



Heidi Cramer is a technology executive, AI strategist, and doctoral researcher whose career spans over 35 years of launching, scaling, and leading technology-driven growth across Fortune 10 companies, private equity firms, and high-growth ventures — accounting for more than \$2 billion in new technology products and markets. She has held senior leadership roles including Vice President of Alliance Partnerships at Tangoe and Regional Vice President of Sales and Manager of IoT Growth at T-Mobile, where she built and turned around 12 markets.

Today, Heidi serves as an AI Integration Strategist and Business Consultant with the Florida SBDC at FGCU, where she works directly with businesses and organizations across Southwest Florida to adopt AI strategically — not as hype, but as a competitive advantage. She is currently pursuing her Doctorate in Education at Florida Gulf Coast University, researching how AI transforms learning through Instructional Technology and Higher Education Leadership. She holds an MBA in Information Systems and Operations Management from Indiana University's Kelley School of Business and a Business Analytics Certificate from Harvard University.

Heidi has trained organizations ranging from the Florida Bar Association, the Florida Library Association, and CGA (Dial 811) to HOA and property management companies, Collier and Lee County Fire Departments, builders associations, and numerous other industry groups in AI adoption and strategy. She brings a rare combination: deep technical fluency, executive-level strategic thinking, and a practitioner's commitment to making AI accessible, ethical, and actionable for every leader in the room.