To whom it may concern,

I would like to introduce myself. My name is Dennis Noto, a 30-year IT Chief Executive that is often called in by CEO's to innovate, ideate, optimize, and mobilize product and information technology. Responsible for moving $20 Billion in assets, 30% of the combined stock market daily value, every day to and from financial institutions for the last 20 years.

Not your typical CIO/CTO, bringing immense value at every information technology level from the mainframe engineer, to the enterprise architect, from product management, to the boardroom presenting the next multi-million dollar project, or presenting to the next prospect to land the next major client.

Stepping through the front doors, there's one mission; to bring 120% of my experiences, passion, and culture to take our company to next level. As a visionary leader, laser-focused on information technology driving revenue and sparking innovation to bring product to the market that changes the game in any industry. From startups to Fortune 500 companies, I have led innovation of product and technology to drive business value to ignite revenue.

Tapped on the shoulder in 2018 to take a startup from 0 to $15M/Quarter by taking a POC/MVP to enterprise production, acquisition of key strategic companies, and a complete build out of a global technology organization developing code in 3 different continents, are just some of the accomplishments that occurred in under 2 years.

 At IBM, I designed key technology that accelerated IBM Watson in the FinTech space, powering virtual assistant AI services for the likes of MetLife, Quicken Loans, First Data, Regions Bank, any others. Key milestones achieved where immersive UX with real interactive AI NLU conversations, reduction of expenses via AI automation, and a new key architectural microservices orchestration pattern called the "*universal conversation gateway*".

In 2012, Trust Company of America was awarded CIO100, recognized in the top one hundred most innovative companies of the year because of the mobile platform architecture that we designed to run on "Any piece of Glass" allowing clients to have their own branded apps powered by our service.

Strategically build industry leading products by taking a deep dive into the competitive landscape, interacting with clients/prospects to get voice of customer requirements, personal interaction with a seasoned architecture team to energize/provoke creativity,

and prototype new R&D that sets the stage for new product initiatives. With the ability to wear many hats, implemented world-class data centers to run our products with the highest of degree of redundancy and fault-tolerance to provide the five 9's necessary in a mission critical world.

As a seasoned executive, if you can't market your vision, getting people to invest will be impossible. Whether presenting at a symposium, to the board of directors, to our executive team, or to a client to win a contract, it's all about how to sell your vision. After presenting to the Chief editor of Investment Advisor Magazine, we landed the cover story in October 2011 edition.

Technology isn't the problem when creating great product and services; it's building a winning culture with people. Driving engagement, motivation, and productivity will generate a surge that creates forward velocity. Spent the last several years building awesome company cultures and helping others reach individual personal goals to drive information technology synergy.

Please take 10 minutes to look at my website to see how a proven CIO/CTO measures himself against the rest. Laser focused on building revenue from IT, the ability to serve it up in the board room and work with architects in the design room, and the ability to build/operate world class data centers measured by ISO 9000/27000 are just some of my key experiences.

Including selected AI videos for your review:
- Lendit Keynote
- Watson Banking Demo
- Alexa-Watson Integration Demo

Articles
- Culture, the right way to do it!
- Combine IBM Watson and Alexa, Something Amazing Happens!

Case Studies
- Total Economic Impact Of IBM Watson Customer Care Solutions

Below are some highlighted pages from my website backing my experiences above:
- Developed a SAS solution to recognize $20M yearly and $5M in enhancements 2 years.
- Scottrade story on renovating a financial system to squash $10M in IBM spend which resulted in a new SQL relational database with a web portal without changing 99.8% of the current code base.

- [Denver-based CIO was honored](#) as the winner of the 25th annual CIO 100 Award -

Sincerely,

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