Lucas **Beeler**

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Career Profile

Software architect, tech lead, and technical product evangelist with fifteen years' experience in product development, R&D, customer-facing solutions architecture, and product evangelism. I've worn many hats and can move between roles seamlessly. I can pivot from managing a product development team to evangelizing that product's vision to an audience of hundreds at a major industry conference. I drive teams to build systems that are loosely coupled collections of modules with well-defined interfaces and minimal shared state. Such systems fit perfectly into modern, cloud-native architectures where module instances can scale-out almost infinitely as OCI containers orchestrated by Kubernetes. As an evangelist, I believe in the power of storytelling and narrative. I strive to craft narratives that make the business value of a product so compelling that its technical advantages are self-evident and its cost worth the price.

Experience

Principal Architect   Palo Alto, California
Hazelcast, Inc.   4/2019–2/2024

- As Hazelcast's principal customer-facing architect, I helped Hazelcast customers build systems in digital payments, capital markets, IoT, telecom, healthcare, and retail.

- Designed and led the implementation of large-scale, distributed systems that ran with five-nines of uptime, had latency requirements measured in a handful of milliseconds, and integrated ML inference pipelines for applications like payment fraud detection.

- Herded cats in assembling cross-functional teams that included both Hazelcast and customer stakeholders. Sales reps wanted to close deals as quickly as possible. Customers wanted to finish projects on-time and in-budget. When the product could not perform to customer expectations, I managed groups across engineering, R&D, and product management to ensure the product was patched to meet customer expecations.

- In designing and building customer systems, I confronted a problem: I had to manage a whole slew of people who did not report to me—like customer developers, Hazelcast product and R&D personnel, tech support staff, and more. Since I had no stick, I honed my skills with carrots like active listening, visible praise, and relationship building.

- Coordinated the delivery of Hazelcast solutions to a dozen Fortune Global 500 companies. Solutions were deployed on-prem and in AWS, Azure, and GCP. I confronted thorny technical issues like the fact that Hazelcast's response to Kubernetes liveness and readiness probes did not conform to published K8S semantics during a split-brain scenario. Drove the product and R&D teams to ensure such issues were fixed and customers succeeded.

- Led a process definition initiative for customer engagements. Despite having over a dozen customer-facing engineers worldwide and over 100 direct customers, Hazelcast lacked any standardized process for executing pre-sales, proof-of-concept engagements or post-sales, MVP engagements. So I developed one. I used the Rational Unified Process as a jumping-off point but stripped it of complexity and ceremony. I defined a system of phases and artifacts that were required to be produced to move from one phase to another.

- Spoke at industry conferences several times each year, evangelizing Hazelcast technology. Find one such example here: https://youtu.be/7LHVLzR10uc?si=ERZfBupYJHmePVM5.

Technical Consultant—Professional Services   Foster City, California
GridGain Systems, Inc.   2/2017–4/2019

- Defined much of the operational and process culture of GridGain's professional services (PS) organization, including establishing defined communications pipelines for interacting with other business units like product management, R&D, sales, and support.

- Delivered in-the-field consulting services to GridGain's most important customers in finance, healthcare, IoT, SaaS, telecom, and retail. Helped customers define their core architecture and managed integration of GridGain into other components of the enterprise ecosystem—like Confluent/Kafka, Spring Boot, and DataStax/Cassandra. Wrote Java and Python code alongside customer developers.

- Learned whatever technologies were required—no matter how exotic—to meet the needs of my customers.
- Evangelized GridGain technology and presented reference architectures at conferences and meetups. One example is available here: https://www.youtube.com/watch?v=MUF2qSDK86I

Senior Solutions Architect
GigaSpaces Technologies

San José, California
6/2016–2/2017

- Acted as a senior client partner, managing pre-sales and post-sales customer engagements. I assumed responsibility for project management, resource management, and product scoping roles as necessary to drive customer solutions successfully to completion.
- Led a consulting engagement with GigaSpaces' largest healthcare client. Now deployed and made available as a SaaS offering, this system serves the revenue management needs of nearly 40% of U.S. hospitals and health systems.
- Received GridGain company-wide "Top Performer" award in 2017 and 2018.

Professional Services Engineer
Captricity, Inc.

Oakland, California
11/2014–11/2015

- Designed and built secure, high-capacity integrations that connected customers' EDM systems to Captricity's e-paper digitization pipeline. Captricity's pipeline is capable of digitizing scanned paper documents—even those incorporating free-form, human handwriting—at over 99% accuracy using crowdsourcing and deep learning.
- As an early-stage startup, Captricity had no data centers of its own. But customers—who were often life and health insurers facing regulatory requirements like HIPAA—were wary of allowing Captricity code to run in their own data centers. So, I became extremely adept at building integrations in AWS using tools like EC2, S3, RDS, and Lambda.
- Engineered integrations that included ML and computer-vision stages, like recognizing one or two pages of prescription records from a 100+-page patient file.

Founder & Principal
Unnamed Stealth-Mode Startup

Fremont, California
8/2013–9/2014

- Worked to launch a startup offering a new approach to online dating. Novel features included harvesting users' location and calendar information and combining it with restaurant reviews and hours. Even if you're a little shy, it's hard to say "no" to an in-person date when a cloud service has already made all the arrangements for you.

Senior Software Engineer & Tech Lead
Yorba Foundation

San Francisco, California
6/2009–5/2013

- Served as tech lead for Shotwell, the most popular photo organizer on the open desktop. Shotwell ships out-of-the-box with Ubuntu and Fedora and is used daily by over half-a-million people.
- Much like the Mozilla Foundation, Yorba was a 501(c)(3)-nonprofit. The foundation aimed to democratize multimedia on the open desktop. Yorba received significant corporate support and Yorba-developed code has been widely incorporated throughout the Linux ecosystem.
- Provided product vision and leadership. Made feature decisions. Designed user interfaces and storyboarded user interaction flows.
- Designed and implemented major Shotwell features, including color, exposure, and tone adjustment, one-click auto-enhance, photo printing, video previewing, and the web-service client framework that enables Shotwell to publish photos to Facebook, Flickr, Tumblr, and other web properties.
- Wrote ~35,000 lines of Shotwell's ~115,000 lines (at the time of my departure) of C and Vala code.

Education

University of Michigan, Ann Arbor
B.S. & B.S.E. in Computer Science, 2008