Edward L. Carnes, MBA

Nashville Metro Area, TN ECITLeadership@outlook.com **(615) 567-3297**

IT LEADERSHIP | TECHNOLOGY STRATEGY | OPERATIONS & TRANSFORMATION

Technology Executive with 35+ years leading global IT, infrastructure, cybersecurity, GenAI, cloud transformation (Azure, AWS), and enterprise technology and architecture across North America, EMEA, and APAC. Recognized for aligning technology with business strategy, modernizing enterprise environments, reducing cost, mitigating risk, and delivering measurable outcomes through digital transformation, AI adoption, cloud migration, and IT governance. MBA, UT Dallas.

LEADERSHIP & TECHNOLOGY COMPETENCIES

- **Enterprise Technology, Cybersecurity, AI & Digital Transformation** – Infrastructure, Artificial Intelligence (AI), Generative AI, Machine Learning (ML), cybersecurity governance, threat intelligence, automation & risk mitigation.
- **Cloud Infrastructure & Platforms** – Azure, Entra, AWS, hybrid cloud, network security, and data center innovation.
- **Global Operations & Finance** – Directed multi-million-dollar budgets and multi-currency IT environments.
- **Leadership & Business Alignment** – Oversaw technology roadmaps, regulatory compliance and security frameworks (HIPAA, GDPR, NIST, ISO), security awareness programs, data compliance, and team development.

EXPERIENCE

Carnes Group LLC — MAR 2025 - Current

Founder & Principal Technology Executive

- Fractional CIO/CTO leadership, technology strategy, cybersecurity, cloud modernization, AI readiness, and operational transformation for businesses, nonprofits, and associations.
- Serve in executive COO/CIO/CTO roles for national 501(c)(3) organizations, developing the Normalized Scoring System (NSS) and Competition Operations Services (COS) to improve event management and scoring fairness.

Round Hill Music — OCT 2021 - MAR 2025

Vice President of Global Information Technology

- Led stabilization and transformation of a fragmented global IT environment, enterprise systems strategy, and acquisition integration, aligning technology, data, and operations with corporate growth and modernization for a **private investment management firm specializing in music assets.**
- Renegotiated enterprise vendor agreements and optimized licensing strategy, reducing maintenance costs by 25% and delivering $400K+ in annual savings.
- Orchestrated hybrid infrastructure modernization, enterprise systems integration, and identity, security, and governance initiatives across Azure, Microsoft 365, Entra ID, Defender, Microsoft Purview, Intune, Exchange Online (mail flow and security rules), Azure DevOps, AWS, Citrix, IBM Power Systems (IBM i), and enterprise business platforms including iMaestro and Hyperion—improving scalability, cybersecurity, resilience, and global operations.
- Directed CRM strategy, platform evaluation, and roadmap development for Salesforce and Dynamics 365, aligning customer engagement and business systems with long-term business objectives and operational efficiency.
- Championed AI strategy, architecture, and pilot initiatives with the data analytics team, leveraging enterprise and cloud data to enhance business intelligence and operational decision-making.
- Established secure global access architecture using Cisco Meraki, VPN, and MFA, implementing Zero Trust principles to enable access anywhere, improve VPN connectivity by 90%, and strengthen enterprise risk controls.
- Standardized global endpoint, collaboration, and business platforms, including Windows, macOS, 3CX, Teams, SharePoint, QuickBooks, and Concur, reducing platform sprawl and software footprint by 30%.
- Established cybersecurity governance, incident response, business continuity, disaster recovery, and risk management programs aligned with HIPAA, GDPR, NIST, and ISO frameworks and standards.

Carnes Group LLC — JAN 2018 - OCT 2021

Founder & Principal Technology Executive

- Directed enterprise technology strategy and operations for a $300M global music distribution company, leading a 20-member team, managing a $4.5M IT budget, and serving on the Global Technology Steering Committee.
- Reengineered financial governance and IT operating model, implementing hybrid cloud architecture and cost controls that cut annual IT spend by 33%.
- Led enterprise SaaS and cloud initiatives across AWS, Microsoft 365, SharePoint, Dynamics, and DevOps, including migration from G Suite to Microsoft 365.
- Modernized infrastructure via Azure hybrid cloud, Windows Server Hyper-V, Dell EMC SAN, and Entra ID.

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Carnes Group LLC JAN 2004 - DEC 2017
Founder & Principal Technology Architect

- Directed enterprise web application development leveraging DevOps, PowerShell, Agile, Jira, and GitHub.
- Designed and modernized enterprise data centers and environments spanning Windows Server, storage/SAN, 10/40 Gb networks, Cisco Meraki, Ubiquiti, VPN/remote access, backup/DR, high availability, and cybersecurity.
- Reengineered and executed nationwide technology modernization for NFIB, a $100M organization with 31 offices, standardizing Microsoft and Cisco infrastructure across state and regional offices and the Washington, D.C. headquarters, while delivering the program ahead of schedule and more than 15% under budget.
- Architected and deployed 100+ enterprise infrastructure and business system solutions across Music/Media, Healthcare, Distribution, Manufacturing/Industrial, Retail, Financial Services, Government/Defense, Construction, Professional Services, Real Estate, Technology, and Nonprofit, leveraging Azure, Entra ID, SQL Server, hybrid cloud, Retail POS, ERP, SAP, Microsoft 365, Exchange, RDS, and 3CX/VoIP while supporting HIPAA/GDPR compliance.
- Supported healthcare applications and HIPAA-regulated environments, including ophthalmology EHRs, physician scheduling, McKesson Medisoft, Dentrix dental/EHR systems, and limited Epic support.
- Built and operated a managed services/MSP practice providing architecture, implementation, procurement, licensing, vendor coordination, cybersecurity, business-application support, and technology operations for clients.

Sony/ATV Music Publishing SEP 2001 - JAN 2004
Director of Global Information Technology

- Led a 15-member US/UK technology organization with a $5M multi-currency CapEx/OpEx budget across 42 offices in 39 countries, including global IT P&L oversight, capital budgeting, financial tracking, and vendor accountability.
- Cut IT spending by 50% ($1M) in year one through cost controls and vendor management.
- Established IT financial governance, budget controls, and a cross-functional ERP governance council, aligning technology investments with business priorities and reducing development costs by 20%.

Dell Technology Consulting NOV 2000 - OCT 2001
Senior Practice Manager of Infrastructure Solutions

- Managed Dell's North America Microsoft Infrastructure and E-Commerce consulting practice, leading a 20-member team with a $6M business plan while meeting all financial and customer objectives.
- Led enterprise infrastructure consulting engagements for 40+ healthcare, enterprise, and global clients.
- Implemented project management disciplines and redesigned proposals, contracts, and delivery processes, reducing service delivery times by 25%.

NCR Corporation APR 1996 - DEC 2000
Director of EMEA Technology and Networking Services

- Built and led NCR's Europe, Middle East, and Africa (EMEA) Technology and Networking Services practice across 13 countries, directing 115 professionals and a $20M regional revenue plan.
- Established the regional financial and operating model, implementing P&L oversight, capital budgeting, multi-currency financial management, and performance-based compensation across 12 currencies.
- Developed and launched enterprise technology consulting services, including high-availability solutions, while creating sales enablement, marketing, and delivery programs across Europe, the Middle East, and Africa.
- Reorganized regional operations, delivery processes, revenue forecasting, and financial planning while establishing the region's first consulting performance tracking methodology within six months.
- Increased billable utilization from 30% to 48%, reduced regional consulting expenses by 50%, and achieved regional revenue objectives within the first 11 months.

EDUCATION & CERTIFICATIONS

Master of Business Administration (MBA)	University of Texas at Dallas
Bachelor of Science (Computer Science)	Western Kentucky University
Microsoft Certified Systems Engineer (MCSE)	Microsoft