

Johnny P.

Principal Software Architect · AI Platforms & Distributed Systems

Dublin, Ireland · jo.mt · Contact form at jo.mt

SUMMARY

Hands-on software architect with 25+ years of building enterprise platforms in C#/.NET — SaaS APIs, microservices, data platforms and, most recently, AI systems. At Foxit I took five platforms from idea to production, often writing much of the code myself. Today I design and build a cross-platform suite of privacy-first, local-AI applications end to end.

SELECTED IMPACT

- Built Foxit's first PDF Developer API SaaS platform — developer onboarding cut from **~2 days to ~15 seconds**.
- Designed and coded FIAP, an internal AI platform (M365 + Salesforce connectors, agents, knowledge graph, governed AI gateway) **used daily by Sales, Marketing and R&D**.
- Founded an Azure data platform **adopted by every major department**, several now running their own data teams on it.
- Founded and ran a 20+ engineer consultancy for 13 years serving Fortune Global 500 clients — **every project on time and on budget**.

EXPERIENCE

Founder & Principal Engineer · Software Tailor — independent AI products

May 2026 – Present

Dublin, Ireland · Privacy-first, local-AI software for Windows, macOS, Linux, iOS and Android

- Designed and built a cross-platform .NET 10 / Avalonia platform of **350+ shared libraries powering 60+ AI apps**; 14 products published on the Microsoft Store, Apple App Store and Google Play in 16 languages.
- Architected a multi-engine inference layer — llama.cpp, Microsoft Foundry Local (NPU/GPU), ONNX Runtime and cloud models behind one streaming API, with model download, self-update, tool calling and routing.
- Built agents and RAG on Microsoft Agent Framework and MCP, with hybrid retrieval (vector + BM25 + reranking) and a personal knowledge-graph memory; plus an OpenAI-compatible enterprise AI Server (Docker, Kubernetes, SSO, quotas, signed audit).
- Privacy and security by design: content-free, consent-gated telemetry; licensing across three app stores and Stripe; end-to-end encrypted device federation; Cloudflare Workers back end. Kept coherent with 200+ test projects and architecture guard tests.

Software Architect, AI & Data Platforms · Foxit Software

Jan 2020 – Apr 2026

Dublin, Ireland · Joined as Program & Project Manager · PDF software company, 100,000+ customers in 200 countries

Moved by the CEO, CIO and CCO between units to start new platforms, with teams in Ireland, Germany, China and the US.

- **Internal AI platform (FIAP), 2025–26:** founded, architected and coded (C#, Windows + macOS) a platform of connectors (Microsoft 365, Teams, Salesforce, LinkedIn, Jira), an agent framework, a knowledge graph with short/mid/long-term memory and ready-made tools (meeting notes, daily briefing, sales assistant). Used daily across Sales, Marketing and R&D.
- **AI gateway & governance:** routed all AI traffic — including coding tools such as VS Code and Cursor — through approved providers with three-level PII redaction, tokenised masking, usage tracking and audit, removing "shadow AI".
- **Enterprise data platform, 2023–26:** proposed and built hands-on on Azure (Data Factory, ADLS Gen2, Databricks, Unity Catalog, Purview, Power BI); set up the operating model — central and departmental data teams, intake and RICE prioritisation, data ownership and classification. Adopted by Product, Finance, Sales, Marketing, Operations, IT and R&D.
- **Microservices architecture, 2022–23:** introduced .NET + Dapr (service invocation, pub/sub, state, actors, distributed tracing, metrics and logging) for a 15-person German/Irish team building a construction-industry PDF

product; wrote the reference implementation; MVP in the first sprint, fully adopted within six months.

- **E-signature product, 2021:** as Product Owner and Scrum Master for four engineers, delivered a working end-to-end e-sign flow in week one and a complete product in 12 sprints. Also led the NetSuite ERP roll-out with Finance teams in China, the US, Germany and Ireland.
- **PDF Developer API SaaS, 2020:** proposed the cloud offering and coded the full stack — developer portal, self-service provisioning, SDK samples, docs and live API console; onboarding from ~2 days to ~15 seconds. The founder named it the company's reference SaaS product.

Founder & CEO, Principal Architect · Software Tailor (HK) Limited

Nov 2006 – Dec 2019

Hong Kong, with offices in Shanghai, Chengdu, Changsha and Nanchang

- Founded and grew a bootstrapped enterprise software consultancy to **20+ engineers**, serving GSK, Prudential, ThyssenKrupp, TÜV Rheinland, Veolia, Giesecke+Devrient and other multinationals — **every project on time and on budget, zero failures**.
- Architected a mobile GIS + workflow system for **10,000+ ThyssenKrupp Elevator technicians** across Asia Pacific, and a mobile sales app for all Prudential agents in Hong Kong and China.
- Owned solution design, estimation, hands-on development and support for workflow, document management, BI and integration platforms, using in-house frameworks that put working software in front of clients within days.

Web Application Architect · EF Education First (Englishtown)

Apr 2005 – May 2006

Shanghai, China

- Led the .NET re-architecture of EF.com and Englishtown.com (2M users in 100+ countries, 2M+ hits a day), coordinating architects in Boston with teams in Hong Kong, Shanghai and India.
- Set development standards, mentored developers and cut release effort by **~70%**; built an internal project and defect workflow system used by thousands of staff worldwide.

Earlier career · Hong Kong

System Analyst, V.H. Soft (Yau Lee Holdings) — led the prototype that won a **HK\$30M** smart-card tender · Analyst Programmer, Advanced Integration Systems — IBM/Oracle pre-sales and delivery · Senior Software Engineer & Team Lead (10 developers), SoftEnable / CityU Consultants — designed a WfMC-standard workflow engine SDK and a commercial Excel reporting engine.

SKILLS

Languages	C# / .NET (expert), SQL, TypeScript/JavaScript, Python, Go, XAML
Architecture	System design, microservices (Dapr), event-driven, API/SaaS design, distributed observability, security & privacy by design
AI	LLM applications, RAG (hybrid search, reranking), agents & tool calling (Microsoft Agent Framework, MCP), local inference (llama.cpp, ONNX, Foundry Local), AI gateways & model routing, knowledge graphs
Cloud & data	Azure (Data Factory, Databricks, Purview, Power BI, Fabric), Cloudflare (Workers, D1, KV, R2), Docker, Kubernetes, CI/CD
Apps & integration	Avalonia / WinUI cross-platform apps, Microsoft 365 / Graph, Salesforce, NetSuite
Leadership	0→1 delivery, Scrum (PO/SM), cross-region teams, stakeholder management up to CEO, hiring and mentoring

EDUCATION

BSc (Hons) Computer Science, First Class

University of Hertfordshire, UK

Higher Diploma, Computer Studies, Distinction

City University of Hong Kong

Languages: English (IELTS 7.0), Cantonese, Mandarin

AWARDS

- Champion ×2, Jiangxi Innovation & Entrepreneurship Competition
- Top 10, Alibaba Cloud Startup Contest
- 2nd Prize, Microsoft Web Services Xcellence Awards (HK)
- 3rd Prize, Sun J2ME Open, Enterprise (HK)