



RICK GRUENHAGEN

PRINCIPAL CONSULTANT



RELEVANT EXPERIENCE

Rick Gruenhagen is a CTO with \$2.2B+ in successful exits and IPO value, specializing in AI-powered SaaS platforms and critical infrastructure software across water, energy, and industrial operations.

During his distinguished career, Rick was CTO at **Innovyze**, where he led the digital transformation that drove a 4x increase in company value, culminating in Autodesk's largest-ever acquisition at \$1B. He built Info360, a cloud-native SaaS platform, from the ground up in under twelve months, transforming legacy water infrastructure software into a modern operational analytics platform serving utilities globally. He also led data science in addition to engineering and product, building the ML Ops platform in close partnership with **Amazon SageMaker's** product team, and integrated the Emagin team's ML surrogate modeling capability that reduced hydraulic simulation from days to seconds.

At **Spireon**, he scaled the connected vehicle IoT platform from 500,000 to 4 million vehicles across four business verticals, driving a \$530M exit to Greenbriar Equity Group. At **Impinj**, Rick built the software engineering function from the ground up, developing the technical vision for ItemSense, an enterprise IoT platform that was instrumental in the company's \$750M IPO.

Rick's foundation includes senior leadership at **Microsoft** and **Amazon**. At Microsoft, he led global teams across Azure SQL DB, Office 365, and Bing cloud infrastructure, including the applied machine learning behind search relevance and personalization during the Live Search to Bing transition, production AI at consumer scale in 2009.

At Amazon, he led the Payments billing transformation, replacing infrastructure originally built for the bookstore with a platform capable of supporting every Amazon business line, AWS included.



PERSONAL STATEMENT

I advise growth-stage, middle-market companies on platform architecture, AI strategy, and exit readiness.

My AI/ML experience spans nearly two decades, and I specialize in AI governance, including how enterprises establish data foundations that make AI outputs defensible, auditable, and trustworthy in regulated and high-stakes contexts. I have published on AI governance and data foundation architecture, including semantic layer design, data lineage, and the organizational prerequisites for defensible AI deployment in regulated industries.

In addition to my work experience, I'm a former Lieutenant Commander in the U.S. Navy, where I served as an F-14 Naval Flight Officer (Air Medal). I am also a former MIT Assistant Professor of Naval Science and serve as Entrepreneur-in-Residence at Chapman University's Leatherby Center for Entrepreneurship.

PRACTICE FOCUS

AI & Technology Services

- AI Strategy & Governance
- Data & Analytics Foundations for AI
- M&A Technology Diligence & Integration
- Exit Readiness & Value Creation
- Interim & Embedded CTO Leadership
- Platform & Infrastructure Modernization
- Operating Model & Engineering Organization Design
- Security, Compliance & AI Risk

EDUCATION

Boston University

M.S. Computer Systems Engineering

University of Minnesota

B.S. in Aerospace Engineering and Mechanics

SECTOR EXPERIENCE

Energy, Water & Power

- Engineering Software
- Environmental Services
- Industrial Operations

Industrial

- Aviation
- Connected Vehicles/Telematics
- Automotive
- Logistics & Transportation
- Fleet Management
- RAIN RFID

Technology

- Cloud Computing & Infrastructure
- Enterprise Artificial Intelligence / Machine Learning
- Industrial IOT
- Productivity Software