connected or fully air-gapped, built on RHEL, Rancher RKE2, Vault, Consul, Boundary, Prometheus, Grafana, Loki, and Packer. ABMS fielded 150 kits. Helped INDOPACOM build the same kits, and the design has been used for additional Space Force and missile defense programs.
- **Vault security.** Led HashiCorp Vault through NIAP and FIPS 140 certification, and work directly with the Department of War Post-Quantum Directorate on Vault's post-quantum roadmap.
- As Field CTO, led hands-on workshops and architecture design sessions with mission and weapon system engineering teams, and built the demos and tooling myself, including the GoTAK demonstration platform.
- Ran executive briefings and program office meetings, and spoke at national conferences and on industry podcasts about secure edge-to-cloud architecture.

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EXPERIENCE continued

Zaius, Inc.

2012 – 2022

Director of Operations and Infrastructure

- Ran operations and infrastructure for a venture-backed technology company from early stage through its acquisition by a global company.
- Led the cloud-first engineering team that built the secure, scalable platform behind the flagship marketing analytics product.
- Owned budget, vendor, security, and compliance decisions as the company grew, and supported diligence during the acquisition.

Commercial Systems Engineering

2001 – 2012

Senior Systems Engineer; Lead Technical Architect, Mid-Atlantic

- Lead technical architect in the Mid-Atlantic for enterprise clients including Oracle, Sun Microsystems, and AOL, and for growth companies including NEW and Wireless Matrix.
- Specialized in large-scale storage, data platforms, and enterprise operating systems.

United States Air Force

1996 – 2001

Systems Engineer, Deployable Systems

- Core engineer on the stand-up of DGS-1, the first Distributed Ground System node and the starting point of the DoD's DCGS enterprise.
- Delivered the mission systems supporting the first Predator reconnaissance missions over Iraq in 1999, one of the earliest operational uses of uncrewed aircraft in the ISR kill chain.
- Designed the first joint-mission multi-channel reconnaissance system, combining live full-motion video, still-frame satellite imagery, and U-2 imagery into one operational picture.
- Built the imagery storage and dissemination platform used by decision-makers at Joint Task Force-Southwest Asia (JTF-SWA).