RAMON RIOS JR.

Forward Deployed Engineer & MarTech Orchestrator

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Core Focus: Forward Deployed Engineer, Solutions Consultant, Odoo 20 ERP, CRM Automation, MarTech, n8n, SEO Automation, API Integration, XML-RPC, GA4 Telemetry, B2B Digital Transformation

PROFESSIONAL SUMMARY

Builder-focused Forward Deployed Engineer and MarTech/ERP Systems Integrator who partners directly with C-suite stakeholders to eliminate SaaS sprawl and deploy revenue-generating automation. Expert in unifying custom Odoo 20 ERP/CRM backends, headless JSON/XML-RPC APIs, and autonomous n8n + Gemini content/lead engines—proven to cut marketing and operational costs by 98% ($1,200/mo to <$20/mo) while scaling output 5x.

CORE TECHNICAL COMPETENCIES

- **Multi-Agent AI Swarm Orchestration & Guardrail Engineering**
- **Visual Workflow Automation & API Orchestration (n8n / MCP / Webhooks)**
- **Deterministic Prompt Architecture & Hallucination Prevention**
- **Enterprise ERP/CRM Architecture (Odoo 20, PostgreSQL, MS SQL Server, XML-RPC)**
- **MarTech & Autonomous Revenue/SEO Operations (n8n + Gemini Pipelines)**
- **OS Internals & IPC Architecture (Windows C#/.NET CF_HTML, Win32 Clipboard)**
- **Lean Six Sigma Black Belt Process Optimization & Executive Roadmapping**

PROFESSIONAL EXPERIENCE

Principal Systems Architect — Colorado's Drug Testing Agency (Project CDTA) (Denver, CO)

*Jul 2026 – Present | **Impact:** 85% Manual Entry Reduction • Real-Time B2B Net-30 Billing • AWS + Terraform + Odoo 20*

- **Result & ROI:** Replaced a fractured legacy stack (Wix, QuickBooks, Google Sheets, and paper faxes) with a unified ERP/CRM Toxicology Operations platform, reducing manual data-entry overhead by **85%**, cutting audit preparation from days to seconds, and accelerating B2B Net-30 billing reconciliation from 3 days to real-time.
- **Process Automation & Chain of Custody:** Architected end-to-end digital workflows governing DOT consortium enrollment (/consortium), self-service walk-in kiosks (/kiosk), employee Fast-Pass tokens, cryptographic Chain of Custody (CCF), automated random pools, and bank-grade secure PDF delivery to Probation Officers.
- **Zero-Trust Cloud Infrastructure:** Orchestrated agency-wide deployment on AWS using Terraform IaC, high-availability PostgreSQL, and containerized Odoo services compliant with FMCSA/DOT and clinical toxicology standards.

Founding Builder & Lead Systems Architect — HumanOS Foundation (Aura hOS™) (Remote)

*Nov 2025 – Present | **Impact:** Eradicated the '15–20 Page Clipboard Penalty' (Proven Across 6 Clinics & 2 Hospitals)*

- **Clinical & Regulatory ROI:** Achieved structural immunity to centralized cloud breaches for health-tech deployments—bypassing FDA SaMD Class II and FTC HBNR BAA liabilities while eliminating the visceral **"15–20 page waiting-room clipboard penalty"** validated across a 1-year field study in 6 clinics and 2 hospitals.
- **Zero-Knowledge Cognitive Exoskeleton:** Guided the end-to-end architecture of **Aura hOS™**, routing patient and neurodivergent executive-function telemetry from React/TypeScript frontends to local SQLite edge vaults and PostgreSQL nodes via **AES-256-GCM encrypted QR handshakes**.
- **Deterministic AI Audit Pipelines:** Engineered multi-agent validation guardrails (*Inquisitor* & *Paradox Hunter* nodes) and a Stealth ICD-10 clinical taxonomy engine to prevent LLM hallucinations during regulatory compliance sweeps.

Principal Solutions Architect & Systems Integrator — Coqui Cloud (B2B Enterprise Contracting) (Denver, CO / Remote)

*Jan 2020 – Present | **Impact:** Slashed Client Marketing/Ops Spend from $1,200/mo to <$20/mo (98% Cost Reduction)*

- **Autonomous AI & MarTech ROI:** Architected visual n8n and multi-agent Gemini orchestration pipelines that scaled client SEO content output from 6 posts/month to 365-day continuous coverage while slashing operational spend from **$1,200/month to under $20/month (98% reduction)**.
- **Enterprise Infrastructure Modernization:** Spearheaded zero-to-one infrastructure overhauls for industrial and B2B clients (including Rocky Mountain Steel Inc.), migrating legacy workloads to high-availability **Proxmox VE clusters** hosting Windows Server 2025, Dockerized Firezone VPNs, and hardened Samba bridges for legacy industrial machinery.
- **Commercial Odoo Ecosystem:** Designed, published, and maintained production enterprise modules on the Odoo App Store (*CoquiCal Native Scheduler*, *NFC/QR Digital Business Card vCard*, and *AI Blog Engine*) backed by PostgreSQL, Caddy/Nginx reverse proxies, and Kaseya 365 / Datto BCDR stacks.

Systems Engineer Tier II (Project Engagements) — i.t.NOW (MSP) (Pleasant Grove, UT)

*Jan 2017 – Sep 2017 | **Impact:** 9-Month Enterprise MSP Project Engagement • Zero Data Loss Datto BCDR & O365 Rollouts*

- **Multi-Project Enterprise Rollouts (9 Months):** Executed a dedicated 9-month series of commercial infrastructure projects, VMware/Active Directory migrations, and Microsoft O365 security deployments for healthcare, education, and municipal clients.
- **Site Reliability & Disaster Recovery:** Governed multi-site backup and disaster recovery matrices utilizing Datto BCDR appliances and hardened Barracuda email security gateways, achieving **100% zero data loss** across all managed client cutovers.

Founder, Owner & Principal IT Consultant — Rios Computer Designs (Juana Díaz, PR & Salt Lake City, UT)

*May 2004 – Dec 2020 | **Impact:** 16-Year Retail Store & B2B IT Consultancy • 3 Physical Locations • 7,000+ SKU Inventory*

- **16-Year Retail Store & B2B Operations:** Founded, scaled, and operated a retail computer design store, hardware diagnostics center, and B2B IT consultancy for 16 years across **3 brick-and-mortar retail locations and technical labs**.
- **Automated Inventory & Ticketing Scale:** Engineered custom inventory and service-ticketing workflows governing an active catalog of **7,000+ unique hardware SKUs**, custom workstations, and commercial repair queues.
- **End-to-End SMB Infrastructure:** Designed and deployed commercial LAN/WAN networks, firewalls, virtualization hosts, and Windows Server environments for regional business clients.

KEY ARCHITECTURAL DEPLOYMENTS & ROI

CDTA Unified Toxicology Operations & DOT Compliance Suite — 85% Manual Entry Reduction • Real-Time Net-30 Billing • Audit Prep Cut from Days to Seconds
Consolidated a fragmented multi-vendor clinical operation (Wix, QuickBooks, spreadsheets, paper faxes) into a single high-concurrency Odoo 20 & AWS platform. Engineered public donor booking (/book), walk-in self-service kiosks (/kiosk), employer DOT random pool automation (/consortium), electronic Chain of Custody, and bank-grade encrypted PDF delivery for Probation Officers.

Aura hOS™ — Zero-Knowledge Cognitive Exoskeleton & Clinical Intake Engine — Eradicated the 15–20 Page Clipboard Penalty • Bypassed FDA SaMD Class II & FTC HBNR BAA Liabilities
Designed and deployed a local-first cognitive prosthetic and clinical intake architecture proven across 1 year in 6 clinics and 2 hospitals. Patients and neurodivergent users retain cryptographic custody of their telemetry on-device and transmit structured intake payloads via ephemeral AES-256-GCM QR handshakes—so no patient ever walks into an exam room still holding a 20-page clipboard.

CoquiAudit, CoquiProposals & CoquiPulse — Sovereign Odoo 20 FinOps, SOW & SLA Suite — 100% SaaS Tax Elimination (Calendly, PandaDoc, BetterStack) • SHA-256 E-Sign & Live SLA Telemetry
Engineered a commercial suite of native Odoo 20 Community modules replacing fragmented B2B SaaS subscriptions: **CoquiAudit** (interactive FinOps & SaaS sprawl TCO calculator at /audit-calculator), **CoquiProposals** (interactive milestone Statement of Work studio with HTML5 Canvas e-signatures and SHA-256 audit hashes at /proposals), and **CoquiPulse** (live HTTP/TLS infrastructure SLA portal at /status).

Autonomous Multi-Agent Content & SEO Orchestration Engine — Slashed Monthly Marketing Spend from $1,200/mo to <$20/mo (98% Cost Reduction) • 365-Day Output
Engineered an autonomous multi-agent publishing pipeline that researches technical architecture topics, enforces brutalist editorial guardrails, generates dark-mode visual assets, and publishes SEO-interlinked articles directly into Odoo via XML-RPC.

PasteRich™ Daemon & Coqui Cloud Odoo 20 Enterprise Addon Suite — Sub-10ms OS Clipboard Transformation • Commercial Self-Hosted Cal.com & vCard Replacements
Built and shipped commercial-grade open-source and Odoo 20 applications—including **PasteRich™** (global hotkey Markdown-to-Rich-Text daemon), **CoquiCal** (native Cal.com scheduling engine), and the **Enterprise Digital Business Card vCard** app published on the Odoo App Store.

EDUCATION & CERTIFICATIONS

- **Lean Six Sigma in IT (Black Belt)** — Management Strategy Institute (Systemic Efficiency, Deterministic Workflow Modeling & Waste Reduction)
- **Microsoft Certified: Windows Server Administration Fundamentals (MTA)**
- **B.S. in Computer Science Coursework (90% Completed)** — Universidad Interamericana de Puerto Rico
- **High School Diploma** — Graduated May 2002 (Age 16, Accelerated Academic Track)

VERIFIED ASSETS & PROOF OF WORK

- **Interactive Executive Resume & ATS API:** https://ramonrios.net/resume/1
- **Sovereign Medical Engine (Aura hOS™):** https://aurahos.io | https://ramonrios.net/AuraHOS
- **Toxicology & DOT C/TPA Operations Suite:** https://ramonrios.net/toxicology
- **CoquiCal, FinOps Audit & SOW Sign Studio:** https://ramonrios.net/book | https://ramonrios.net/audit-calculator | https://ramonrios.net/proposals
- **Odoo Enterprise App Store (CoquiCards vCard):** https://apps.odoo.com/apps/modules/18.0/odoo_digital_business_card_coquicloud
- **GitHub & Technical Blueprints:** https://github.com/RamonRiosJr | https://ramonrios.net/blog