

# Sameer Kalbag

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A proven leader with twenty+ years of experience in delivering innovative big data analytics solutions helping customers gain critical insight into their data, and improve operations, reduce cost, and find new business opportunities. Experience includes deep software development experience, strong healthcare domain knowledge, and effective communication skills. Has proven ability to manage and coordinate across cross-functional teams including senior executives, clinicians, engineers, analysts, marketing, and sales.

## KEY COMPETENCIES

Healthcare Analytics	Big Data Analytics	Machine Learning
Natural Language Processing	Ontologies	Semantic Search
SNOMED CT	RXNORM	RADLEX
Web Application Development	Computer Security	RDBMS
Columnar Database	OLAP	Research and Development
Sales Management	Product Management	

## PROFESSIONAL EXPERIENCE

**Tabula Rasa HealthCare** **2020-Present**  
**Vice President of Analytics**

Responsibilities:

- Develop company-wide strategy for use of data analytics
- Define TRHC analytics product portfolio and roadmap
- Help manage team of analysts and data-scientists to deliver world class insights
- Work with senior executives across the business units to identify product opportunities and define requirements
- Drive adoption of analytics within the organization to create operational efficiencies.

**Trenzai LLC, Fairfax, VA** **2018-2019**  
**CEO and Founder**

Established Trenzai to provide advanced healthcare analytics consulting services to providers, insurers, and government organizations to get the most value from their data, improve quality of care, and reduce costs.

**Hewlett Packard Software, Fairfax, VA** **2012-2018**  
**CTO Healthcare Solutions, Big Data Software**

Inventor and lead developer of big data solutions that enabled Microfocus to enter healthcare market, delivering high value deals that were 4x average selling price of existing services contracts.

Leader of a team building of the state-of-the-art healthcare analytics solution for self-service population analytics using natural language processing, ontologies such as SNOMED CT, RXNOM, RADLEX, machine learning, columnar databases, and web-based visualizations.

- Responsible for advanced development of new features, product roadmap, and product strategy.
- Effectively managed multi-national team of developers.
- Worked with marketing, sales, and legal to define GTM.
- Led implementation of large international healthcare provider for population analytics, quality of care, coding accuracy, risk stratification, for over 2 million patients.
- Led implementation of system at large government agency episodes-of-care analysis for over 100 million Medicaid records representing 6 million beneficiaries for value based payments

**Autonomy Inc, Falls Church, VA****2007-2012****Vice President of Sales**

2011-2012

- Managed Federal Sales Team of 14 sales executives and engineers
- Grew revenue by 500% quarter-over-quarter
- Delivered largest federal revenue quarter in history of the company
- Led team from both a sales and technical perspective

**Vice President of Technology, Office of the CTO****2007-2011**

- Key technology evangelist for government market segment
- Coordinated with engineering to shape product roadmap to meet customer requirements
- Managed large scale implementations for key strategic customers

**Convera Inc, Vienna, VA****2001-2007****Vice President of Product Engineering**

2005-2007

- Led (39 employee) product engineering organization responsible for >90% of company revenues
- Transformed mature product line into a cash positive business unit
- Improved product quality by reducing active customer escalations by 50% in 6 months
- Led development of company's next generation enterprise search product

**Director of Product Management**

2002-2005

- Drove transformation of product-line into modern standards-based offering
- Product awarded - KM World Trend-Setting Products of 2003
- Managed multiple inbound technology licensing relationships
- Develop marketing strategy, collateral, and training materials with cross-functional team
- Gathered customer requirements and evangelized product vision with key customers

**Senior Architect**

2001-2002

- Developed requirements and specifications for Convera's next generation product platform
- Established short term and long-term business objectives in a cross-functional team of marketing, SW designers, and senior executives
- Established Convera as visionary leader within the search market with industry analysts
- Reduced development costs and improved efficiency by consolidating multiple independent products on a single software platform

**ADDITIONAL RELEVANT EXPERIENCE****Intel Corp, Hillsboro, OR****Researcher / Security Architect**

Applied Researcher in areas of information retrieval, 3D visualization, intelligent user interfaces, distributed agent architectures, and information security.

- Developed innovative new applications such as Intelligent Agent User-Interface, 3D Desktop, and Smart News Reader to address the computer-to-human information overload problems.
- Member of Intel Research Council that evaluated and funded promising academic research.
- Member of Intel Patent Committee.

**EDUCATION**

**Bachelor of Science**, Computer Science, with Distinction

Cornell University, Ithaca, NY

**TECHNOLOGY**

**Languages and Tools:** Python, R, Java, C#, Java-script, Perl, C++, SQL, D3, NumPy, Ajax, React JS, Bootstrap, Tableau, Qlik, Vertica, Microsoft SQL Server, Oracle, IDOL, Hadoop

**PATENTS**

- Patent #: [6571339](#) Issue Dt: 05/27/2003 Application #: 09223447 Filing Dt: 12/30/1998  
Inventors: GUNNER D. DANNEELS, PETER A. NEE, SAMEER KALBAG  
Title: USE OF PROCESSOR IDENTIFICATION FOR AUTHENTICATION