

# Daniel Ramirez

Co-Founder & Principal Engineer · Strategy Labs AI, LLC

Sacramento, CA · open to remote

[pterodaniel@gmail.com](mailto:pterodaniel@gmail.com)

(530) 391-8330

[strategylabs.io](http://strategylabs.io)

[github.com/pterodaniel](https://github.com/pterodaniel)

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## THE ARC

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Co-founded and ran **Gold Rush Energy Solutions** from 2015 to 2024 — a \$30M+ residential and commercial solar EPC, 40 MW installed, \$130M lifetime sales — and taught myself the engineering side along the way. Now **co-founder of Strategy Labs AI**, an AI-native technology consulting firm. Our flagship engagement is **BriteBuild**, built for ShimmerWorks Inc.: a multi-tenant CRM and SaaS for the solar industry with 60+ pages, hundreds of API endpoints, and 250+ database migrations shipped over the last 14 months. I run the technical practice — architecture, agent orchestration, on-prem inference, and the build itself.

## Co-Founder & Principal Engineer · Strategy Labs AI, LLC

Jan 2026 – Present

AI-native technology consulting · [strategylabs.io](https://strategylabs.io)

- Co-founded the firm to ship AI-native enterprise software end-to-end: cloud infrastructure, AI agent systems, full-stack platforms, and enterprise integrations.
- Lead the **agent orchestration practice**: multi-agent swarms with typed execution contexts; tool-use, file-search, retrieval, code-gen, vision, and computer-use agents handing off work without human babysitting. Author of **OpenClaw**, the firm's open-source agent framework.
- Design **on-prem AI hardware solutions** for clients running RAG and agent swarms — RTX 4090 stacks, Mac Studio M2 Ultra, Mac mini M4 Pro workstations. Author of the firm's published 2025–2026 guide to on-prem inference and the interactive hardware-budget tool.
- Daily driver across **Claude Code** (terminal, desktop, IDE plugins, VS Code), **Cursor**, and **Codex**. Custom agent harnesses for orchestrating multi-step development workflows.

### FLAGSHIP ENGAGEMENT **BriteBuild** — for ShimmerWorks Inc., 14 months solo

Multi-tenant CRM & SaaS for residential and commercial solar EPCs and contractors. **60+ pages, hundreds of API endpoints, 250+ DB migrations**, real-time collaboration, DocuSign integration, financial engines, Rust/WebAssembly geospatial tooling. One platform, full stack.

- Designed the **tenant → EPC → contractor data model** with polymorphic state/county territory scoping and a **325-permission RBAC across 24 domains and 7 roles**.
- Built the geometric solar design tool — drag-select on Google Maps imagery, magnet-snap, edge-to-edge tiling on sheared grids, racking auto-takeoff. Performance-critical placement compiled to **Rust → WebAssembly**.
- Authored the **bitemporal pricing system**: quote-version-locked equipment and adder prices via session-pricing snapshot functions, so a quote sent Tuesday still reads Tuesday's prices on Friday without duplicating data.
- Shipped multi-bucket financing splits, rebates engine with 3-tier inheritance, DocuSign-integrated contract template engine with merge fields, Slack-like real-time messaging, public REST API v1, sessions analytics, and the Quest Objectives task platform.
- Centralized OAuth (Google / Microsoft / Apple) on a base-domain hub with signed JWT hand-off to tenant subdomains; patched real auth CVEs and removed axios for supply-chain CVE remediation.

TypeScript

Svelte 5

SvelteKit

Node.js

PostgreSQL

Rust

WebAssembly

Python

FastAPI

AWS S3 / SES

Stripe Connect

DocuSign

## Co-Founder & Chief Operating Officer · Gold Rush Energy Solutions

2015 – 2024

*Residential & commercial solar EPC · Sacramento, CA*

- Co-founded and led operations through scale to **\$30M+ annual revenue** (\$18M average); recognized as the **49th largest solar installer in California** and four-year "Best Solar Company" winner.
- Built the sales organization from inception to **70 outside reps and a national dealer network**; team drove **\$130M+ in lifetime sales**.
- Directed **40+ MW of installations**: feasibility, permitting, transformer sizing, NEM aggregation, procurement, just-in-time inventory.
- Engineered the operational software glue across the company — Salesforce ↔ Google Workspace ↔ DocuSign ↔ QuickBooks integrations, MySQL-backed in-house tools, automated document generation in Google Apps Script. The first time I taught myself to ship.

## Vice President & Secretary, Board of Directors · Placerville Food Co-op

2024 – Present

*2,506 member-owners · Placerville, CA*

- Co-led the **\$1.39M acquisition of the co-op's longtime building** in April 2026 — seven-figure community capital deployment, long-term financing through River Valley Community Bank and the Local Enterprise Assistance Fund.
- Helped raise **\$155K+ in net proceeds in months** via a member-driven capital campaign — covered the down payment, closing, and a new roof, and added 76 new member-owners.

### HOW I BUILD WITH AI

#### CODING AGENTS

**Claude Code** (terminal, desktop, IDE plugins, VS Code) · **Cursor** · **Codex**. Daily driver across all three; comfortable building custom agent harnesses for the workflows the off-the-shelf tools don't cover yet.

#### AGENT ORCHESTRATION

Multi-agent swarms with typed execution contexts: tool-use, file-search, retrieval, code-gen, vision, and computer-use sub-agents that hand off work and converge on results. Author of **OpenClaw**, Strategy Labs' open-source agent framework.

#### INFERENCE

RAG pipelines, vector stores, structured-output extraction, vision pipelines. **On-prem inference** on RTX 4090 stacks and Apple Silicon (M2 Ultra, M4 Pro). Published the firm's 2025–2026 guide to on-prem AI hardware.

#### TRACK RECORD

BriteBuild — **60+ pages, 250+ DB migrations, 14 months solo**. AI-accelerated delivery on real infrastructure work, not demos.

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## SELECTED SYSTEMS SHIPPED

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### BriteBuild solar design engine

Rust → WebAssembly · 2025

Drag-select panel placement on Google Maps imagery with magnet-snap and edge-to-edge tiling on sheared grids; racking auto-takeoff. Performance-critical math runs in-browser via Wasm. Integrated with Google Solar API and PVWatts.

### Bitemporal pricing & financing splits

PostgreSQL · 2025

Quote-version-locked equipment and adder prices via session-pricing snapshot functions and snapshot cloning. Multi-bucket financing scenarios route line-items to different lenders, with the database as canonical state and the rack-and-cable diagram as a projection.

### OpenClaw — open-source agent framework

Strategy Labs · 2026

Strategy Labs' agent orchestration framework. Typed execution contexts, agent warehouse architecture, tool-use / retrieval / code-gen / vision / computer-use sub-agents that coordinate, hand off work, and converge on results.

### On-prem AI hardware budget tool

Strategy Labs · 2026

Interactive reverse-engineer tool that maps a budget to the right on-prem AI hardware spec for RAG pipelines and agent swarms — from \$2K hobbyist setups to \$100K+ enterprise stacks. Paired with a published 2026 guide.

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## ENGINEERING STACK

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LANGUAGES	TypeScript, JavaScript, Rust, Python, SQL (PostgreSQL), Apex, Swift, Kotlin, Solidity, Bash
FRAMEWORKS	SvelteKit, Svelte 5, React, Next.js, Tauri, Electron, FastAPI, Express, Node.js, Vite
BACKEND & DATA	PostgreSQL (audit triggers, polymorphic FKs, bitemporal versioning, 250+ migrations), MySQL, Redis, Supabase, IndexedDB, Salesforce data model
INFRA & DEVOPS	AWS (Lambda, S3, SES, Connect), Cloudflare Pages, GitHub Actions, Docker, Heroku, Sentry, WebSockets, Stripe Connect, DocuSign
AUTH & SECURITY	JWT, OAuth 2.0 (Google / Microsoft / Apple, PKCE), multi-tenant subdomain auth, RBAC, Argon2id, secp256k1, CSRF
REAL-TIME / PERF	Rust → WebAssembly, custom WebSocket protocols (MessagePack), tokio actors, R-Tree spatial indexing, fixed-timestep simulation, Server-Sent Events
SOLAR / DOMAIN	Aurora Solar, Energy Toolbase, HelioScope, Enphase, SolarEdge, Green Button, PVWatts, Google Solar API, NEM aggregation, transformer sizing

— RECOGNITION & CERTIFICATIONS —

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California State Contractor (CSLB Lic# 99454SP) · Tesla Battery & Roof Certified · Enphase Certified · —  
CALSSA President's Circle

Chamber of Commerce — Startup of the Year 2018

Chamber of Commerce — Small Business of the Year 2019

"Best Solar Company in Area" — four consecutive years 2019 – 2022