Ramon Rios Jr.

Forward Deployed Engineer & MarTech Orchestrator | Lean Six Sigma Black Belt

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PROFESSIONAL SUMMARY

Builder-focused Forward Deployed Architect and Systems Integrator with 20+ years spanning custom systems and component-level hardware labs, enterprise ERP/CRM integration, headless JSON/XML-RPC APIs, and autonomous n8n + Gemini pipelines across 5,000+ enterprise users, 6 clinics, and 2 hospitals. Walks onto any client floor to eliminate paper faxes, sticky-note workarounds, SaaS sprawl, manual re-entry, and wasted motion—cutting recurring ops spend by 98% and manual data entry by 85%. Published systems thinker and author of 90+ architectural and operational case studies (ramonrios.net/blog).

CORE TECHNICAL COMPETENCIES

- **Agentic AI & Orchestration:** Multi-Agent AI Swarm Orchestration & Guardrail Engineering; Visual Workflow Automation & API Orchestration (n8n / MCP / Webhooks); Deterministic Prompt Architecture & Hallucination Prevention
- **Enterprise ERP, EDI & Automation:** Enterprise ERP & EDI Architecture (Odoo 19/20, PostgreSQL, MS SQL Server, LabCorp/Cordant EDI); MarTech & Autonomous Revenue/SEO Operations (n8n + Gemini Pipelines)
- **Consultative Discovery, SOWs, BOMs & TCO:** Consultative Discovery, SOW Scoping, TCO Modeling & Hardware/Cloud BOMs; Lean Six Sigma Black Belt Process Optimization & Executive Roadmapping
- **Compliance & Zero-Trust Security:** Zero-Knowledge Cryptography (AES-256-GCM) & Edge Vault Design; Healthcare & Regulatory Compliance Architecture (HIPAA / FDA SaMD / FMCSA DOT); Enterprise Systems Auditing & Threat Modeling (Zero-Trust / IAM)
- **Cloud, Storage, Virtualization & BCDR:** Public & Hybrid Cloud Architecture (AWS Fargate/EFS/S3/RDS, Microsoft Azure AVD/Entra/SharePoint, Terraform IaC); Data Center Compute, Storage & Virtualization (HPE, SAN/NAS, iSCSI, RAID, Proxmox VE, VMware, Docker); Enterprise Networking, VoIP & BCDR (Cisco, UniFi, Acronis, Datto, Firezone VPN); Windows Server (up to 2025), Active Directory, Entra ID & M365/AVD Migrations

PROFESSIONAL EXPERIENCE

Principal Systems & Cloud Architect — Colorado's Drug Testing Agency (Denver, CO) **06/2026 – Present**

- **Consultative Discovery, AWS TCO & Odoo 19 Consolidation:** Led executive discovery and 3-year TCO modeling replacing Wix/QuickBooks silos, paper faxes, sticky-note workarounds, spreadsheets, and wasted clinic motion with a unified Odoo 19 ERP and AWS serverless platform (ECS Fargate, Multi-AZ KMS RDS PostgreSQL, EFS, S3, ALB, WAFv2 via Terraform) governed by strict AWS FinOps cost controls and real-time TCO telemetry. (coloradosdrugtestingagency.com) [CMS Interoperability Study]
- **AI-Orchestrated Check-In & Lab EDI Integration:** Orchestrated AWS Textract and Rekognition document/ID workflows behind automated AI spend circuit breakers alongside automated LabCorp SFTP EDI, Cordant Sentry judicial API order sync, state court voucher billing, and DOT/FMCSA random pools—cutting manual data entry by 85% and shifting Net-30 billing to real-time.
- **Edge Hardware, Kiosks & Operational Governance:** Integrated lobby QR/iPad kiosks, Star Micronics 80mm receipt printers, Code128 thermal vial barcode printers, digital inbound fax queues, litigation-hold data locks, and a 5-Lens operational dashboard.

Founder & Lead Systems Architect — HumanOS Foundation, Aura hOS™ (Remote) **11/2025 – 05/2026**

- **Patient-First Paperless Intake Architecture:** Inspired by firsthand frustration with 15–20 minute waiting-room intake clipboards producing incomplete clinical histories, architected Aura hOS™ (React/TypeScript, local SQLite vaults, PostgreSQL, AES-256-GCM QR handshakes) for zero-knowledge paperless intake. (aurahos.io) [Inquisitor Guardrail Spec]
- **AI Validation Guardrails & Compliance:** Directed multi-agent validation guardrails (Inquisitor and Paradox Hunter), ICD-10 clinical taxonomy mapping, CMS Blue Button 2.0 API contracts, and HIPAA / FDA SaMD boundary controls.

Principal Solutions Consultant — Coqui Cloud (Concurrent B2B Advisory) **01/2020 – 10/2025**

- **Executive SOW Scoping, FinOps & AI Workflow Automation:** Partnered with B2B decision-makers to scope SOWs, design hybrid infrastructure, and deploy 17-node n8n and Gemini automation workflows cutting client recurring SaaS and operations spend by 98%. [Open-Source FinOps Study]
- **Hybrid Infrastructure & Zero-Trust Deployments:** Directed client upgrades onto Proxmox VE clusters, Windows Server 2025, UniFi networks, Passbolt CE behind Cloudflare Zero Trust HA Tunnels, and Firezone Zero Trust VPNs.

Senior Onsite IT Systems Consultant — Networks Unlimited MSP (Montrose, CO) **08/2023 – 08/2024**

- **Regional Hospital Escalation, Compute & Storage Infrastructure:** Served as senior onsite escalation consultant across 6 outpatient clinics and 2 regional hospitals, maintaining bare-metal server racks, virtualization clusters, SAN/NAS and RAID storage arrays, MS SQL Server databases, Cisco VoIP backbones, and isolated Samba bridges for legacy medical/industrial equipment.
- **Zero-Downtime Microsoft Azure AVD, SharePoint & BCDR Cutover:** Led technical discovery, cutover planning, and a 50+ hour parallel Microsoft SharePoint and Azure Virtual Desktop (AVD) migration backed by Acronis BCDR replication—achieving 100% zero clinical downtime and zero data loss.

Technical Operations Specialist — Goldman Sachs (Salt Lake City, UT) **04/2022 – 07/2023**

- **Enterprise Financial Data Center & Network Operations:** Operated onsite across Salt Lake City and South Jordan campuses supporting 5,000+ financial users—maintaining HP Enterprise server racks, Cisco switching/VoIP hardware, and strict SLA diagnostics via Lean Six Sigma rigor. [Adoption Governance Study]

Systems Engineer Tier II — i.t.NOW MSP (Salt Lake City Metro, UT) **01/2016 – 09/2016**

- **Managed Cloud Migrations & Disaster Recovery:** Promoted from Tier I to Tier II executing commercial VMware, Active Directory, and Microsoft 365 migrations backed by Datto BCDR and Barracuda security gateways with 100% zero data loss across healthcare, municipal, and education clients.

Founder & Senior Systems Consultant — Rios Computer Designs (Salt Lake City, UT) **05/2004 – 10/2019**

- **15-Year Multi-Location Hardware, PBX & Infrastructure Consultancy:** Founded and scaled a 3-location consultancy and lab building hundreds of custom servers and computers, performing component-level diagnostics, repair, and device customization, plus commercial PBX/VoIP telephony and automated ticketing across 7,000+ active hardware SKUs.

OPEN-SOURCE & MODULAR ARCHITECTURE

- **Modular Enterprise Suite (CoquiAudit, CoquiProposals, CoquiCal, CoquiCards):** Architected and published self-hosted business modules replacing recurring SaaS subscriptions across 3-year FinOps/TCO ROI auditing (ramonrios.net/audit), interactive SOW proposals with SHA-256 e-signatures (ramonrios.net/proposals), executive interview scheduling, and commercial NFC/Apple Wallet vCards.
- **PasteRich™ Open-Source Utility & GitHub Portfolio:** Built and published the open-source Windows global-hotkey Markdown-to-Rich-Text clipboard utility PasteRich™ alongside 20+ open-source automation and infrastructure repositories on GitHub. (github.com/RamonRiosJr/PasteRich)

EDUCATION & CERTIFICATIONS

- **B.S. in Computer Science** — *Universidad Interamericana de Puerto Rico*
- **Lean Six Sigma in IT (Black Belt)** — *Management Strategy Institute — Systemic Efficiency, Latency Reduction & Deterministic Defect Elimination*