Andrew Quraishi – Executive Technology Leader

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Executive Summary

Visionary technology executive with **20+ years of experience** leading digital transformation, cloud adoption, and data strategy for Fortune 500 and mid-market organizations. Renowned for building high-performing teams, architecting innovative solutions, and delivering measurable business outcomes. Proven record of aligning technology with business goals, accelerating growth, and cultivating a culture of continuous improvement and innovation.

Core Competencies

Digital Transformation & Cloud Strategy

Data & AI Platform Architecture (Azure, AWS, Microsoft Fabric)

Strategic Growth Planning & Execution

Cross-Functional Leadership & Team Building

Client Engagement & Consultative Selling

Business Process Optimization & Automation

Thought Leadership & Innovation

Global Delivery & Partnerships

Sr. Solution Architect

Blue Orange Digital | Feb 2025 – Present | New York, NY

01

Strategic Revenue Growth

Developed and executed strategic plans across sales, marketing, data/AI, and Microsoft solutions, contributing to $4.5M in new project revenues.

02

AI Framework Development

Led cross-functional collaboration and created next-generation AI frameworks and LLM-based services.

03

Process Innovation

Introduced process improvements such as AI-based automation workflows for sales, lead enrichment, proposal generation, and client engagement.

04

Platform Development

Led technical buildout of Modern Data Platform Enterprise Demonstration Environment for client demos and staff training.

Director, Client Solutions

Quantum Consulting Corporation | Mar 2023 – Present | Mead, CO

- Developed and executed strategic growth for a $2.4B IT consulting firm, integrating CRM, global delivery centers, and technology roadmaps.

- Served on technical advisory boards and expanded global delivery across U.S., Canada, LATAM, India, and Europe.

- Led architecture and implementation of modern data platforms, including Microsoft Fabric and Power BI.

- Optimized project staffing and delivery efficiency.

Director, Cloud Strategy

Inviso Corporation | Apr 2022 – Mar 2023 | Bellevue, WA

Strategic Planning

- Maintained a 10-year strategic growth plan encompassing sales, technical strategy, M&A, and compliance.

- Launched first direct sales channel, increasing cloud analytics sales by 200%.

Leadership Development

- Established a Functional Solution Architect training program, strengthening technical leadership.

- Delivered client presentations and enforced best practices.

Manager, Strategy & Analytics

Deloitte Consulting LLP | Apr 2021 – May 2022 | Denver, CO

Platform Design

Designed and modernized enterprise Azure Analytics Platforms for clients such as General Motors Financial, HCSC, and Nestle USA.

Revenue Generation

Led pre-sales efforts resulting in $160M+ in new revenues.

Governance Implementation

Oversaw data governance and catalog implementation, working with IT and business stakeholders.

Cloud Architect

Datavail | Oct 2017 – Sept 2020 | Broomfield, CO

- Principal architect for multi-cloud analytics and Power BI solutions.

- Developed proposal frameworks, contributing to 10–30 proposals annually ($20K–$4M).

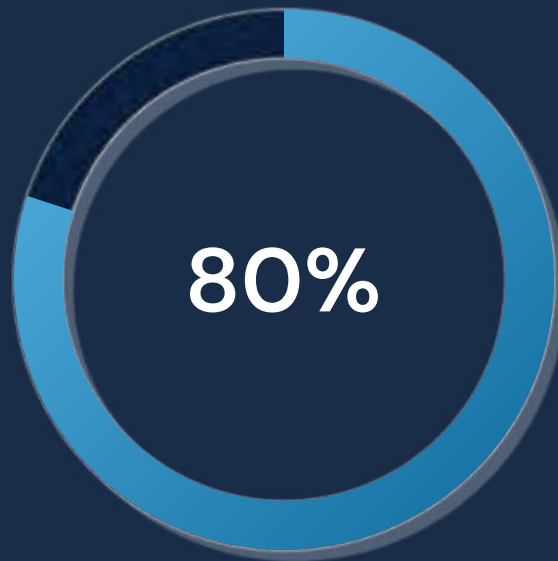- Led global project implementations and corporate training initiatives.

Earlier Roles

Manager, Solutions Architect — ①

Datasource Consulting (EXL)

② **Senior BI Architect**

CenturyLink

Business Intelligence Architect — ③

Ascent CRM

④ **Technical Business Analyst**

Level 3

Research Analyst II — ⑤

Urban Lending Solutions

Selected Impact

$4.5M
New Project Revenues

at Blue Orange Digital

$160M+
New Project Revenues

at Deloitte (pre-sales)

$28M
Cloud Analytics & BI Growth

at Datavail

80%

Cost Reduction

in enterprise data analytics platform at Carpenter Technology

200%

Sales Increase

in cloud analytics sales at Inviso

Education & Certifications

Education

- MSc, Agricultural Business – Royal Veterinary and Agricultural University, Denmark
- BSc, Wildlife Science – University of KwaZulu Natal, South Africa

Certifications

- TOGAF 9
- Microsoft Azure Solutions Architect Expert
- Azure Administrator Associate
- Microsoft AI Fundamentals
- Databricks Platform Administrator
- AWS Certified Solutions Architect (coursework)
- Strategic Planning Foundations

Technical Expertise

Azure Intelligent Data Platform, Azure Open AI, Synapse, Databricks, Lakehouse, Data Mesh, Power BI, Snowflake, AWS, GCP, Kubernetes, Data Governance, Advanced Analytics, ETL/ELT, IoT, iPaaS, and more.

Leadership Portfolio

Case Studies of Major Initiatives

1. Blue Orange Digital – AI-Driven Business Transformation

1	2	3
Challenge	**Action**	**Result**
Differentiate in a crowded data/AI consulting market.	Defined and executed strategic plans across sales, marketing, data/AI, and Microsoft solutions. Developed next-generation AI frameworks and LLM-based services; led creation of Blue Orange Digital Biographies and Ambassadors programs.	Drove $4.5M in new revenues, established company as a thought leader, and built a demonstration environment for client engagement and staff training.

2. Quantum Consulting Corporation – Global Growth & Delivery

1	2	3
Challenge	**Action**	**Result**
Adapt to rapidly changing market conditions for a $2.4B IT consulting firm.	Developed and executed a strategic growth plan, integrated CRM, global delivery centers, and new technology roadmaps. Built and managed global partnerships.	Expanded delivery across U.S., Canada, LATAM, India, and Europe, optimizing cost and delivery efficiency.

3. Deloitte Consulting LLP – Enterprise Cloud Analytics

1	2	3
Challenge	**Action**	**Result**
Clients needed to modernize analytics platforms and migrate to the cloud.	Designed and modernized Azure Analytics Platforms for Fortune 500 clients. Led pre-sales and managed data governance implementations.	Contributed to $160M+ in new revenues, improved data-driven decision-making, and streamlined cloud adoption.

Thought Leadership

- **Industry Speaker:** Presented at Microsoft, Snowflake, Databricks, SAP, and CDAO events.
- **Content Creator:** Authored blog posts, white papers, and technical ideation pieces on digital transformation, AI, and cloud strategy.
- **Mentorship:** Established Functional Solution Architect training programs; mentored engineers and future leaders.

Testimonials & Board References

> "Andrew is a visionary technology leader whose expertise in cloud platforms and enterprise integration consistently delivers transformative business outcomes. His strategic thinking and technical acumen have driven growth and operational excellence across diverse industries. Andrew builds high-performing teams and trusted client relationships, making him an invaluable asset in digital transformation initiatives." — Senior PMO, College of Charleston

> "Andrew is a visionary leader who brings out the best in his teams and consistently delivers results that exceed expectations." — Senior Partner, Deloitte Consulting LLP

Executive Bio

Andrew Quraishi
Digital Solution Architect | Executive Technology Leader

Andrew Quraishi is a visionary technology executive with over 20 years of experience leading digital transformation, cloud adoption, and data strategy for Fortune 500 and mid-market organizations. As a strategic leader at Blue Orange Digital, Quantum Consulting Corporation, Deloitte, and Inviso Corporation, Andrew has built and led high-performing teams, architected innovative solutions, and delivered measurable business outcomes across diverse industries.

Andrew's leadership is defined by his ability to align technology with business strategy, drive operational excellence, and foster a culture of innovation. At Blue Orange Digital, he spearheaded the development of next-generation AI frameworks and drove $4.5M in new project revenues. At Quantum Consulting Corporation, he executed a global growth strategy for a $2.4B IT consulting firm, expanding delivery across multiple continents. His work at Deloitte and Inviso Corporation resulted in over $160M in new project revenues and a 200% increase in cloud analytics sales, respectively.

A recognized thought leader, Andrew has presented at major industry events (Microsoft, Snowflake, Databricks, SAP, CDAO) and authored influential content on digital transformation and AI. He is known for mentoring future leaders, building global partnerships, and delivering solutions that enable organizations to thrive in a rapidly evolving digital landscape.

Andrew holds a Master of Science in Agricultural Business from the Royal Veterinary and Agricultural University (Denmark) and a Bachelor of Science from the University of KwaZulu Natal (South Africa). He is TOGAF 9 and AI Certified and holds multiple Microsoft and Databricks certifications.

References: Available upon request.

A comprehensive collection of client organizations across diverse industries, showcasing strategic partnerships and collaborative success stories:

Aerospace Manufacturing	Carpenter Technologies	Specialty metals and alloys manufacturer serving aerospace, defense, and industrial markets with advanced materials solutions. ~5,000 employees | Platform Technology: Azure, Microsoft Fabric | Company: Quantum Consulting Corporation
Aerospace Manufacturing	Hartzell Propeller	Global leader in the design and manufacture of propellers and propeller systems for general aviation, commercial, and government applications. ~400 employees | Platform Technology: LLMs, Databricks | Company: Blue Orange Digital
Consumer Products & Retail	Duty Free Americas	Leading travel retail operator specializing in duty-free shopping experiences across North American airports and border crossings. $1B+ revenue | Platform Technology: Azure + Power BI | Company: Datavail
Consumer Products & Retail	Otter Products	Premium protective case manufacturer renowned for OtterBox brand, delivering rugged device protection solutions worldwide. $700M+ revenue | Platform Technology: AWS, Azure, Power BI | Company: Datavail
Consumer Products & Retail	TNG Retail	Innovative retail solutions provider transforming point-of-sale experiences through cutting-edge technology and analytics. ~800 employees | Platform Technology: Azure, Power BI | Company: Datavail
Education & Technology	EduConnect Solutions	Provides AI-powered learning platforms and virtual classroom tools for K-12 and higher education institutions. ~$80M revenue | Company: Datavail
Education & Technology	Ivy Technology	Community college system leveraging innovative technology to expand access to quality education across Indiana. ~7,000 employees | Platform Technology: AWS, Power BI | Company: Datavail
Entertainment & Media	Educational Media Foundation	Leading Christian media organization operating K-LOVE and Air1 radio networks. ~$250M revenue | Platform Technology: Azure, Power BI | Company: Datavail
Entertainment & Media	RealD	Global leader in 3D cinema technology, delivering immersive visual experiences to theaters worldwide. ~500 employees | Company: Datavail
Entertainment & Media	Sony Digital Media	Powerhouse digital content division creating and distributing entertainment across gaming, music, and streaming platforms. ~$10B+ revenue | Platform Technology: AWS, Quicksight | Company: Datavail
Financial Services	4Front Credit Union	Member-focused credit union delivering personalized banking solutions and community-centered financial wellness programs. ~300 employees | Platform Technology: Azure, Power BI | Company: Datavail
Financial Services	AlaskaUSA	Alaska's largest credit union, serving members with comprehensive banking services. ~3,500 employees | Platform Technology: Azure, Power BI | Company: Inviso
Financial Services	General Motors Financial	Global automotive financing arm providing retail loans, leasing solutions, and dealer inventory financing. ~10,000 employees | Platform Technology: Azure, Databricks | Company: Deloitte
Financial Services	Gluskin Sheff & Associates	Canadian investment firm specializing in portfolio management for high-net-worth individuals and institutional clients. ~$150M revenue | Platform Technology: Azure, Postgres | Company: Datavail
Financial Services	Marine Federal Credit Union	Military-focused credit union providing banking solutions tailored to service members, veterans, and their families. ~700 employees | Platform Technology: Azure, Databricks | Company: Blue Orange Digital
Financial Services	Unified Trust	Specialized trust company providing self-directed IRA administration and alternative asset custody solutions. ~150 employees | Platform Technology: Azure, Power BI | Company: Datavail

Client Portfolio (Part 2 of 3)

Food & Beverage	Blue Sky Brands	Leading producer of organic and natural food and beverage products. $750M+ revenue | Platform Technology: AI-Powered Demand Forecasting, Supply Chain Optimization, Salesforce | Company: Blue Orange Digital
Food & Beverage	Flowers Foods	Major bakery producer crafting beloved bread brands including Nature's Own and Wonder Bread. $5.1B+ revenue | Platform Technology: Azure, Databricks | Company: Deloitte
Food & Beverage	McDonald's	Iconic global restaurant chain serving billions annually. $25B+ revenue | Company: Datavail
Food & Beverage	Nestlé USA	American division of global nutrition giant. $102B+ revenue | Company: Deloitte
Food & Beverage	Cooperative Resources International	Cooperative providing procurement and distribution services to food service members. ~300 employees | Platform Technology: Azure, Power BI | Company: Datavail
Food & Beverage	Johnson Brothers	Leading wine, spirits, and nonalcoholic beverage distributor across the United States. ~4,000 employees | Platform Technology: SAP, Salesforce, Custom Logistics Solutions, MS Fabric, Power BI | Company: Blue Orange Digital
Food & Beverage	P.F. Chang's	Asian-inspired restaurant chain blending traditional recipes with contemporary dining experiences. ~20,000 employees | Company: Datavail
Food & Beverage	Specialty's Café	Chain of cafes and bakeries specializing in fresh sandwiches, salads, soups, and gourmet baked goods, with a strong focus on corporate catering. ~500 employees | Platform Technology: POS Systems, Custom Catering Platform, Inventory Management, Azure, Power BI | Company: Datavail
Food & Beverage	World's Finest Chocolate	Manufacturer of fine chocolates, often involved in fundraising programs. ~300 employees | Company: Datavail
Healthcare & Pharmaceuticals	AlfaSigma-Pam Labs	Specialty pharmaceutical company developing and marketing gastrointestinal and women's health treatments. ~500 employees | Company: Datavail
Healthcare & Pharmaceuticals	American Red Cross	Humanitarian organization providing emergency assistance, disaster relief, and blood donation services nationwide. $2.5B+ revenue | Platform Technology: Azure, Power BI | Company: Datavail
Healthcare & Pharmaceuticals	Carnahan	Healthcare consulting firm optimizing operations and improving patient outcomes through strategic advisory services. ~50 employees | Platform Technology: Azure | Company: Datavail
Healthcare & Pharmaceuticals	Civilence	Medical device company advancing neurosurgical innovation with cutting-edge implant technologies. ~$10M revenue | Company: Azure
Real Estate	Colliers	Global commercial real estate services and investment management leader. ~18,000 employees | Platform Technology: Integrated Property Management Platform | Company: Datavail
Real Estate	Core Spaces	Student housing developer and operator near major universities. ~$300M revenue | Platform Technology: Databrick, Power BI | Company: Blue Orange Digital
Real Estate	Realty Income	Monthly dividend REIT investing in retail and commercial properties. $4B+ revenue | Platform Technology: Real Estate Investment & Portfolio Analytics, Snowflake, Power BI | Company: Blue Orange Digital

Client Portfolio (Part 3 of 3)

Industry	Client	Description / Platform / Company
Travel & Hospitality	Expedia Group	Global travel technology company providing services for leisure and business travelers, including airline tickets, hotel bookings, car rentals, and cruises. $11B+ revenue | Company: Not Specified
Food & Beverage (Marketplace)	SBE.com	Online marketplace empowering small and mid-sized food and beverage producers by connecting them directly with consumers and B2B buyers. ~200 employees | Platform Technology: AWS, Shopify, Custom CRM, Data Analytics, Azure ML | Company: EXL
Travel & Hospitality	Wyndham Hotels & Resorts	World's largest hotel franchisor operating 9,000+ properties across 20+ brands globally. $1.5B+ revenue | Platform Technology: Oracle, Power BI | Company: Datavail
Insurance	Hanover Re	Reinsurance provider offering risk transfer solutions globally. $30B+ revenue | Platform Technology: Azure, AWS, Power BI | Company: Datavail
Insurance	Moss Insurance	Independent agency delivering comprehensive commercial and personal coverage. ~50 employees | Platform Technology: Azure, Power BI | Company: Datavail
Mining	Centerra Gold	Canadian gold mining company operating internationally with sustainable practices. 6,000+ employees | Platform Technology: Proprietary | Company: Datavail
Real Estate	Ascent CRM	CRM platform streamlining real estate operations and client management. ~75 employees | Platform Technology: Azure, Power BI | Company: Datavail
Real Estate	Community Reach	Affordable housing developer creating sustainable communities. ~400 employees | Platform Technology: Community Engagement & Development Software | Company: Datavail
Telecommunications	CallPass	Communications provider offering innovative calling solutions. ~50 employees | Company: Datavail
Telecommunications	CenturyLink	Global communications company delivering internet, voice, and data services. $20B+ revenue | Platform Technology: Oracle, SQL Server, SSIS, SSRS | Company: Level3
Telecommunications	Comcast	Leading broadband, cable television, and entertainment conglomerate. $120B+ revenue | Company: Datavail
Telecommunications	Ellsworth	Regional telecommunications provider serving rural communities. ~100 employees | Company: Not Specified