JAMES S. ORANDER

MANAGING DIRECTOR | CLIENT CTO | CONSULTING & SOLUTION PRACTICE LEADERSHIP

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EXECUTIVE PROFILE

Enterprise technology and consulting executive with 25+ years leading solution practices, strategic client relationships, multidisciplinary teams and complex delivery. Lead a 35-person North American solutions organization with $329M in team-influenced revenue, alongside $121M in personally influenced revenue, within Atos's $650M Cloud & Modern Infrastructure business. Combine Client CTO advisory, practice development, AI and agentic innovation, modernization, delivery governance and commercial leadership to translate executive priorities into measurable outcomes. Published author of The Architecture of Intelligent Work and named inventor on an international cloud-computing patent application.

EXECUTIVE LEADERSHIP CAPABILITIES

Strategy & client advisory

C-suite relationships, Client CTO engagement, enterprise architecture and transformation roadmaps.

AI & technology innovation

Agentic AI, intelligent workflows, rapid prototypes, Atos Digital Advisor and FinOps by Design.

Program & people leadership

Global delivery, project/program governance, operating models and current team of 35 professionals and prior matrix teams exceeding 50.

Commercial performance

Strategic pursuits, market development, differentiated offerings, deal shaping and revenue accountability.

Modernization & platforms

Hybrid cloud, data centers, applications, mainframe modernization, IBM z/OS considerations and infrastructure.

Ecosystem & practice building

AWS, Microsoft, Google Cloud, HPE, partner co-sell, consulting methods and talent development.

SELECTED EXECUTIVE IMPACT

- Commercial impact: Contributed to $450M in total influenced revenue across the solutions organization: $329M team-influenced and $121M personally influenced, supporting Atos's $650M North American Cloud & Modern Infrastructure business.
- Strategic pursuits: Personally shaped $21M in direct client-facing proposals; contributed solution leadership to winning pursuits and competitive down-selection on $100M-scale enterprise RFPs. These proposal figures are distinct from influenced-revenue measures.
- Pursuit and delivery performance: Strengthened solution governance and deal shaping, contributing to a 62% proposal win rate; previously directed $35M+ in delivery programs and secured $10M+ in bookings.
- Innovation: Conceived FinOps by Design and led a team to second place among 266 entries in the Atos and Microsoft AI Hackathon, securing R&D support.
- Offering architecture: Lead architect and designer of Atos Digital Advisor and Polaris, an AI-powered cloud maturity assessment and prioritization capability.
- Practice development: Built Growth Engineer and forward-deployed consulting approaches; coach solution professionals, improve repeatable methods and advance AI fluency, talent development and outcome-led solutions.

PROFESSIONAL EXPERIENCE

ATOS | North America

Managing Director | North America Solutions & Technology Leadership • Apr 2025–Present

- Lead a 35-person North American solutions team, contributing $329M in team-influenced revenue, across AI, cloud, infrastructure, application and mainframe modernization, digital engineering, FinOps and managed services.
- Serve in Client CTO advisory engagements and help develop CTO practice capabilities, connecting executive priorities with architecture, governance, work redesign and modernization roadmaps.
- Guide sales, architects, delivery leaders and technology partners on major enterprise pursuits, including $100M-scale RFPs; improve solution quality, competitive differentiation and delivery readiness.
- Develop agentic AI concepts, rapid prototypes and repeatable consulting approaches, emphasizing practical adoption, human oversight, delivery feasibility and business value.

Client Delivery Executive, Digital Transformation & Cloud Solutions | Jan 2024–Apr 2025

- Directed $35M+ in enterprise delivery programs and secured $10M+ in new bookings; oversaw delivery health, client outcomes, executive relationships and transformation execution.

Solutions Director | 2023

- Influenced $25M in pipeline with a 40% proposal win rate, developing integrated solutions, commercial strategies and value-oriented proposals.

Senior Principal Engagement Leader | 2022

- Led a matrix organization of more than 50 professionals for a strategic financial-services client; developed cloud-domain roadmaps, managed service delivery and generated additional client opportunities.

HEWLETT PACKARD ENTERPRISE and CLOUD TECHNOLOGY PARTNERS | 2017–2022

- Principal Client Technologist and Solutions Architect: advised enterprise clients and developed $10M in new pipeline through cloud and technology transformation engagements.
- Innovation & Enablement Director: established global enablement programs, achieving 500 cloud certifications, training 1,500 professionals and supporting $25M in first-year sales.
- Senior Migration Operations Manager and Practice Lead: designed and operationalized cloud migration services, delivery methods and data center modernization approaches.

EARLIER CAREER & INDUSTRY BACKGROUND

ClickSoftware: Senior Director, Cloud Business Office; Cloud Technology Partners: Senior Program Manager; Stratus Technologies: Software Engineering and Program Leadership; EMC: Principal Program Manager, Cloud Platforms and Managed Services.

Retail and enterprise technology experience: Swarovski North America, BJ's Wholesale Club, TJX Companies, Bradlees and Macy's. Industry engagement spans insurance, financial services, retail, healthcare and life sciences, technology and telecommunications.

PUBLICATIONS & INVENTION

Published author: The Architecture of Intelligent Work — Redesigning the Enterprise for Humans, Automation, and AI (2026). Covers work redesign, AI governance, assurance and enterprise transformation.

Named co-inventor: System and method for allocating resources and managing a cloud based computer system. International application PCT/US2014/072509; publication WO2015103113A1 (2015), Stratus Technologies.

EDUCATION & CREDENTIALS

MIT Executive Education: Digital Transformation Strategies for Success • Wentworth Institute of Technology: Computer Electronics • Clark University: Oracle DBA

AWS Certified Solutions Architect – Associate • Google Cloud Digital Leader • AWS GenAI • Databricks GenAI Foundations • Certified Scrum Master