Dan Lafferty

TECHNICAL LEAD FOR AI SOLUTIONS AND THE GOOGLE CLOUD ALLIANCE

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PROFILE

Technical authority for the Google Cloud alliance, UK and global, and technical pre-sales lead for AI customer engagements. Grew an internal geospatial AI platform from a solo build to a 10-person global engineering team in six months. Produced the architecture and estimates behind c. £3-5m of revenue in 12 months and helped secure c. £1m of Google funding. Pitches to C-level clients and works with Directors day to day.

CORE COMPETENCIES

PARTNER AND PRE-SALES ARCHITECTURE

0-to-1 proof-of-value builds, GSI practice enablement, Joint solution development, Reference architectures, Interactive client demos, Bid derisking

APPLIED AI, MCP AND AGENTIC SYSTEMS

Claude API and Anthropic ecosystem, MCP servers and tooling, RAG, Semantic vector caching, Agent Platform, ADK, LangGraph, Multi-turn tool calling, LLM-as-a-judge evaluation

DATA ARCHITECTURE AND STRUCTURED TOOL CALLING

SQL and text-to-SQL workflows, BigQuery data estates, Firestore metadata and vector stores, Data pipeline modelling, Pydantic schema validation, Structured JSON outputs

FULL-STACK AND RUNTIME ENGINEERING

Python (FastAPI), TypeScript (SvelteKit, React), Agent Runtime, Cloud Run, Docker, Terraform, API security controls, Claude Code, GitHub Copilot

EXPERIENCE

Senior Manager, AI Solutions Architect & Agentic Transformation Lead

Deloitte Nov 2025 to present | London, UK

Technical pre-sales lead and proposition builder for AI customer engagements, working through rapid prototyping and architecture, with some 0-to-1 delivery to help land and expand in new accounts.

- **Technical authority for the Google Cloud alliance:** Technical authority for the Google Cloud alliance, UK and global, and technical pre-sales lead for AI customer engagements: pitches to C-level clients and works with Directors day to day.
- **Pre-sales estimating and partner funding:** Produced the architecture, consumption and resource estimates behind c. £3-5m of revenue in 12 months, and helped secure c. £1m of Google funding, mainly for Gemini Enterprise, by writing the architecture, estimates, Google pitch and technical sections of the SOW.
- **Technical authority for a global aerospace client:** Technical authority across a 15-20 person engagement for a global aerospace and engineering client, with one direct technical report, and helped secure c. £150k of Google funding for the work. Worked on the architecture, the SOW and the technical parts of the solution, and on the first four weeks of delivery, standing up the team and the infrastructure.
- **Global engineering team for a geospatial AI platform:** Technical lead who grew an internal geospatial AI platform from a solo build to a 10-person global engineering team in six months: planned the work, reviewed pull requests, onboarded and unblocked engineers, then handed over to a successor technical lead. Still gives half a day a week of technical governance and mentoring.
- **AI capability and hiring:** Runs regular lunch-and-learns, built the geospatial AI demo template now used by c. 10-20 people, and runs first-round technical interviews and writes job descriptions.
- **Multi-agent platform architecture and sizing:** Designed the cloud architecture and runtime pricing model for an autonomous multi-agent procurement platform, modelling data throughput, storage and inference requirements, and secured $250k in vendor co-funding to move the client from prototype to production delivery.
- **Prototype-led pre-sales:** Ran an outcome-based prototyping motion across client accounts, building working, interactive proof-of-concept applications in days with small engineering pods using Python (FastAPI), SvelteKit, ADK on Agent Runtime, LangGraph and Cloud Run, in place of multi-week slide cycles. Validated prototypes progressed into live customer pilots supporting 500+ active users, helped close sales cycles and secured follow-on paid pilot phases.

Planned Paternity Leave
Deloitte Apr 2025 to Oct 2025

Senior Manager, Google Cloud Technical Lead
Deloitte Jun 2024 to Mar 2025 | London, UK

Led cloud engineering initiatives, emerging technology incubation and M&A technical assessments.

- **M&A technical due diligence:** Technical lead for the hands-on architecture audit in the acquisition of a cloud-native geospatial data company, covering cloud infrastructure, data ingestion pipelines, IAM security posture and technical debt, and producing the technical risk assessment for the deal team.

Manager, Google Cloud Technical Lead
Deloitte Apr 2022 to May 2024 | London, UK

- **Containerised architecture and delivery governance:** Designed scalable, containerised infrastructure with Cloud Run, Docker and Terraform for international clients, and set up engineering mentorship that enabled delivery teams to build autonomously.

Google Cloud Lead & Product Owner
National Citizen Service (NCS) Trust Jan 2019 to Mar 2022 | London, UK

Principal technical authority, Product Owner and lead architect for a 100% cloud-native public sector scale-up, built from the ground up with no legacy IT or data centres, enabling rapid release cadences.

- **In-house engineering team from scratch:** Formed, hired and led an internal agile developer pod from scratch, turning organisational requirements into bespoke digital products and workflows built on Google Cloud and Salesforce.
- **FinOps and SaaS consolidation:** Ran a FinOps initiative that consolidated fragmented SaaS point solutions into a unified cloud estate, reducing running costs and freeing capital to fund custom software development.
- **Secure multi-tenant partner platform:** Architected a governed collaboration platform for 2,000 external regional delivery partners, with automated IAM provisioning, secure networking and centralised data access controls.

Technical Account Manager
Netpremacy May 2018 to Dec 2018 | London, UK

Drove Google Cloud and Workspace adoption with high-growth tech scale-ups, including on-demand delivery platforms and digital marketplaces. Met client engineering and IT teams regularly to resolve technical blockers, advise on platform capabilities and coordinate incident escalations with the support desk.

Google Cloud Consultant & Tier 3 Support Lead
Cloud Sherpas (acquired by Accenture) May 2014 to Apr 2018 | London, UK

Senior escalation engineer for EMEA enterprise accounts on Google Cloud and Google Workspace: managed complex technical tickets, oversaw escalation workflows with the offshore support team in Manila, and ran technical workshops to help client IT teams adopt Google services.

School Governor
State primary school Jul 2026 to present

Strategic oversight, financial accountability and governance for public primary education.

EDUCATION & CERTIFICATIONS

Google Cloud Certified: Professional Agentic Architect
November 2026

History and Politics
Attended Kingston University, 2006 to 2010