

STEVE BEIN

PE, GISP

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949-922-3642

SKILLS

- Business Leadership
- Team Leadership / Teambuilding
- GIS Leadership (innovation)
- Business Line Development
- Business Development/Marketing
- Negotiations
- Mentoring / Prof. Guidance
- Public Speaking
- Geographic Information Systems
- Esri GIS Products
- Enterprise Asset Management
- Geomatics (LiDAR, Drone)
- Application Design and Development
- Database Development
- Global Positioning System (GPS)
- Spatial Analysis
- GIS Addressing / NG9-1-1
- Water Resources / Facilities
- Transportation
- Cartography

EDUCATION

MS Civil Engineering/Water Resources
Stanford University

BS Civil Engineering / IT
University of Colorado, Boulder

CERTIFICATIONS, ASSOCIATIONS

- Professional Civil Engineer (P.E.)
- GIS Professional (GISP)
- ASCE Technology Committee (former Chair)
- Tau Beta Pi Honor Society
- Chi Epsilon Honor Society

EXECUTIVE LEADER IN GEOSPATIAL TECHNOLOGY, ENTERPRISE ASSET MANAGEMENT, AND BUSINESS TRANSFORMATION

Demonstrated record of leadership, innovation, cost optimization, and implementing tech-enabled strategies that map directly to diverse business domains within organizations. Evangelist for GIS and Enterprise Asset Management (EAM) with passion for team building and enabling business growth achieved through geospatial technology innovation and optimization. Delivery and implementation of quality, cost-effective, flexible geospatial solutions and asset management services that can sustain and foster improved business processes. Finds opportunities to listen and work with staff in all areas of an organization to help innovate and exploit promising opportunities for process improvement through technology.

SELECTED ACCOMPLISHMENTS/CORE COMPETENCIES

Geospatial Innovation: Developed transformational geospatial solutions for vital industries, water agencies, ports, DOTs, municipal governments and public safety centers. This included implementation of Enterprise Asset Management, machine learning, artificial intelligence (AI), and Internet of Things (IoT) sensors, increasing speed and quality of geospatial data collected, analyzed, and reported.

Top-Line Innovation Strategies: Developed and implemented strategy for innovation by establishing new technology business division. Created cloud based intellectual property software systems and executed go-to-market plan. Marketed and negotiated contractual offerings, set commercial pricing, IP protection, and contract terms. Supported and maintained SaaS implementations for client portfolios with more than \$7 million annually.

GIS/EAM Governance: Developed and implemented GIS and EAM policies, governance procedures, measurement, and methodologies. Promoted efficient, repeatable processes that ensure that all geospatial technology investments generate the optimal returns and business benefits. Understand the relevance and importance of establishing policies, standards, best practices, and security measures.

Business Results with Visionary Technology: Applied new and innovative technologies that created competitive advantage. Formed new sources of high-margin revenue business lines. Led the staffing, contracting, resources, budgeting, utilization, and P&L for medium to large teams ensuring growth as a strong profit center. Took necessary short- and long-term actions to optimize return on investment. Accountable for technical effectiveness and applying the right technology in the right way to drive efficiency in technology services while minimizing both risk and costs.

Leadership and Organizational Design of Teams: Experienced in developing, leading, and motivating teams of capable GIS, EAM, and technology professionals. Provides coaching, mentoring, and development opportunities that continuously build upon both the team and individual capability. Former team members went on to become GIS leaders and executives in large engineering companies and public agencies.

PROFESSIONAL EXPERIENCE

Psomas – Vice President / Associate Principal - GIS and EAM, Practice Lead: Geomatics Santa Ana, CA • 07/2020 – 09/2023

Enterprise Asset Management (EAM) Practice Lead – Built a new practice leading to over \$1.5M in projects. Built partnerships with leading software vendors to be exclusive service provider.

Geomatics Practice Lead – Led a team of professionals in Photogrammetry, Drones, LiDAR data collection and processing, including aerial, drone-based, wearable, and static. Managed BD and marketing, staffing, team building, and annual revenues of over \$1.5M.

Business Development and Marketing – Led the business development and marketing efforts for all Technology Services including GIS, Business Intelligence, Application Development, Enterprise Asset Management, and Geomatics.

Michael Baker International – National Director / BD Director - DATAMARK Public Safety GIS, Santa Ana, CA • 03/2018 – 05/2020

Developed new corporate division and business line from the ground up. Met the challenge of building an early stage SaaS software subscription business, creating \$7M+ annual revenue.

Executive Leadership – Started a new company, and hired and trained a team of industry experts to create a learning organization including a director of software product development, sales, business operations, and project management organization (PMO). Reported monthly progress to corporate CEO and Chairman.

Market Positioning – Led the development of unique SaaS software product with a new branding created from scratch. Introduced product and services to the market following a detailed go to market plan, leading to strong market acceptance and name/brand recognition.

Value Creation – Created enterprise value with short-term GIS consulting support contracts coupled with long-term software subscriptions sales for more than 50 new customers. Recent contract selections included more than \$25M of new contracts within 26 months of business start.

Strategic Leadership – Hired a team of industry professionals, technical experts, and subject matter experts to jump start industry recognition and brand confidence. Built a “market making” approach to become the trusted advisors for prospective customers leading to long term contracts and relationships.

Michael Baker International (former RBF Consulting) – West Region Director of GIS, Santa Ana, CA • 01/1995 – 03/2018

Innovative Strategies – Executed municipal pavement management project using industry experts and mobile LiDAR technology, increasing efficiency and accuracy of the pavement survey from a 12 month project to a 1 week data collection and 3 month project resulting in an award-winning project.

Business Results with Visionary Technology: City of Los Angeles, StreetsLA EAM and business process improvements (\$1.4M), Riverside County General Plan GIS (\$1.2M), Western Municipal Water District Groundwater Pumping and Tracking Application (\$0.4M), Mesa Water District GIS Consulting and CMMS improvements (\$2.1M), Port of San Diego Stormwater Permit Tracking Tool (\$3M), Caltrans Stormwater Quality Tracking Tool statewide (\$4M)

PRIOR RELEVANT EXPERIENCE

RBF Consulting – Civil Engineer

Water Resources, Transportation, Surface Water, Land Survey
Irvine, CA • 01/1989 - 01/1995

Caltrans District 12 – Civil Engineer - Transportation
Santa Ana, CA • 11/1987 - 01/1989