



DMITRI SUNSHINE

Fractional CIO Partner

Senior technology and operations help from decision through delivery.

dmitri@mrsunshine.me

mrsunshine.me

[LinkedIn](#)

Senior judgment stays close to the work, from the first decision through the handoff that has to hold.

WORKING MODEL

hands-on partnership

BEST FIT

long-term partner work

PRIMARY ROLE

Fractional CIO Partner

01 Where I help

I step in when important work is carrying hidden risk across brittle systems, messy handoffs, or technology decisions that no longer have a clear owner.

Fractional CIO roadmap

Turn tool sprawl into a decision path your team can run without false comfort.

Data migrations

Plan data migrations with validation steps, rollback choices, and a cutover path that does not depend on luck.

Systems integrations

Design systems integrations and API flows that reduce manual re-entry instead of hiding new operational drag.

AI agents

Build internal AI agents with human review, permission boundaries, and clear ownership of the next decision.

CRM, ERP, and reporting

Clean up the operating layer around CRM, ERP, dashboards, and recurring reports so people can trust what changed.

Security and resilience

Review cybersecurity, disaster recovery, vendor risk, and continuity plans with proof instead of policy theater.

HOW THE PARTNERSHIP WORKS

Careful transition, with proof before trust.

I keep what is already carrying value, make the hidden handoffs visible, and help the next version earn trust before the business depends on it.

PRINCIPLE 1**Use what works**

I start by finding what is already carrying value, because ripping out a system can create more risk debt than it removes.

PRINCIPLE 2**wrap before replace**

When the existing system still has a useful core, I build the safer operating layer around it first.

PRINCIPLE 3**Verify before trust**

Backups, migrations, reports, and AI outputs need proof under pressure before they become part of the operating system.

PRINCIPLE 4**Keep humans in control**

AI should make the next decision clearer; it should not hide accountability behind a confident answer.

02 Proof that matters

23+ years in the work I have built, scaled, fixed, sold, supported, and operated systems where bad assumptions became real cost.	Exited founder/operator I bootstrapped an ERP SaaS company to around 80 clients and carried regulated data for more than a decade.	COO context I have stepped into the operating side too, building process, accountability, and handoffs when the company needed structure.	AI systems builder I build AI agent workflows for real work, then put governance and verification around them so the system does not drift.
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03 Engagement shape

1

Assessment and decision map

I map systems, risks, owners, and constraints so we can see what matters before anyone spends money.

2

Implementation sprint

I help plan, build, migrate, integrate, document, and test the parts that are creating drag right now.

3

Ongoing fractional partner

I stay close enough to help the work hold as a long-term partner through decisions, delivery, and handoff.

Start with a practical conversation.

I will help you see the useful next move, the risk around it, and what should wait.

mrsunshine.me/fractional-ciodmitri@mrsunshine.me