

# STATEMENT OF QUALIFICATIONS

## PART I – CONTRACT SPECIFIC QUALIFICATIONS

### A. CONTRACT INFORMATION

1. PROJECT TITLE AND LOCATION (City and State) Scheduling Consultant List	
2. ANNOUNCEMENT DATE March 4, 2011	3. PROJECT NUMBER DAS-11F888

### B. FIRM POINT OF CONTACT

4. PROJECT REPRESENTATIVE NAME AND TITLE Vince Arnold, Account Manager for State of Ohio Government		5. PRESIDENT / CEO Ken Conley
6. NAME OF FIRM Main Sail LLC		
7. TELEPHONE NUMBER (614) 633-9549	8. FAX NUMBER (216) 472-5110	9. E-MAIL ADDRESS varnold@mainsailgroup.com
10. COUNTY Cuyahoga	11. FTID NUMBER [REDACTED]	12. WEB ADDRESS www.mainsailgroup.com

### C. PROPOSED TEAM

*(Complete this section for the lead firm or joint venture partners, and all key consultants.)*

(Check)	13. FIRM NAME			14. ADDRESS	15. ROLE IN THIS CONTRACT
	Lead Firm	JV Partner	Consultant		
a.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Main Sail LLC  20820 Chagrin Blvd. Cleveland, OH 44122-5323	Staff Augmentation, work flow process assessments, IT Project work including business analysis, Project management and software development.
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office _____ Miles from project site	
b.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office	
c.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office	
d.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office	
e.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office	
f.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	<input type="checkbox"/> Check if EDGE certified			<input type="checkbox"/> Check if branch office	

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

<b>16. NAME</b> Jack Rhyne	<b>17. ROLE IN THIS CONTRACT</b> Program Manager of IT Services to State Government	<b>18. YEARS EXPERIENCE</b> a. TOTAL 20+	
		b. WITH CURRENT FIRM 8+	
<b>19. FIRM NAME AND LOCATION (City and State)</b> Main Sail LLC of Cleveland Ohio			
<b>20. EDUCATION (DEGREE AND SPECIALIZATION)</b> See Resume		<b>21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)</b> See Resume	
<b>22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)</b>			

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

a.	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm			
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	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm			

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 – 10)  
DAS-11F888

25. TITLE AND LOCATION <i>(City and State)</i>	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION (if applicable)

**27. PROJECT OWNER'S INFORMATION**

a. PROJECT OWNER	b. POINT OF CONTACT NAME	c. POINT OF CONTACT TELEPHONE NUMBER
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**28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT** *(Include scope, size, and cost)*

Over 20 years of extensive experience that has included responsibility for North American and international consulting operations, Packaged Solutions Development, Business and Strategic Partner Relationships, e-Business Solutions, Oracle consulting operations, the management of almost 400 consultants and enterprise RFID development. Managed projects involving 400+ people and has been directly involved in 28 full lifecycle ERP implementations; extensive experience in managing programs, projects and matrix organizations.

During the past five years served as a Program Manager and trusted advisor to a client for implementation of a \$30 million complex SAP based multi-site, multi-company, international logistics distribution operation compressed into an 18-month delivery timeframe and comprised of several individual sub-projects staffed with over 150 people. Under this program the team implemented 21 warehouse facilities in 15 countries. This placed 6.4 Million SF of warehouse space and 2000 employees, speaking 11 different languages under SAP Warehouse Management

Managed the first Department of Defense (DOD) Navy program to implement wireless based SAP Warehouse Management with RFID in support of Trident Nuclear Submarine Operations and maintenance in Bangor Washington. This program is a groundbreaking component of Navy ERP and is currently the template for the first Navy ERP logistics implementations that use wireless, enterprise pRFID solutions and other creative advanced AIT functionality.

Extensive business SAP functional and technical experience in supply chain management, discrete and repetitive manufacturing, distribution and logistics execution and materials management in a variety of commercial industries. These industries include chemicals, automotive distribution, manufacturing, electronics and professional services. Hands on work in a variety of computing environments including web-based, client/server, midrange and mainframe with a strong technical underpinning in the SAP product and a variety of other ERP products, software languages and platforms and networking.

**29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT**

a.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE



Corporate Headquarters  
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Cleveland, OH 44122  
(216) 472-5100 (Office)  
(440) 781-3866 (Cell)

## **Jack Rhyne**

### **Summary**

Over 20 years of extensive experience in the SAP and ERP market place that has included responsibility for North American and international consulting operations, Packaged Solutions Development, Business and Strategic Partner Relationships, e-Business Solutions, Oracle consulting operations, the management of almost 400 consultants and enterprise RFID development. Managed projects involving 400+ people and has been directly involved in 28 full lifecycle ERP implementations; extensive experience in managing programs, projects and matrix organizations.

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Extensive business SAP functional and technical experience in supply chain management, discrete and repetitive manufacturing, distribution and logistics execution and materials management in a variety of commercial industries. These industries include chemicals, automotive distribution, manufacturing, electronics and professional services. Hands on work in a variety of computing environments including web-based, client/server, midrange and mainframe with a strong technical underpinning in the SAP product and a variety of other ERP products, software languages and platforms and networking.

## Employment History

### **Main Sail, LLC (2002-Present)**

***Corporate Technology Officer, Senior Consultant and ERP Architect***

#### ***Duties Include:***

- Leadership roles in logistics projects management and oversight for DOD Navy implementations. Business Development and Senior Consultant to key clients.
- Project Manager for the first DOD Navy program to implement SAP Warehouse Management with RFID in support of U.S. Navy Submarine Operations and maintenance in Bangor Washington. This program is a groundbreaking component of Navy ERP and is the template for the first Navy wireless ERP logistics implementations that use pRFID and other creative advanced AIT functionality.
- Project manager and senior architect for the first enterprise pRFID implementation for NAVSUP (Navy Supply Command). The implementation is designed to scale up to support 700+ Navy logistics sites tracking inbound and outbound materials at the rate of up to 60,000 transactions per hour. This creative approach to pRFID implementation eliminated the need for servers at every logistics site or region, saving millions of dollars implementation and sustainment costs.
- Senior Architect for the Navy Mobile Computing system designed to provide security control for thousands of wireless handheld devices across multiple Navy organizations. The implementation of this approach opens the door for widespread wireless mobile AIT functionality within the Navy.

### **Conley, Canitano and Associates Inc. (1994-2002):**

***Senior Vice President***

#### ***Duties Included:***

- Led the growth of the SAP Practice from 3 consultants to 300. Responsible for managing all aspects of the consulting business including staffing, service delivery and marketing with bottom line responsibility for financial performance.
- Management responsibilities have also included oversight of field administrative staff, IT Support Operations and systems.
- While growing the consulting business, simultaneously performed roles as Senior Business Consultant and/or Project Manager in a variety of settings with responsibility for multi-project oversight and on-target delivery.
- In a total of over 14 years of SAP experience exercised a full range of consulting skills including direct consulting roles involving expertise in Manufacturing, Sales



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and Distribution, Materials Management, Financials, Cost Accounting, Plant Maintenance and ABAP development.

**ICI North America Ltd. (1988 – 1993):**  
***Senior Consultant and Project Leader***

***Duties Included:***

- Managed the installation of SAP software in a variety of client environments including large process and discrete manufacturing operations in the United States, Canada and Mexico.
- Responsibilities also included implementing other non-SAP corporate wide systems such as Payroll, Project Accounting and Shop Floor Scheduling, across 16 subsidiary organizations.

**Independent Business Consultant, (1983 - 1991):**

***Duties Included:***

- Served as consultant and advisor to top management in a series of small start-up companies. In several cases took an active role in management or ownership. In each case the primary goal was to assist the company in properly focusing its products, services and staff in the information technology marketplace.
- My activities typically included: preparation and presentation of Business plans
- Justification, procurement and management of private and public financing (\$300 - \$5 million packages);
- Presentations to investors, directors, stockholders and major customers and vendors;
- Software product release management
- Advertising and media management
- Significant personal sales of products to key customers.

**Western Data Corporation (1982-1983):**  
***Division Director***

***Duties Included:***

- Led a successful start-up of the timesharing and packaged software product division. This accounted for a significant portion of corporate revenues (\$15 million) and profits.
- Responsible for location and acquisition of several timesharing companies which were then integrated into the operation to increase profits and broaden the customer base.



**Nordata Inc. (1980-1982):**  
**President**

***Duties Included:***

- Led the company through a financial turnaround year of 400% growth (sales of \$10 million). During this period selling expenses decreased 34% and net profit increased 716%. During this time changed the company net worth from a substantially negative to a positive position.
- Successfully obtained financial commitments through a business plan that was executed and formed the basis of the turnaround plan.

**Bayliner Marine Corporation (1975-1980):**  
**Data Processing Manager,**

***Duties Included:***

- For the largest pleasure boat manufacturer in the United States:
- Built a data processing operation which was considered one of the best in the region by DEC and Bayliner management.
- Personally designed and led the project to implement via "ground up development", a multi-plant, Order Processing, Inventory Control and Manufacturing Requirements Planning (MRP) system which received national recognition in several industry publications and was videotaped by DEC for use in a national marketing campaign.

**Business Data Corporation (1974):**  
**Project Manager**

***Duties Included:***

- As a technical consultant and lead programmer, designed and programmed an Accounting system for a service bureau environment.
- Developed high volume remote batch, interactive data entry, and systems level data communication, network software.

**Stewart Realty Inc., 1973-74:**  
**Salesman**

***Duties Included:***

- Sold residential Real Estate and administered branch contract operations while attending technical data processing training.
- Received several sales awards and recognition for outstanding performance.



**U.S. Army Corps of Engineers, (1966-73):**  
**Captain**

***Duties Included:***

- As the youngest Captain in the Corps of Engineers (age 21) was directly responsible for 14 million dollars (180 projects) of critical construction from design through completion.
- These included an airfield, buildings, high voltage power distribution systems, a world-wide data and voice communication center, fuel storage tanks...etc.
- Conceived and presented a plan to Joint Chiefs of Staff, which used computer technology to structure and coordinate NATO emergency defensive plans for European ground and air forces (500 military units, 200 storage depots, 20,000 target areas)
- Produced award winning designs for unique hexagonal military operations center and communications facility. These designs were later selected as an Army-wide standard for high level command and control centers.
- Bronze Star, Purple Heart and other decorations for various combat operations in Vietnam and cold war operations in various locations in the European Theater.
- Seminar Leader, Speaker and Trainer: Have extensive experience speaking and leading many types of business, personal growth, and training seminars. "I enjoy interacting with people in a presentation environment."

**Church Staff and Pastoral Counselor, (1987-1988):**

***Duties Included:***

- Extensive teaching, theological, marriage and family counseling training through Southwestern Baptist Theological Seminary, Religious Education program.



(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Check if project performed with current firm

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 – 10)  
DAS-11F888

25. TITLE AND LOCATION (City and State)

26. YEAR COMPLETED

PROFESSIONAL SERVICES

CONSTRUCTION (if applicable)

27. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

Joe's Technical IT leadership experience is in a variety of industries including Government, retail, manufacturing, distribution, and healthcare. Led several turnarounds of IT organizations. Business partner skilled in supporting company objectives through technology implementation, people development, and communication skills. Accomplished IT professional with expertise in the application programming, networking and systems field specializing in manufacturing, distribution and financial environments. Awarded progressively responsible promotions throughout my career. I am proficient in RPG/400 and OS/400 operating systems with extensive experience in manufacturing, Microsoft Windows 2003 servers, networking, AS/400 utilities, security, and communications.

- Strategic Technology Planning
- Disaster Recovery Planning
- Team Management / Staff Development
- Vendor Selection & Negotiation
- Business Process Analysis & Design
- ERP Implementation
- EDI / eCommerce
- CRM / Contact Management Systems

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT



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## JOSEPH D'ONOFRIO

### Summary

Leadership experience in a variety of industries including retail, manufacturing, distribution, and healthcare. Led several turnarounds of IT organizations. Business partner skilled in supporting company objectives through technology implementation, people development, and communication skills. Accomplished IT professional with expertise in the application programming, networking and systems field specializing in manufacturing, distribution and financial environments. Awarded progressively responsible promotions throughout my career. I am proficient in RPG/400 and OS/400 operating systems with extensive experience in manufacturing, Microsoft Windows 2003 servers, networking, AS/400 utilities, security, and communications.

- Strategic Technology Planning
- Disaster Recovery Planning
- Team Management / Staff Development
- Vendor Selection & Negotiation
- Business Process Analysis & Design
- ERP Implementation
- EDI / eCommerce
- CRM / Contact Management Systems

### Professional Highlights

**Inventory Control Systems:** Managed inventory projects in manufacturing environments that included lot controlled systems. Experience in plant floor operation control systems from raw material through work-in-process to the final finished goods.

**Manufacturing Planning System:** Managed and participated in several implementations of full Enterprise Requirement Planning environments including interfaces to Purchasing, Shop Floor, and Capacity Requirements Planning. Implemented shop floor reporting systems that recorded production time and quantity.

**Warehouse Logistic System:** Implemented a complete warehouse management system that was interfaced to the radio frequency terminal system and bar-coding equipment. Interfaced this system to the order entry system as well as a traffic management system.

**AS/400 Implementation:** Installed and upgraded several AS/400 systems and interfaced these systems to personal computers and networks using IBM Client Access. Interfaced these AS/400 systems to Local Area Networks and the Internet.

## **Work Experience**

### **MAIN SAIL LLC (04/07/03-Current)**

#### **CIO**

- Microsoft Division leader responsible for the startup and growth of consultants. In charge of sales, hiring, budgets and marketing for the division.
- Implementation manager for VMware and Virtual Desktop
- Solely responsible for the approving 20+ Websphere Portal and Websphere Application server individuals.
- Responsible for the outsourcing of 24+ computer departments to Main Sail as well as the daily management.
- Highest grossing SAP sales person in our private sector group in 2005
- Distribution company – Assisted in the development of sales analysis software for a company with multiple ERP systems
- Local brokerage firm – Network installation and upgrade to systems and encryption
- Local Retail firm – Windows 2003 server and Exchange 2003 installation
- Manufacturing firm – System upgrade to the current version of the OS/400 operating system V5R2
- National Distributor – assisted in forms migration project in JD Edwards OneWorld
- National Moving company – Network installation and upgrade to systems
- Local Steel company – Vmware ESX 3.5 and Exchange 2007
- ISO 9001:2008 lead auditor and SOX experience
- Virtualization projects for desktops and servers

### **PHD INC. (05/15/99 – 04/04/03)**

#### **CIO**

- Implemented the JD Edwards system for a local distribution firm. The project also included upgrading the existing AS/400 and the installation of financial and distribution modules.
- Established an IS Steering Committee to review the status of major projects, establish overall priorities, and discuss business strategy and how it will impact or be impacted by IT.
- Reduced time to market through use of business process analysis.
- Implemented Microsoft Exchange server with a T1 interface to the Internet. Upgraded all 125 computers to use latest Windows XP operating system and upgrading the Servers to the latest version of Windows 2000.
- Managed 20 I/T professionals. Responsible for hiring a staff of six new programming professionals to replace existing consultants.
- Implemented new backup procedures and operation procedures for the operations department.
- Responsible for the purchase of four phone systems from ECI/Tadiran, which were installed at each of the warehouses saving PHD \$36,000 annually.
- Upgraded the frame relay network lines as well as the routers to improve the speed of communications and improve stability while reducing the overall cost of the frame network.
- Installed an HTTPS server to transmit EDI documents via the Internet, which reduced our EDI transmission costs by fifty percent.
- Implemented forms management software to reduce cost of preprinted forms.

### **WHITTMAN-HART (10/1/97 – 5/14/99)**

#### **CONSULTING MANAGER:**

- Implemented the PRMS ERP software for a national consulting company. In the course of the eighteen months, the ERP systems were successfully installed and/or upgraded for six manufacturing firms. This generated over 2 million dollars in revenue for my company with zero credits being issued.
- Integration project to send nightly files from AS/400 system to IBM 3090 systems.

- All projects have been completed on or under financial budgets. The projects have also been completed on time per the customer specifications.
- As the project team leader of twelve individuals, my position allowed me to train several people from my team to be promoted within the company.
- Accountable for the sales/marketing to customers and vendor relationship building.

**GOJO INDUSTRIES (07/15/92-09/30/97)**

**IT MANAGER**

- Project Manager solely responsible for the installation of PRMS ERP software package which included accounts payable, accounts receivable, order entry, general ledger, MPS/MRP, forecasting, payroll, purchasing, shop floor, and shop floor data collections on multiple AS/400 systems. Also responsible for the installation of the material safety data system. Installed Mainsaver software for a maintenance department.
- Project Manager to install a ATT Definity G3 phone system for 400 stations including four T1 lines and interface to the AUDIX voice mail system.
- Project Manager in charge of installing the package Warehouse BOSS, which is a warehouse management system, using Symbol RF scanning units. This also included the installation of Logpro traffic management system for truck routing and least cost routing selection. This included 14 Zebra printers and 30 RF units.

**VICTOREEN, INC. (03/30/83 – 07/14/92)**

**IT MANAGER**

- The Project Manager to install an ATT System/75 phone system for 100 stations including T1 lines and fax interface. Installed a voice-processing system from OCTEL.
- Populated corporate IBM mainframes nightly with sales and inventory data. Downloaded updates from the corporate mainframe into the AS/400 systems.
- Project Manager working in the areas of technical support, including systems programming, disaster recovery planning, communications, performance tuning, capacity planning and hardware configuration on an AS/400. Application analysis and programming included development of new systems, enhancements and modifications of the PRMS manufacturing software package. Responsible for system administrations, system security, software change control, job scheduling, and shop floor data collection.
- The Project Manager responsible for the installation of PRMS ERP software package which included accounts payable, accounts receivable, order entry, general ledger, MPS/MRP, forecasting, payroll, purchasing, shop floor, and shop floor data collections on multiple AS/400 systems.

**Key Skills & Knowledge**

Platforms: Windows Server 2008, Windows Server 2003, IBM AS/400, PC's

Application Software: JD Edwards, PRMS/Warehouse BOSS, Quadrant/Log Pro, Mainsaver/Hazox, Exchange Server, Project Server

Functional Areas: Inventory Management, Forecasting, Order Entry, Financial, MPS/MRP, Payroll, Costing, Shop Floor, Labor Analysis

Languages & Tools: IBM OS/400, VB.NET, RPG/400, CL/400, Client Access, AS/400 Security, TL Ashford/Bar Coding, Create Forms, AFP

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME <b>Marty Liera</b>	17. ROLE IN THIS CONTRACT <b>Microsoft Exchange Architect</b>	18. YEARS EXPERIENCE	
		a. TOTAL <b>15+</b>	b. WITH CURRENT FIRM <b>2+</b>

19. FIRM NAME AND LOCATION (City and State)  
Main Sail LLC of Cleveland Ohio

20. EDUCATION (DEGREE AND SPECIALIZATION)  
See Resume

21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)  
See Resume

22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)  
**See Resume**

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

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b.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
c.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
d.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
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Check if project performed with current firm

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**27. PROJECT OWNER'S INFORMATION**

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

Marty has extensive in-depth experience with Exchange mail solutions, Active Directory, LDAP and LAN/WAN switched/routed Internetworking

*Technical Experience*

Operating Systems: Microsoft Windows NT4, 2000, 2003 and 2008 Server (standard and enterprise), Microsoft Small Business Server, Novel Netware 2.15b, 3.11, 3.12 and solid experience with Sun Solaris and Red Hat Linux server (RPM) and Ubuntu Debian Linux, Windows 7, Vista, XP, Windows 98, Windows 95, DOS 2.1 thru 6.2

Server Applications: Microsoft Exchange Server 5.x, 2000, 2003, 2007 and 2010, Microsoft SQL 6.x, 7.x and 2000, Microsoft Internet Information Server (IIS), Microsoft Active Directory, Microsoft Cluster service, Microsoft Live Communication Server 2003 and 2005, Microsoft SMS, Oracle server 7, 8i, 9i, Blackberry Enterprise Server 3.x and 4.x, Cisco Network Registrar, LDAP, Lotus Notes cc:Mail and Notes mail 4.5, GroupWise 5.2, OpenLDAP, DNS, NFS, NIS, Sendmail, OpenSSL, MySQL, FTP server (Unix and Microsoft)

Scripting: DOS batch scripting, Basic Perl, Microsoft WMI, HTML, and basic Transact SQL and PL/SQL scripting.

Networking Knowledge: Experience with Cisco, 3Com, and HP routers/switches Cisco IOS and Switch IOS experience. In-depth understanding of routing and switching protocols, Diverse firewall/router experience and a completed understanding of wireless protocols and technologies. Storage Area Networking (SAN) administration, Installation of SAN fibre switches.

**Accredited Training**

Cisco; Internetworking and Troubleshooting, building and configuring routed and switched network, Cisco Network Registrar administration and support. Cisco Introduction to Exchange Server 2010, Microsoft Exchange 2007; Install and Configuration, advanced troubleshoot, Microsoft PKI; installation and configuration, Microsoft; Server Administrator, Microsoft Commercial Internet System, Exchange administrator 5.x, 2000 and 2003, MS SQL server administrator, Sun; Solaris administrator I, II & III, Citrix; Winframe Administrator, iPlanet LDAP, Netscape LDAP, MVS/XA, MVS/ESA, VTAM, JES



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## Marty Liera

### Objective

To become an integral part of an organization utilizing my extensive in-depth experience with Exchange mail solutions, Active Directory, LDAP and LAN/WAN switched/routed Internetworking

### Experience

2009-Current Contractor/Consultant Kansas City, MO

#### Information Technology Consultant

*Exchange Architect – Dallas Fort-Worth International Airport, Irving, Texas June 2010 – Present*

- Principal Architect for Exchange 2003 to Exchange 2010 migration (5000+ seats).
- Develop transition plan from Exchange 2003 to Exchange 2010
- Prepare Active Directory environment to support Exchange 2010 implementation
- Install configure Exchange 2010 server messaging roles.
- Validation testing of Exchange Unified Messaging server role (Dial plan objects, call answering rules, Fax Receiving, Outlook play on phone, auto attendant).
- Migrate 1900 ActiveSync handheld devices to Exchange 2010
- Move/migrate Exchange 2003 mailboxes to Exchange 2010
- Implement Exchange 2010 system policy's
- Develop Blackberry Enterprise Server (v5.0) transition plan for E2K10
- Assist with implementation of OCS 2007 integration with Exchange 2010 environment
- Active Directory and Group Policy migration support (windows 2003 to windows 2008)

*Systems Engineer/Exchange Architect – Nations Holding, Kansas City, MO July 2009 – June 2010*

- Principal Architect for new Exchange 2010 messaging platform 4000+ seats.
- Develop transition plan from Exchange 2003 to Exchange 2010
- Install configure Exchange 2010 server messaging roles.
- Move Exchange 2003 mailboxes to Exchange 2010
- Implement Exchange 2010 system policy's
- Citrix Metaframe XP server Tier III support.
- Architect new Blackberry Enterprise Server (v5.0) platform
- Implement BES migration from v4.x to v5.0.
- Senior Level Windows Hyper-V Server support
- Implement OCS 2007 Test environment for future roll-out of VoIP integration.
- Virtualize legacy server applications to Windows Hyper-V
- Active Directory and Group Policy migration support (windows 2003 to windows 2008)
- Manage and support anti-spam appliances (MXLogic and Ironmail)
- Install new IronPort C160 mail security appliances .

*Independent Exchange Architect - FCA, Kansas City, MO May 2009 –July 2009*

- Develop Notes 8.5 to Microsoft Exchange Business Productivity Online Services (BPOS) migration plan (800 seats)
- Install and configure Quest Notes to Exchange migration tool
- Establish e-mail coexistence between on premise migration server and BPOS
- Configure Active Directory synchronization to BPOS directory services.
- Provide tier 3 messaging support.
- Configure IronPort C160 in a redundant failover model.
- Administration of IronPort C160 e-mail security appliances
- Upgrade IronPort IOS (AsyncOS) from 6.1 to 6.5.
- Create custom content dictionary and filter rules



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- Implement Ironport's envelope service e-mail encryption policy's.

*VMWare Server Engineer- Embaq, Overland Park, KS March 2009 –April 2009*

- Assist VMWare Team with administrative support for VMWare ESX infrastructure
- Custom VMWare server builds for re-hosting legacy server applications
- Respond to service requests via ticketing system.
- Convert physical machines using VMWare vCenter Converter and Plate Spin.
- Build, configure and deploy custom Windows and Linux virtual server images.

September 2007-January 2009 Kansas City Southern Railways Kansas City, MO

**Sr. Distributed Systems Engineer**

- Principle messaging architect responsible for migrating enterprise mail solution to Exchange 2007 Enterprise on a Windows 2008 platform (Lotus Notes 4.x and 6.x to E2K3 and E2K7) for 5000+ users. Also to include evaluation of migration tools (Quest, BinaryTree, Transend and Exchange Connector for Notes).
- Configuration and support Microsoft Office SharePoint Server 2007 (MOSS)
- MOSS 2007 e-mail integration for Exchange OWA 2007
- Deploy Microsoft Office Communications Server (OCS) 2007.
  - SQL Server deployment dedicated for OCS
  - OCS client deployment planning and implementation
  - Integrate with Cisco Call manager 5.1
- 
- Migration of Blackberry Enterprise Server for Exchange 2003 & 2007
- Deploy IronPort C160 messaging anti-spam appliance.
- Perform Citrix Metaframe upgrade to Citrix Presentation Server 4.5
- Deployment of VMWare ESX virtual solution, consolidating 250 servers to VMWares virtual infrastructure.
- SAP Business Warehouse server implementation (SQL 2005 Cluster, .Net framework configuration and support)
- SAN administration of SUN 6140 Storage solutions.
- Cisco Unity 4.5 admin support (Unity Exchange server build)
- Administrator Microsoft System Center Configuration Manager and System Center Operations Manager
- Active Directory support (GPO and User management, Replication issues)

2003-2007 Contractor/Consultant Kansas City, MO

**Information Technology Consultant**

*Network Engineer-American Identity, Overland Park, KS April 2007 –September 2007*

- Installation/migration of new Cisco core network solutions
- Implementation and support of Juniper SG550 Firewall appliances
- Convert primary supported protocol (RIP to OSPF).
- LAN/server load balance appliance support .
- Responsible for network trending and capacity planning.
- Support/troubleshoot routed and switched internetworking hardware
- Ensure network security is compliant with IT policies and procedures.
- Implementation of Microsoft Private Key Infrastructure (PKI).
- Configure and support intrusion detection system (SNORT) on a Linux platform

*Sr. Systems Engineer- IPsoft, Overland Park, KS August 2006 – April 2007*

- Manage and Implement solutions for Microsoft-based Servers, Active Directory, Exchange, Citrix, Blackberry, SQL Server, Live Communication Server 2005 and VMware systems
- Administration, support and management of Active Directory Policies.
- Technical lead for Exchange 2000 to Exchange 2003 migration for 10,000+ users.



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- Administer enterprise systems security environment including anti-virus and anti-spam software.
- Installation, configuration and support of Microsoft Office Communicator 2005
- Create and maintain system documentation and diagrams.
- Tier III response and support requests escalated by the help desk.
- Ensure systems usage is compliant with IT policies and procedures.
- Works with various entities to achieve IT objectives.
- Ensure technology meets all IT and Organizational objectives.
- Other duties may be assigned as required

*Sr. Systems Engineer- Honeywell Aerospace, Olathe, KS June 2005 – August 2006*

- Provide technical support on LAN/WAN and wireless based technologies.
- Installation, configuration and support of routed and switched internetworking devices.
- DHCP Architect, introduce and implement DHCP site replication, DHCP service redundancy across multiple data centers.
- Configuration installation and support of IBM storage array SAN intended for Windows and Unix platforms.
- Support and administer Citrix (Metaframe/Presentation) server and Microsoft Terminal server.
- Build and deploy Active Directory schema server, in preparation for introduction of new AD forest.
- Migration of Exchange mail services from v5.x to 2k3 (1800 to 6500+ seats per site)
- Migrate Windows NT4 server environments to Microsoft Windows Server 2003.
- Architect high availability DHCP solution. for user community of 7800.

*Solutions Engineer -IT decision Management, Kansas City, MO December 2003-June 2005*

- Technical support on LAN/WAN and wireless based environments.
- Configuration installation and support of HP Cluster and SAN array solutions.
- Administration and support of Microsoft Terminal Services.
- Active Directory policy and schema support for customer base.
- Microsoft SQL configuration and support. (including SQL cluster builds)
- Microsoft Mail migration of Exchange 5 to Exchange 2003 enterprise edition.
- Desktop migration via Active Directory policy, and tier III support of Windows XP workstations
- Support internal instant messaging services (Microsoft Live Communication Server 2003)
- Administer firewall appliances (Sonicwall, Cisco and Checkpoint).
- Configuration and installation of routers and switches.
- Support network devices and appliances.

1999-2003 Road Runner LLC Kansas City, MO

**Sr. Systems Engineer**

- Support HP, Sun, Compaq servers. Cluster configurations. DHCP, DNS, LDAP, MS-Exchange, Active-Directory, MS-SQL and ISP subscriber management systems
- Administration and support cable modem provisioning (Microsoft SQL server)
- Deployment and support of Active Directory subscriber database
- Migration Active Directory database to iPlanet LDAP standard.
- Solaris System administration and support
- Apache web server environment support.
- Technical Lead integrating ISP subscriber management system with cable service providers billing system.
- Team lead for deployment and support of Solaris Sun One Messaging system (subscriber community of 50,000 + users per location)
- Sun A1000 storage array cluster configuration and support
- Cisco Network Registrar DHCP application support on Solaris platform
- DOCSIS cable modem support.



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- Managed and supported Cisco UBR (Universal Broadband Router), and the internal and external switched and routed internetworking devices.
- Tier III support, Troubleshoot cable modem connectivity and application service issues, PC to Cable modem configuration issues.
- Service and support HP, Compaq and Sun server hardware.

1998-1999 Intek Global Corporation Kansas City, MO  
**Network Administrator**

- Manage network infrastructure and ensure connectivity to a community of 300+ users.
- Support and administration of proprietary Land Mobile Radio database.
- Citrix Winframe server builds, administration and support
- Windows NT Server design, administration and support
- BSD Linux server support
- Tier 3 support for workstation environment (Windows 98 and DOS)
- Microsoft Exchange 5.x administration and support.
- Server Administration of Windows NT and BSD Unix environments.

1994-1998 Management Technology Inc. Reston, VA  
**Sr. Systems Technical Consultant (GSA Kansas City)**

- Principle architect; Design and implement switched network backbone infrastructure.
- Manage and provide lead technical support for a Token Ring to Ethernet conversion
- Install and configure 3Com ATM core switch and 3Com managed workgroup switches
- Decommission legacy token ring equipment
- Migrate IBM OS/2 server environment to a Microsoft Windows NT 4 server platform.
- Tier III messaging support for Lotus, GroupWise 5.2 and Microsoft Exchange 5.5
- Introduce inter-messaging gateway solutions (GroupWise gateway for Exchange and Lotus Notes)
- Upgrade Lotus cc:Mail to Lotus Notes Domino mail
- Migrate user policy's and profiles from OS/2 server to Microsoft Windows Server (NT 4.0)
- Build SNA server for new Windows NT server platform to support data transfers from mainframe to Windows NT server environment.

#### *Technical Experience*

Operating Systems: Microsoft Windows NT4, 2000, 2003 and 2008 Server (standard and enterprise), Microsoft Small Business Server, Novel Netware 2.15b, 3.11, 3.12 and solid experience with Sun Solaris and Red Hat Linux server (RPM) and Ubuntu Debian Linux, Windows 7, Vista, XP, Windows 98, Windows 95, DOS 2.1 thru 6.2

Server Applications: Microsoft Exchange Server 5.x, 2000, 2003, 2007 and 2010, Microsoft SQL 6.x, 7.x and 2000, Microsoft Internet Information Server (IIS), Microsoft Active Directory, Microsoft Cluster service, Microsoft Live Communication Server 2003 and 2005, Microsoft SMS, Oracle server 7, 8i, 9i, Blackberry Enterprise Server 3.x and 4.x, Cisco Network Registrar, LDAP, Lotus Notes cc:Mail and Notes mail 4.5, GroupWise 5.2, OpenLDAP, DNS, NFS, NIS, Sendmail, OpenSSL, MySQL, FTP server (Unix and Microsoft)

Scripting: DOS batch scripting, Basic Perl, Microsoft WMI, HTML, and basic Transact SQL and PL/SQL scripting.

Networking Knowledge: Experience with Cisco, 3Com, and HP routers/switches Cisco IOS and Switch IOS experience. In-depth understanding of routing and switching protocols, Diverse firewall/router experience and a completed understanding of wireless protocols and technologies. Storage Area Networking (SAN) administration, Installation of SAN fibre switches.



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**Accredited Training**

Cisco; Internetworking and Troubleshooting, building and configuring routed and switched network, Cisco Network Registrar administration and support. Cisco Introduction to Exchange Server 2010, Microsoft Exchange 2007; Install and Configuration, advanced troubleshoot, Microsoft PKI; installation and configuration, Microsoft; Server Administrator, Microsoft Commercial Internet System, Exchange administrator 5.x, 2000 and 2003, MS SQL server administrator, Sun; Solaris administrator I, II & III, Citrix; Winframe Administrator, iPlanet LDAP, Netscape LDAP, MVS/XA, MVS/ESA, VTAM, JES

**Education**

1981-1986 University of Colorado Boulder, CO (Associates of Information Sciences)

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME  <p align="center"><b>Oscar Vasquez</b></p>	17. ROLE IN THIS CONTRACT <p align="center"><b>Computer Programmer Web Developer.</b></p>	18. YEARS EXPERIENCE a. TOTAL <p align="center"><b>8+</b></p>	b. WITH CURRENT FIRM <p align="center"><b>1</b></p>
19. FIRM NAME AND LOCATION (City and State) Main Sail LLC of Cleveland Ohio			
20. EDUCATION (DEGREE AND SPECIALIZATION) See Resume		21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) See Resume	
22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) <p align="center"><b>See Resume</b></p>			

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER <i>(If included in Section F)</i>
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
a.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
b.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
c.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
d.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
e.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		

(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Check if project performed with current firm

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 - 10)  
DAS-11F888

25. TITLE AND LOCATION (City and State)

26. YEAR COMPLETED

PROFESSIONAL SERVICES

CONSTRUCTION (if applicable)

**27. PROJECT OWNER'S INFORMATION**

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

## Oscar's Technical Skills;

**Framework:** SOA Architecture with .NET 2.0 /3.0/3.5, J2EE

**SharePoint:** SharePoint 2010, Microsoft Office SharePoint Server 2007, SharePoint Portal Server 2003, WSS, SharePoint Designer, InfoPath Forms, Workflows, Web Parts, Branding, Event Handlers, Business Data Catalog, Key Performance Indicators, Timer Jobs, Solution Packages, CAML

**Programming:** VB.NET, C#.NET, ASP.NET, ADO.NET, C++, JavaScript, CSS, XML, SOAP, Web Services, HTML, XSL, XPATH

**Design/Methodologies:** Agile, OOAD, OOP, UML, Design Patterns

**Tools:** Rational Rose, Rational Clear case, MS Visual SourceSafe, RCS, Visual Studio .NET, Visual Studio 2008/2005/2003, Biztalk.

**Database/Reporting:** SQL Server 2000/2005, SSRS, Cognos

**Platforms:** Windows 2008/Vista/2003/XP/2000/NT, UNIX

- Technically sophisticated .NET application professional with a solid history of hands-on experience in innovative program development with Microsoft Technologies and products.
- About Seven years of professional software development experience, consulting for major Financial, Pharmaceutical, Healthcare, Manufacturing and business institutions.
- Experienced in Collaboration, Business Intelligence, Web content Management and Portal technologies like SharePoint 2010, Microsoft Office SharePoint Server 2007 (MOSS), SharePoint Portal Server (SPS) 2003 and Windows SharePoint Services (WSS), Business Data Catalog, Excel Services, Windows Workflow Foundation.
- Expertise in end-to-end implementation of various projects; including Analysis, Design, Development, Implementation (SDLC process) of Web and Windows Applications using .Net technology.
- Used a variety of Programming languages, development tools, frameworks, and relational database management systems.
- Highly motivated, detail oriented, has ability to work independently and as a part of the team with Excellent Technical, Analytical and Communication skills.

## Oscar Vasquez

### Summary

- Technically sophisticated .NET application professional with a solid history of hands-on experience in innovative program development with Microsoft Technologies and products.
- About Seven years of professional software development experience, consulting for major Financial, Pharmaceutical, Healthcare, Manufacturing and business institutions.
- Experienced in Collaboration, Business Intelligence, Web content Management and Portal technologies like SharePoint 2010, Microsoft Office SharePoint Server 2007 (MOSS), SharePoint Portal Server (SPS) 2003 and Windows SharePoint Services (WSS), Business Data Catalog, Excel Services, Windows Workflow Foundation.
- Expertise in end-to-end implementation of various projects; including Analysis, Design, Development, Implementation (SDLC process) of Web and Windows Applications using .Net technology.
- Used a variety of Programming languages, development tools, frameworks, and relational database management systems.
- Highly motivated, detail oriented, has ability to work independently and as a part of the team with Excellent Technical, Analytical and Communication skills.

### Technical Skills

**Framework:** SOA Architecture with .NET 2.0 /3.0/3.5, J2EE

**SharePoint:** SharePoint 2010, Microsoft Office SharePoint Server 2007, SharePoint Portal Server 2003, WSS, SharePoint Designer, InfoPath Forms, Workflows, Web Parts, Branding, Event Handlers, Business Data Catalog, Key Performance Indicators, Timer Jobs, Solution Packages, CAML

**Programming:** VB.NET, C#.NET, ASP.NET, ADO.NET, C++, JavaScript, CSS, XML, SOAP, Web Services, HTML, XSL, XPATH

**Design/Methodologies:** Agile, OOAD, OOP, UML, Design Patterns

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**Database/Reporting:** SQL Server 2000/2005, SSRS, Cognos

**Platforms:** Windows 2008/Vista/2003/XP/2000/NT, UNIX

## Projects Profile

**Wal-Mart - Bentonville, AR**

SharePoint Developer/Architect

Nov 10 – Present

- Designed A new SharePoint 2010 server farm to implement the worldwide repository solution.
- Responsible for Business Requirements gathering, High-Level Estimate and Functional Design of the Project, detailing all resources and budget required.
- Defined the entire Taxonomy and Content-Types to be created for the project and a Content-Type Hub structure using Managed Metadata Service Application.
- Created prototype interfaces and different views for the sites, and prototypes of Navigation Web Parts and Map Web Parts.
- Defined a Web Service structure and its functionality.
- Customized the search experience including controls, advanced search and result pages.
- Designed and implemented the integration between SharePoint and Metastorm ProVision.
- Developed a Warehouse inside Metastorm Knowledge Exchange Repository to connect it to SharePoint 2010.
- Created Content-Types and Taxonomy Definitions required for the Project and utilized BCS to pull external content into SharePoint.
- Developed reporting dashboards utilizing KPIs.
- Worked on Troubleshooting SharePoint Development issues.
- Responsible for the deployment process across multiple environments.
- Supported the implementation in production.

**Aflac - Columbus, GA**

Sr. SharePoint Developer/Architect

May 10 – Oct 10

- Upgrade to SharePoint 2010 by replacing 32bit servers with 64bit and by upgrading the database server to SQL Server 2008 R2 64bit.
- Replaced servers by adding new 64bit servers and moving services to them and then removing the 32bit servers.
- Designed and Lead the implementation of Contracts Management System using MOSS 2007 for the Legal department.
- Gathered the Business Requirements and prepared the Functional specification document. After analyzing the requirements, created the Technical Solutions Design document.
- Followed the Agile SCRUM development methodology with sprints of 3 weeks.
- Installed and configured MOSS 2007 including Web front End (WFE), Index and Search Servers in a large server Farm with clustered SQL 2005 database server.
- Setup Authentication with Single Sign-On service using enterprise application definitions to map credentials used by SharePoint Portal Server to credentials used in the Legacy application.
- Created Audiences by creating Rules and applied them to compile the list of Audience.
- Created and scheduled custom Timer Jobs to automatically send reminders of expiring contracts.
- Involved in the migration of Lotus Notes based Reservation process application to SharePoint based portal.
- Analyzed the existing Notes application and Planned and implemented the migration process, converting data types, mapping Lotus views to SharePoint lists.
- Developed a very intuitive User Interface embedded with AJAX controls and ASP.NET components.
- Defined migration scripts, created form templates and ran migration jobs between the Lotus Notes and SharePoint environment.
- Designed Forms using InfoPath 2007 with custom attributes and routed along the workflow for approval following the Conference Room's Reservation business process.
- Customized the 'EditControlBlock', the drop down actions list and the 'Actions' menu of the list view to add custom functionality and installed as Feature.
- Deployed the customizations, workflows, features, custom web parts across the environments by creating Solution Packages (.WSP).

**United Stationers Inc. – Deerfield, IL**  
Sr. SharePoint Developer

Oct 08 - Apr 10

- Designed and Lead the implementation of Contracts Management System using MOSS 2007 for the Legal department.
- Gathered the Business Requirements and prepared the Functional specification document. After analyzing the requirements, created the Technical Solutions Design document.
- Followed the Agile SCRUM development methodology with sprints of 3 weeks.
- Installed and configured MOSS 2007 including Web front End (WFE), Index and Search Servers in a large server Farm with clustered SQL 2005 database server.
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- Customized the 'EditControlBlock', the drop down actions list and the 'Actions' menu of the list view to add custom functionality and installed as Feature.
- Deployed the customizations, workflows, features, custom web parts across the environments by creating Solution Packages (.WSP).
- Integrated with SAP application.

**Tenet Healthcare – Dallas, TX**  
Sr. SharePoint Developer

Apr 07 - Sept 08

- Involved in the upgrade process of SharePoint Portal Server 2003 to MOSS 2007 for the Corporate Intranet Portal.

- Executed the Pre-Scan utility and resolved the reported issues like orphaned objects.
- Followed the database Migration approach to migrate content from SPS 2003 to MOSS 2007.
- Created Content Source, Setup Search Scope and configured appropriate permissions to enable searching from Excel Spreadsheets located on Network drive.
- Designed and developed InfoPath Form Templates embedding custom code to suffice business requirements and deployed as Content Type to be reused in more than one SharePoint Form Library.
- Involved in the migration of Exchange Public Folder to SharePoint application.
- Devised and implemented a solution to migrate Documents, Contacts and Calendar entries from a public folder into SharePoint and developed custom Web Parts using C#.
- Used the 'GetContextWeb' method and created a personal site title based on the user's full name from Active Directory that, when viewed by site owner, linked to the private home page and when viewed by a reader, linked to the public page.
- Using Visual Studio.NET, created Content Query Web Part with marquee feature that displayed latest news and upcoming events.
- Using Business Data Catalog, imported employee data from the Oracle Database and created custom connectable Web Parts.
- Created State Machine and Sequential Workflows using Visual studio as well as SharePoint Designer.
- Created custom Meeting Workspace Site Definition including the custom Master Page, using CSS and AJAX extensively.
- Developed application/portal user guides and conducted training sessions for business users.

**Florida Power & Light Company (FPL) – West Palm Beach, FL**

**Mar 06 - Mar 07**

**Sr. SharePoint Consultant**

- Contributed to the installation and set up of SharePoint Portal Server 2003 in the Development, QA and Production environments.
- Configured Single Sign-On service and created Application Definition used by various web parts to interact with enterprise applications.
- Created .NET custom web part to display search results and provided the ability to select sort options for end user based on custom properties.
- Developed custom Site Definition that included of creating custom Content Types, Lists and Document Libraries with custom metadata.

- Installed and Configured SQL Server Report Packs for SharePoint and generated Reports to perform Storage analysis, Hit Trend and Search Pattern analysis.
- Developed Parallel Workflow template, instantiating the workflow instance on creates or Edit events there by sending notifications and updating attribute value. XML configuration files were used to store the approvers list.
- Built custom SharePoint Web Service to output List data to be consumed by ASP.NET based Web application.
- Utilized the XML Web Part to bring in the RSS Feed into the SharePoint sites.
- Created custom controls to customize Templates as part of branding the SharePoint sites.
- Extensively used 'STSADM' tool to perform various administrative and maintenance tasks.
- Involved in training the administrators, site owners and support personnel. Also created a SharePoint support site that served as Knowledge base.

**Crowley Maritime – Jacksonville, FL**

Sept 04 - Feb 06

**SharePoint Developer / Designer**

- Designed and created the Site structure and hierarchy to implement team sites for various departments.
- Used Unified Modeling Language (UML) to build the business process models.
- Developed an Auditing solution capturing the create, update, delete events on document library items using 'Event Handler Toolkit' and storing the information in SQL server.
- Customized the Search Results page by configuring the Content Editor Web Part to display the properties selected by users.
- Imported user profile information from Active Directory to SharePoint Portal Server 2003.
- Wrote various VB.NET event Handlers as part of the Approval Workflow used in the Publishing sites.
- Created ActiveX and ocx controls to be used on Web pages.
- Created a utility to programmatically check user permissions in sites.
- Periodically generated custom reports to get a list of sites and their components in SharePoint using .NET.
- Using CAML, created custom Site Templates and site definitions and installed on all Site Collections.

**Avnet – Phoenix, AZ**  
.NET Developer

Dec 03 – Aug 04

- Developed Web application for Patient Management using C#, ASP.NET and SQL server 2000.
- Analyzed the business requirements and designed the layout for the functional working of the application. Used Rational Rose and created Use Case Diagrams.
- Used Visual source safe for Source Control and Visual Studio for developing the application.
- Created the custom Data grid controls to display the application data and also provide Sorting of records feature.
- Designed and developed ASP.NET pages including Master and Navigation pages using CSS and Java Script
- Validated form submission by using validation controls included in the ASP.NET 2.0 Framework.
- Implemented search functionality using the XPathAPI object and Flash that provided for searching the node names and attribute values in an XML file.
- Developed SQL stored procedures, Views, Triggers to interact with the databases.
- Implemented the generation of Cognos Reports dealing with usage and allocation of Hospital Resources.
- Designed advanced UI using XML and XSL to create custom, object-specific context menu and Folder Tree.
- Developed Web Service using XML, XPATH, SOAP that communicated with J2EE based application.

## **Education**

BS in Information Systems – ITESM, Mexico

## **Certifications**

Certificate in "UML: Object Oriented Analysis and Design", certification by IBM.

Certificate in "CISCO CCNA1 and CCNA2 Network Modules", certification by CISCO Networking Academy

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME  <div style="font-size: 1.2em; font-weight: bold; text-align: center;">Paul Semeraro</div>	17. ROLE IN THIS CONTRACT Senior Consultant specializing in Internet/Intranet and Client/Server application development.	18. YEARS EXPERIENCE <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:50%;">a. TOTAL 15+</td> <td style="width:50%;">b. WITH CURRENT FIRM 2+</td> </tr> </table>	a. TOTAL 15+	b. WITH CURRENT FIRM 2+
a. TOTAL 15+	b. WITH CURRENT FIRM 2+			

19. FIRM NAME AND LOCATION (City and State)  
Main Sail LLC of Cleveland Ohio

20. EDUCATION (DEGREE AND SPECIALIZATION) See Resume	21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) See Resume
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22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)  
**See Resume**

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

a.	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
b.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
c.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
d.	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
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(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Check if project performed with current firm

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 - 10)  
DAS-11F888

25. TITLE AND LOCATION (City and State)

26. YEAR COMPLETED

PROFESSIONAL SERVICES

CONSTRUCTION (if applicable)

27. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

Paul is an accomplished technology consultant with 15 years of experience specializing in Internet/Intranet and Client/Server application development. Extensive background in software development life-cycle that includes requirements gathering, design, coding, testing, debugging, training and production support.

Leverages excellent writing and communication skills to effectively interact with technical and non-technical subject experts, project team members, peers, and client. Able to perform project management functions and direct appropriate project support activities.

Successful track record at 13 different organizations that includes BMW Financial Services, **the Public Utilities Commission of Ohio** (PUCO), Bisys/Citi, Bank One, CSC/Enron, Columbia Gas, Limited Express, Longaberger, and Pacific Bell.

**TECHNOLOGY SKILLS**

**Project Management:** Microsoft Project, Office 2000, Visio, Enact, OMT Select Enterprise, Rational Rose

**Languages:** PHP 5, ASP.NET 2.0, VB .NET 1.1, ASP, JavaScript 1.2, HTML, DHTML, AJAX, jQuery, Visual Basic 6.0, Forte TOOL, Crystal Reports

**Development Tools:** Eclipse 3.3.0, Maguma Studio 1.2.0, PhpMyAdmin 2.5.6, Visual Studio 2005, Adobe Photoshop Professional 6.0, Visual InterDev 6, Visual Studio, Subversion, Tortoise SVN

**Engineering Analysis and Design:** SDRC I-DEAS, FORTRAN 77, VAX VMS

**Databases:** MySQL 5, SQL Server 2000/6.5, Access 2003, Oracle 8.0

**Test Tools:** SimpleTest, Rational Suite TestStudio 1.0, SQA TeamTest, Mercury Interactive Test Suite (TestDirector, WinRunner)

**Certifications:**

*Project Management Institute (PMI);* Project Management Professional (PMP), August 2003.  
*Microsoft;* Microsoft Certified Solutions Developer (MCS D), December 2002.  
*U.S. Air Force;* Honor Graduate - Jet Propulsion Systems, March 1993.  
*U.S. Air Force;* Honor Graduate - Avionic Sensor Systems, November 1986.

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT



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www.mainsailgroup.com

## Paul Semeraro

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### PROFESSIONAL SUMMARY

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Accomplished technology consultant with 15 years of experience specializing in Internet/Intranet and Client/Server application development. Extensive background in software development life-cycle that includes requirements gathering, design, coding, testing, debugging, training and production support.

Leverages excellent writing and communication skills to effectively interact with technical and non-technical subject experts, project team members, peers, and client. Able to perform project management functions and direct appropriate project support activities.

Successful track record at 13 different organizations that includes BMW Financial Services, the Public Utilities Commission of Ohio (PUCO), Bisys/Citi, Bank One, CSC/Enron, Columbia Gas, Limited Express, Longaberger, and Pacific Bell.

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### TECHNOLOGY SKILLS

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<b>Project Management:</b>	Microsoft Project, Office 2000, Visio, Enact, OMT Select Enterprise, Rational Rose
<b>Languages:</b>	PHP 5, ASP.NET 2.0, VB .NET 1.1, ASP, JavaScript 1.2, HTML, DHTML, AJAX, jQuery, Visual Basic 6.0, Forte TOOL, Crystal Reports
<b>Development Tools:</b>	Eclipse 3.3.0, Maguma Studio 1.2.0, PhpMyAdmin 2.5.6, Visual Studio 2005, Adobe Photoshop Professional 6.0, Visual InterDev 6, Visual Studio, Subversion, Tortoise SVN
<b>Engineering Analysis and Design:</b>	SDRC I-DEAS, FORTRAN 77, VAX VMS
<b>Databases:</b>	MySQL 5, SQL Server 2000/6.5, Access 2003, Oracle 8.0
<b>Test Tools:</b>	SimpleTest, Rational Suite TestStudio 1.0, SQA TeamTest, Mercury Interactive Test Suite (TestDirector, WinRunner)

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### EMPLOYMENT SUMMARY

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<i>September 2007 to Present</i>	<b>Semeraro Technology Services LLC</b> Independent Technology Consultant
<i>July 2006 to September 2007</i>	<b>Bisys/Citi Financial</b> Systems Architect
<i>August 2003 to July 2006</i>	<b>Semeraro Technology Services LLC</b> Independent Technology Consultant
<i>June 1998 to July 2003</i>	<b>Software Architects, Inc.</b> Managing Consultant
<i>October 1995 to June 1998</i>	<b>Claremont Technology Group</b> Consultant II
<i>January 1994 to October 1995</i>	<b>FASTAC, Inc.</b> Purchasing Agent
<i>August 1985 to December 1995</i>	<b>121st Air Refueling Wing, Ohio Air National Guard</b> Staff Sergeant

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### EDUCATION & CREDENTIALS

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**The Ohio State University;** Bachelor of Science in Aeronautical/Astronautical Engineering, June 1992.

#### Certifications:

*Project Management Institute (PMI);* Project Management Professional (PMP), August 2003.

*Microsoft;* Microsoft Certified Solutions Developer (MCSD), December 2002.

*U.S. Air Force;* Honor Graduate - Jet Propulsion Systems, March 1993.

*U.S. Air Force;* Honor Graduate - Avionic Sensor Systems, November 1986.



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## PROFESSIONAL EXPERIENCE

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0 SEMERARO TECHNOLOGY SERVICES LLC, Columbus, Ohio

September 2007 to Present  
August 2003 to July 2006

**Independent Technology Consultant ([www.semerarotech.com](http://www.semerarotech.com)).** Independent Contractor providing project management/website development services using Open Source and Microsoft technologies.

- Client base resides primarily within Columbus, Ohio, with other clients located in the East Bay area, California.
- Frequently leverage PMP experience throughout project life-cycle.
- Provide an object-oriented platform framework in PHP and MySQL to rapidly develop inter/intranet applications. The framework simplifies dynamic page creation, formatting, information and database processing.

### **Project Experience:**

**Bio-Medic Hair Systems, Inc. – [www.biomedichairsystems.com](http://www.biomedichairsystems.com): Developer.** (12/2009 – Pres.)  
This is a project to create a basic, professional website for Bio-Medic Hair Systems, Inc.

*Environment:*      **PHP, HTML, JavaScript**

**Patrick Henry Pub & Grille – [www.thepub.com](http://www.thepub.com): Website Developer.** (12/2009 – 1/2010)  
This was a project to create a basic, professional website for the Patrick Henry Pub & Grille, located in Richmond, Virginia.

*Environment:*      **PHP, HTML, JavaScript**

**PointAdvantage.com – Moodle E-Learning Integration: Moodle Developer.** (1/2009 – 11/2009)  
Developed and implemented the FinalPASS E-Learning Course - currently offered by PointAdvantage – into a Moodle based E-Learning solution. Designed, developed, and tested (unit and functional) the next generation training solution for PointAdvantage.

*Environment:*      **Moodle, PHP, HTML, JavaScript, MySQL**

**Tachometry Corporation – Labor Dispatch Automation (LDA): Lead Developer.** (1/2008 – 8/2008)  
Contracting through Resource Spectrum, used PHP, AJAX, and the Horde project to automate the assignment and scheduling of labor resources for the shipping industry. Relying on a proprietary architecture created by Tachometry, developed the forms and processes required for the intranet application. Followed accepted Quality Assurance best practices to develop the unit and functional test scripts. Performed additional requirements gathering, application/schema design, and testing of the LDA application.

*Environment:*      **PHP, AJAX, HTML, JavaScript, jQuery, Horde Project, Oracle, MySQL**

**Public Utilities Commission of Ohio (PUCO) – TASIR 2.0: Project Lead.** (9/2007 – 1/2008)  
Enhanced the existing Track And Structure Inspection Report (TASIR) application to include Bridge inspections. Continued to develop the application in VB .NET 1.1 (Windows Forms), Access 2003, and SQL Server 2000. Also responsible for Quality Assurance testing, client interaction and signoff of the TASIR application.

*Environment:*      **VB.NET 1.1, Visual Studio 2005, Access 2003, SQL Server 2000, Crystal Reports**



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**Public Utilities Commission of Ohio (PUCO) – TASIR: Project Lead.** (6/2005 – 12/2005)

Contracting through Pillar Technology Group, developed the Track And Structure Inspection Report (TASIR) application for the PUCO. The application allows federal (and state) railroad inspectors to accurately and quickly submit safety inspections for all railroad crossings in Ohio. Developed the application in VB .NET 1.1 (Windows Forms), Access 2003, and SQL Server 2000. Was very involved with the client to ensure application met with expectations. Held frequent design sessions, performed all Quality Assurance activities, and added functionality per client requests.

*Environment:* VB.NET 1.1, Microsoft Visual Studio, Access 2003, SQL Server 2000, Crystal Reports

**PointAdvantage.com: CORE Express Instructor.** (1/2005 – 5/2005)

Provided Instruction and Training to management professionals that wished to obtain their Project Management Professional (PMP®) certification. The CORE Express program is a one-day class designed to streamline an individual's efforts in obtaining their PMP® certification.

θ **CITI FINANCIAL GROUP/BISYS, Inc., Columbus, Ohio** July 2006 to September 2007

**Systems Architect.** Responsible for the process definition, documentation, and continuous improvement of the software development lifecycle (SDLC) used at Citi. Maintained a disciplined system architecture practice for the application development group, and enabled the effective integration of applications and data across the overall environment.

- Provided design specifications and estimates for system enhancements and new applications
- Confirmed business requirements
- Managed cross-team communication
- Provided technical subject matter expertise and assistance to development teams
- Coordinated Quality Assurance activities, deliverable testing and rollout

θ **SOFTWARE ARCHITECTS, INC., Columbus, Ohio** June 1998 - July 2003

**Managing Consultant.** Involved in roles as Project Manager, Project Lead, Designer, Developer and DBA within the systems development lifecycle. Consulting responsibilities include obtaining and maintaining Microsoft Certifications, understanding the Microsoft Solutions Framework (MSF), and mentoring junior developers.

**Project Experience:**

**BMW Financial Services - Solutions Support Group (SSG): Team Lead.** (4/2001 – 7/2003)

Assisted senior management leading 21 junior developers in a production support team at BMW. System applications were written in VB6, accessing SQL Server 2000 databases. Responsibilities fell into three main categories:

- System Deployments:* Configured and coordinated production releases of 65 BMW client/server systems, including business-critical applications responsible for Billing, Invoicing, and Customer Information Management. Ensured that the release schedule dates were met, as well as emergency release dates.
- Core Applications Administration:* Responsible for daily reporting and distribution of user-submitted application issues. Coordinated issues with development teams.
- Application Development/Management:* Designed, developed, and maintained a series of Intranet applications used by Quality Assurance to track defects/testing progress during the User Acceptance Test cycle. The applications are written in ASP, JavaScript and DHTML. Testing data is stored in a SQLServer 2000 Database.

*Environment:* Visual Basic 6, Active Server Pages, Access 2003, SQL Server 2000, Crystal Reports

(11/2000 – 2/2001)



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**Longaberger – B.R.I.A. Intranet: Development/DBA Lead.**

Managed a team of 2 to create a Project Management Intranet Site for the project office at Longaberger. Taking over the project from a competitor, the deadline was aggressive but the site was delivered on time. The B.R.I.A. (Brand, Relationship, Infrastructure, Access) site was developed in ASP, accessing an Oracle 7.0 database. It was designed to interface with Crystal Reports, as well as the Enact project management application. Our team was responsible for all prototyping, application and database development, testing and user/administrator training.

(6/1998 – 12/1998)

**Bank One – AIMS Visual Basic/SQLServer Upgrade: Team Lead/DBA.**

Lead a team of 5 junior developers through an extremely challenging development project. An independent contractor had mismanaged the initial phases of the Application Inventory Management System (AIMS). Our team redesigned, developed, tested and rolled into production the AIMS VB Application and SQLServer Database. Personally solved challenging technical design problems. Enhanced the Database schema and performance of the stored procedures. Supported QA activities via unit and functional tests. Microsoft Project was used to create, maintain, and monitor AIMS Project Metrics.

*Environment:* Visual Basic 5, Access, SQL Server 6.5

Ø CLAREMONT TECHNOLOGY GROUP, INC., Columbus, Ohio

October 1995 - June 1998

**Consultant II.** Involved in roles from tester to developer within the application development lifecycle. Specific experience included business requirements gathering, object oriented systems design, client/server applications development, and system test.

**Project Experience:**

**Mississippi PERS – Stage 1R/Stage 2 Build: Developer.**

(3/1997 – 6/1998)

Developed the Database layer classes for a three-tiered, client/server Retirement Systems application. Used Object Interaction diagrams (OIDs) to develop database layer classes in Forte TOOL. Served as a resource to fellow team members for coding, debugging, and testing. Solved challenging technical problems involving database stored procedures and FORTE TOOL transaction handling. Developed Batch processes and complex reports using SQR.

*Environment:* FORTE TOOL, SQR, Oracle

**California PERS - HBS: Functional Architect.**

(8/1996 – 3/1997)

Gathered business requirements that determined a member's eligibility for various health benefits. Used object oriented techniques to generate design specifications for the client/server batch processing application.

*Environment:* FORTE TOOL, SQR, Oracle

**Pacific Bell – Republican National Convention Freedom Phones: Test Lead.**

(6/1996 – 7/1996)

Used TestDirector and WinRunner software to design, perform and track functional test results for cell phones used exclusively for delegates attending the 1996 Republican National Convention.

*Environment:* Mercury Interactive TestDirector, WinRunner, FORTE TOOL

**California PERS - Corporate Registration Functional Testing: Test Administrator.**

(2/1996 – 6/1996)

Coordinated software installation of new releases on test machines, managed anywhere from 5 to 10 testers for Quality Assurance/functional test activity. Created and executed manual tests as well as automated tests using SQA Robot. Tracked and reported defects to the development team using SQA Manager. Other responsibilities included training 10 client employees in testing techniques as well as how to use the Corporate Registration Application. Maintained a Test Lab of 12 machines operating on a Windows95 platform, and developed Test Manuals for clients.

*Environment:* FORTE TOOL, SQR, Oracle, SQA TestManager, SQA Robot



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**Columbia Gas Transmission - Functional Testing: Developer/Tester.**

**(10/1995 - 1/1996)**

Leveraged purchasing management experience to create functional test scripts using Mercury Interactive's TestDirector and WinRunner software. Applied functional test scripts to third party purchasing software application used by Columbia Gas.

*Environment:* **FORTE TOOL, Oracle, Mercury Interactive TestDirector, WinRunner**

Ø **121st Air Refueling Wing, Columbus, Ohio**

**August 1985 - December 1995**

**Staff Sergeant: Jet Propulsion Specialist.** Maintained the F-108 (GE CFM-66) turbofan engines for the KC-135R refueling aircraft. Responsibilities included testing, troubleshooting, maintenance, and repair of critical components within the propulsion system.

**Staff Sergeant: Avionic Sensor Systems Specialist.** Performed all testing, troubleshooting, maintenance, and repair on the electronic PAVE Penny system used on the A7-D fighter aircraft. Possessed Secret security clearance.

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME  <p align="center"><b>Raj Pyda</b></p>	17. ROLE IN THIS CONTRACT Computer Programmer Microsoft Certified Professional	18. YEARS EXPERIENCE <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:50%;">a. TOTAL 12+</td> <td style="width:50%;">b. WITH CURRENT FIRM -1</td> </tr> </table>		a. TOTAL 12+	b. WITH CURRENT FIRM -1
a. TOTAL 12+	b. WITH CURRENT FIRM -1				
19. FIRM NAME AND LOCATION (City and State) Main Sail LLC of Cleveland Ohio					
20. EDUCATION (DEGREE AND SPECIALIZATION) See Resume		21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) See Resume			
22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) <b>See Resume</b>					

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

a.	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		

(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Check if project performed with current firm

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 - 10)  
DAS-11F888

25. TITLE AND LOCATION (City and State)

26. YEAR COMPLETED

PROFESSIONAL SERVICES

CONSTRUCTION (if applicable)

**27. PROJECT OWNER'S INFORMATION**

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

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28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Raj has experience developed over 12 years in design, development, implementation, maintenance and support of Internet/Intranet systems and applications using latest technologies.

Led Mortgage website redesign project which resulted in a 72% increase in online mortgage originations generating more than \$1.9B in online loan originations and \$727M in gross revenue over a 3 year period.

Designed and implemented server consolidation project by eliminating redundant systems and applications, generating a savings of \$1.3M for the Retail division at PNC Mortgage.

Designed and developed a website which resulted in yearly FedEx related cost savings of \$800K for PNC Mortgage.

Led the project to upgrade database versions from SQL Server 2000 to SQL Server 2005 and Oracle 9i to Oracle 10g in shared production environments, reducing chargeback to customers by approximately \$250K on an annualized basis.

Led a team of 15 resources which has been recognized as Best in Class for the development and support for 27 applications for the Retail division at National City Mortgage.

Successfully developed and implemented .NET client application at Anthem Blue Cross Blue Shield.

Involved in implementing 5 full software development life cycles using .NET technologies.

Implemented 2 projects using Agile Software development methodology.

Successfully mentored junior developers resulting in accelerated delivery for 3 time critical projects.

Designed and implemented Disaster Recovery solution for PNC Mortgage.

Expert level experience in dealing with 3rd party software configuration.

Primary technical contact at PNC Mortgage for company's 3rd party vendors like MapQuest,

Verizon, Fidelity, Speed Pay, Soft Artisans, activePDF, Deep Metrix.

Hands on experience in training and supporting end-users.

Excellent communication, project documentation and Inter personnel skills.

Appreciated by upper management for organizing team-building activities.

**Master of Science in Computer Engineering at The University Of Memphis, Memphis, TN.**

Bachelor of Engineering, Electronics & Communication Engineering

**TECHNICAL SKILLS**

*Languages* VB.NET, C#, VB 6.0, XML, XSLT, Java, C/C++

*GUI Tools* ASP.NET, AJAX, Classic ASP, VB Script, JavaScript, Java Beans

*XML Technologies* XML, XSD, XML DOM, XSL, XSLT

*RDBMS* Oracle 9i/10g, SQL Server 2000/2005, MySQL

*Application Servers* IIS 5.1/6.0, IBM WebSphere

*S/W development* .NET Design Patterns, WCF, WPF, SSIS, SSRS, Web Services

*IDE/Tools* Visual Studio .Net, NUnit, TOAD, Site Finity, Active Reports, Office Project ,

SQLXML 2.0, Rational Rose, Adobe Photoshop, UML, Great Plains, MS-Visio,

Soft Artisans, active PDF, MapQuest Data Manager, Google Analytics

*ETL Tools* SQL Server 2000 DTS, SQL Server 2005 Integration Services (SSIS),

Commissions.

*Configuration Management* Star Team, MS Visual SourceSafe, TFS, Subversion



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**RAJ PYDA**



	ASP.NET
	C#

**SUMMARY**

- Experienced for over **12 years** in **design, development, implementation, maintenance and support** of Internet/Intranet systems and applications using latest technologies.
- Led Mortgage website redesign project which resulted in a **72% increase** in online mortgage originations generating more than **\$1.9B** in online loan originations and **\$727M** in gross revenue over a 3 year period.
- Designed and implemented **server consolidation** project by eliminating redundant systems and applications, generating a **savings of \$1.3M** for the Retail division at PNC Mortgage.
- Designed and developed a website which resulted in yearly FedEx related **cost savings of \$800K** for **PNC Mortgage**.
- Led the project to upgrade database versions from SQL Server 2000 to SQL Server 2005 and Oracle 9i to Oracle 10g in shared production environments, reducing chargeback to customers by approximately **\$250K** on an annualized basis.
- Led a team of **15 resources** which has been recognized as **Best in Class** for the development and support for 27 applications for the Retail division at National City Mortgage.
- Successfully developed and implemented .NET client application at **Anthem Blue Cross Blue Shield**.
- Involved in implementing 5 full software development life cycles using .NET technologies.
- Implemented 2 projects using **Agile** Software development methodology.
- Successfully **mentored junior developers** resulting in accelerated delivery for 3 time critical projects.
- Designed and implemented **Disaster Recovery solution** for PNC Mortgage.
- Expert level experience in dealing with **3rd party software configuration**.
- **Primary technical contact** at PNC Mortgage for company's **3rd party vendors** like MapQuest, Verizon, Fidelity, Speed Pay, Soft Artisans, activePDF, Deep Metrix.
- Hands on experience in **training and supporting end-users**.
- Excellent communication, project documentation and Inter personnel skills.
- Appreciated by upper management for organizing team-building activities.

**VISA STATUS** – Permanent Resident - **Green Card holder**. No Visa Sponsorship required.

**EDUCATION**

**Master of Science in Computer Engineering at The University Of Memphis, Memphis, TN.**  
Bachelor of Engineering, Electronics & Communication Engineering, Andhra University, INDIA.

**TECHNICAL SKILLS**

<i>Languages</i>	VB.NET, C#, VB 6.0, XML, XSLT, Java, C/C++
<i>GUI Tools</i>	ASP.NET, AJAX, Classic ASP, VB Script, JavaScript, Java Beans
<i>XML Technologies</i>	XML, XSD, XML DOM, XSL, XSLT
<i>RDBMS</i>	Oracle 9i/10g, SQL Server 2000/2005, MySQL
<i>Application Servers</i>	IIS 5.1/6.0, IBM WebSphere
<i>S/W development</i>	.NET Design Patterns, WCF, WPF, SSIS, SSRS, Web Services
<i>IDE/Tools</i>	Visual Studio .Net, NUnit, TOAD, Site Finity, Active Reports, Office Project , SQLXML 2.0, Rational Rose, Adobe Photoshop, UML, Great Plains, MS-Visio, Soft Artisans, active PDF, MapQuest Data Manager, Google Analytics
<i>ETL Tools</i>	SQL Server 2000 DTS, SQL Server 2005 Integration Services (SSIS), Commissions.
<i>Configuration Management</i>	Star Team, MS Visual SourceSafe, TFS, Subversion.

## WORK EXPERIENCE

**Project at Cincinnati Bell Inc** **Cincinnati, OH** **Jan 2011 - Present**

**Project 1: Sales Automation System**

**Team Size:** Onshore-4 Offshore-6

**Role:** Project Lead

**Description:** The application hosts details of the customer. Customer orders are tracked and managed in this system. Users can manage Bill Items and advance billing using this application. As part of the ongoing enhancements of the application, a customer dashboard was created for business users to manage customer information in a more effective manner.

**Responsibilities:**

- Design and model application enhancements as per requirements.
- Assign project modules to onsite and offshore resources.
- Enforce coding standards for the application.

**Technologies:** ASP.NET, C#, ADO.NET, .NET Framework 4.0, MS IIS 6.0, Subversion, SQL Server 2005.

**Projects at PNC Financial Services Group** **Dayton, OH** **May 2004 – Dec 2010**

**Project 1: Mortgage Website migration**

**Team Size:** Onshore-4 Offshore-10

**Role:** Project Lead

**Description:** PNC Mortgage website was migrated from 2 tier to 3 tier environment. The website architecture was modified to render content from application server instead of the core server. As part of this project, an admin interface was created for business users to manage content of the website.

**Responsibilities:**

- Develop project management plan and create functional requirements document.
- Design and model web architecture.
- Assign project modules to onsite and offshore resources.
- Coordinate with network team, firewall rules team, system integration team, infrastructure team to set up development, UAT and production environments.
- Configure and implement Disaster Recovery environment for the application.
- Follow change management processes for application implementation.
- Develop plan for 24\*7 production support and allocate resources for on-call support.

**Technologies:** Microsoft Project, ASP.NET, C#, ADO.NET, .NET Framework 3.5, MS IIS 6.0, ETFS, SQL Server 2005, SSIS, SSRS, .NET Web Services, MS Visio, UML, Rational Software Suite.

**Project 2: Server consolidation**

**Team Size:** Onshore -5 Offshore-15

**Role:** Project Lead

**Description:** Identify web applications which can be hosted in shared environment. Migrate servers hosting web applications to the Data Center. The servers hosted Internet and intranet applications developed in ASP.NET, VB.NET, C#, XML, XSLT and using Oracle and SQL Server databases. As part of this project **8 servers were decommissioned** after consolidation of applications.

**Responsibilities:**

- Prepare the design and implementation plan for the migration.
- Identify applications that can be grouped by Oracle and SQL Server.
- Coordinate with QA team to perform load analysis for applications being hosted as a group.
- Configure the web servers for firewall rules.
- Work with network group to configure DNS entries for web applications hosted on the servers.
- Contact third party vendors for third party tools to be installed on the server.

**Technologies:** Microsoft Project, ASP.NET, VB.NET, C#, ADO.NET, .NET Framework 3.5, MS IIS 6.0, Windows 2003-Server, ETFS, SQL Server 2005, Oracle 10g, Rational Software Suite.

**Project 3: Production Support****Team Size:** Onshore -5 Offshore-15**Role:** Team Lead

**Description:** Support PNC Mortgage web applications like Branch web site builder, Loan Review System, Document Manager, Content Manager, Loan Officer Administration, Online Mortgage Application, Directory Assistance, Suspicious Activity, Investor Reports, Loss Mitigation and PNC Mortgage affiliated websites on a daily basis. Also support PNC SharePoint internal websites.

**Responsibilities:**

- Responsible for day to day website issues of PNC Mortgage web applications.
- Responsible for set up and maintenance of **disaster recovery** servers.
- Manage TFS, code management software.
- Responsible for build and deployment of software code.
- Co-ordinate with offshore team on build and deployment activities.

**Technologies:** Microsoft Project, ASP.NET, VB.NET, C#, ADO.NET, .NET Framework 3.5, MS IIS 6.0, ETFS, SQL Server 2005, .NET Web Services, SSIS, SSRS, Oracle 10g, Rational Software Suite.

**Project 4: Branch Website Builder****Team Size:** Onshore -4 Offshore -10**Role:** Project Lead

**Description:** Designed and implemented a web application to create branch websites for National City Mortgage affiliated branches. The application allows designated National City Mortgage business users to create websites for branches and loan officers affiliated to National City Mortgage. Users can also manage loan officers accounts and web pages using this application.

**Responsibilities:**

- Implement Agile software development methodology.
- Coordinate with QA team to perform load analysis.
- Create **user manual** for the application

**Technologies:** Microsoft Project, Rational Software Suite, ASP.NET, C#, ADO.NET, .NET Framework 2.0, MS IIS 6.0, Windows 2003-Server, TFS, .NET Web Services, Oracle 9i

**Project 5: Document Manager****Team Size:** Onshore -3 Offshore - 6**Role:** Project Lead

**Description:** Designed and implemented a web application that allows users to upload and view documents online. A designated employee can set up security permissions to manage documents for different user accounts. National City retail and wholesale brokers use this application to view and post rate sheets. The email update notification feature allows a user to receive email whenever there is a new or updated document uploaded into the website.

**Responsibilities:**

- Develop use case diagrams.
- Gather the organization's policies and procedures and implement in the application.
- Code for database stored procedures required for the application.
- Develop customizable PDF feature using active PDF software.
- Design and implement custom rate sheets feature for Daily Rates component.

**Technologies:** Microsoft Project, Rational Software Suite, ASP.NET, C#, ADO.NET, .NET Framework 2.0, MS IIS 6.0, TFS, .NET Web Services, Oracle 9i

**Project 6: Loss Mitigation****Team Size:** Onsite-3 Offshore - 6**Role:** Project Lead

**Description:** Loss Mitigation is a web application developed for NCM borrowers to get online hardship assistance. The website will communicate with AS/400 system to validate borrower with loan number. Borrower

can submit hardship details as a packet. Admin can then login and download packet details into an Excel file. Loss Mitigation department then contacts borrower and provides hardship assistance.

**Responsibilities:**

- Gather requirements and create Software requirement specification documentation.
- Develop and support the web application.
- Implemented .NET remoting to communicate with AS/400 system

**Technologies:** Microsoft Project, Rational Software Suite, ASP.NET, C#, ADO.NET, .NET Framework 2.0, MS IIS 6.0, Windows 2003-Server, Visual SourceSafe, .NET Web Services, Oracle 9i

**Project 7: *Byte Patch Download***

**Team Size:** Onsite-3 Offshore - 6

**Role:** Lead Developer

**Description:** Designed and developed a website for Loan Officers to download Byte software updates. Client Company ships cds through FedEx to loan officers (Los). The website enabled Los to download patches from website. This application saved company \$800k in shipping costs.

**Responsibilities:**

- Designed web pages and database for the website.
- Developed code to AD authenticate users.
- Developed code to generate reports for admin login.
- Implemented **custom load balance** to manage traffic to the website.
- Developed stored procedures in MS SQL Server.

**Technologies:** ASP.NET, C#, ADO.NET, .NET Framework 2.0, MS IIS 6.0, TFS, SQL Server 2000, Rational Software Suite.

**Project 8: *Equipment Tracking System***

**Team Size:** Onshore -3 Offshore - 7

**Role:** Lead Developer

**Description:** Developed Windows application to track company equipment. Employee will use this application to monitor for new equipment like telephones, computer accessories, stationary and other supplies. User will enter purchase order, equipment transfer details into this application for company records.

**Responsibilities:**

- Develop and support the web application.
- Created design documentation and process flow diagrams.
- Used SQL Server for database design and stored procedures.
- Used VB.NET to code for the application

**Technologies:** VB.NET, ADO.NET, .NET Framework 1.1, Visual SourceSafe, SQL Server 2000

**Project at Anthem Blue Cross Blue Shield Richmond, VA**

**Jan 2004 – May 2004**

**Project 1: *Hospital Negotiator***

**Team Size:** Onshore -8

**Role:** Lead Developer

**Description:** Designed and developed a client application in VB.NET to overlay contracts of hospitals. The application allows a hospital's data to overlay with any other hospital's contract. The user can then use the resultant data to analyze a hospital's contract with the insurance company and thereby negotiate with the hospital on the contract.

**Responsibilities:**

- Design and develop the client application.
- Used MS-Visio for database design diagrams.
- Used VB.NET to develop forms for the application.
- Design and develop database objects for the application.
- Create test scripts for business users.

**Technologies:** VB.NET, ADO.NET, .NET Framework 1.1, Visual SourceSafe, SQL Server 2000

**Project at Radian Express, Dayton, OH****Jan 2001 – Dec 2003****Project 1: Recordation Process Integration****Team Size: Onshore -10****Role:** Sr. Software Engineer

**Description:** This is a web application, which enables a recordation specialist in the company to fulfill recordation services without visiting the third party website. The user will just have to enter County, City, State, Deed/Mortgage Amount and Tax to get recordation details. When the user submits these details, the application sends a request to the third party website (www.ernstpublishing.com). After receiving the response, the application displays the recordation details to the user.

**Responsibilities:**

- Designed system architecture and developed use case diagrams using MS-Visio
- Designed and developed the web interface for the application using ASP, XSLT, and XML.
- Developed business logic and COM methods to call the listener on third party website.
- Encoded third party authentication in Base 64 format in windows registry
- Used xmlhttp object to invoke a request and retrieve the response.
- Used SQL Server 2000 to store the response in xml format.
- Used Active Reports to generate recordation details in pdf format.
- Implemented software and technical documentation.

**Technologies:** VB 6.0, ASP, COM, XSLT, XML, SQL Server 2000, Active Reports 2.0, VB Script, JavaScript, MS IIS, Star Team, XML SPY, Windows 2000 Adv Server

**Project 2: HUD Automation****Team Size: Onshore -8****Role:** Sr. Software Engineer

**Description:** The operations staff has to fill out a HUD form during the HUD fulfillment process. Most of the data is repetitive for any given client (i.e. RadianExpress client which can be any Bank in USA). So a web interface was developed where the user can specify all the common information for a given client. This way, users will save considerable amount of time by setting up HUD parameters for each client.

**Responsibilities:**

- Designed the application using the requirements from business liaison.
- Designed and developed the web interface for the application using ASP, XSLT, and XML.
- Developed the business logic to retrieve saved profiles.
- Used SQL Server 2000 and SQLXML 2.0 to execute stored procedures to save HUD profiles of each client.

**Technologies:** VB 6.0, ASP, XSLT, XML, SQL Server 2000, COM, JavaScript, SQLXML 2.0, MS IIS.

**Project 3: Mortgage Report Generation****Team Size: Onshore -4****Role:** Software Engineer

**Description:** Radian Express generates all the mortgage related reports in pdf format. Some reports are created on the fly and some go through a VB application to get fulfilled. The company receives information to generate reports in xml format. This xml file is used as an input to Active report application. All the reports are generated with Active Reports software.

**Responsibilities:**

- Designed and developed the reports in Active Reports designer. Used VB 6.0 to code behind Active Reports.
- Designed and developed more than 30 reports for the company.
- SME for Active Reports at RadianExpress.

**Technologies:** VB 6.0, XML, Active Reports 2.0

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME <p align="center" style="font-size: 1.2em;"><b>Vernon Collins</b></p>	17. ROLE IN THIS CONTRACT Senior level program / project manager.	18. YEARS EXPERIENCE a. TOTAL 17+	b. WITH CURRENT FIRM 8+
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19. FIRM NAME AND LOCATION (City and State)  
 Main Sail LLC of Cleveland Ohio

20. EDUCATION (DEGREE AND SPECIALIZATION) See Resume	21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) See Resume
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22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)  
**See Resume**

**23. RELEVANT PROJECTS** *(Up to a maximum of 5 samples)*

a.	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER <i>(If included in Section F)</i>
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		
	(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm		

(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Check if project performed with current firm

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)*

24. EXAMPLE PROJECT KEY NUMBER (1 - 10)  
DAS-11F888

25. TITLE AND LOCATION (City and State)

26. YEAR COMPLETED

PROFESSIONAL SERVICES

CONSTRUCTION (if applicable)

27. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER

b. POINT OF CONTACT NAME

c. POINT OF CONTACT TELEPHONE NUMBER

Vernon is a Senior level program / project manager, product development and deployment, and systems engineer with a wide range of business and technology skills. Diverse and successful experience in quality assurance, change management, configuration management, catalyst methodologies, paradigm idea creations, program development, program management, project management, contract management, finance (I.e. Banking, Brokerage, Mortgage, Bond & Stock, etc.), Bank Payment Transactions support (Pep+ and ACH), web technologies, electronic commerce, security, risk analysis, reliability analysis, Internet/Intranet, sales and product management. Seasoned revenue contributor, with cross-departmental abilities, who combines solid grounding in computing technologies with proven management and consulting capabilities. Working experience with distributed architectures and there integrated applications. Excellent written, verbal, and presentation skills (requirements spec's, system design, user guides). With value added performance in support of and performance to ...

- eCommerce or Web Application Project Management
- Technical acumen in web technologies, J2EE, EAI tools, ADAM, Microsoft Identity Information Services (MIIS), RSA Clear Trust, Oracle CoreID business process modeling tools, testing tools (functionality and performance), Test procedures and methodologies, search engines, and general tools, products and services necessary to build and deploy web applications.
- Competence platforms including Windows NT/2000/XP, Solaris, Linux, Active Directory 2003, etc.
- Excellent customer facing skills, ability to share knowledge and experience with other technical team members.
- Extensive experience in traveling to client sites to perform consulting – support services and follow-on activities.

#### **EDUCATION:**

Heald University, San Francisco, California

- Degree: BSEE, minor in Business Law.
- PMI Certified PMP by IBM and other Specialized Training within IBM Universities/Campuses and Seminars (with Certifications).
- Specialized course work and training in: MTM, MRP / JD Edwards / E-Commerce / Oracle / SAP / Microsoft, MIS, IS, IT, CRM, ERP, KM, MRP, Web Commerce, eCommerce, Security, Risk & Reliability, SEI, Software development Mgmt, Statistical QA, CMM, ISO, SCM, SQA, Project Mgmt., Program Mgmt., Contract Mgmt., Purchasing Mgmt., MIS/IS/IT Mgmt., Finance & Cost Controls, Data Center Design, Data Warehouse Controls. With over 1500 hours of Seminar Participation's (i.e. Attendance & Teaching).

## VERNON COLLINS

### SUMMARY

Senior level program / project manager, product development and deployment, and systems engineer with a wide range of business and technology skills. Diverse and successful experience in quality assurance, change management, configuration management, catalyst methodologies, paradigm idea creations, program development, program management, project management, contract management, finance (I.e. Banking, Brokerage, Mortgage, Bond & Stock, etc.), Bank Payment Transactions support (Pep+ and ACH), web technologies, electronic commerce, security, risk analysis, reliability analysis, Internet/Intranet, sales and product management. Seasoned revenue contributor, with cross-departmental abilities, who combines solid grounding in computing technologies with proven management and consulting capabilities. Working experience with distributed architectures and there integrated applications. Excellent written, verbal, and presentation skills (requirements spec's, system design, user guides). With value added performance in support of and performance to ...

- eCommerce or Web Application Project Management
- Technical acumen in web technologies, J2EE, EAI tools, ADAM, Microsoft Identity Information Services (MIIS), RSA Clear Trust, Oracle CoreID business process modeling tools, testing tools (functionality and performance), Test procedures and methodologies, search engines, and general tools, products and services necessary to build and deploy web applications.
- Competence platforms including Windows NT/2000/XP, Solaris, Linux, Active Directory 2003, etc.
- Excellent customer facing skills, ability to share knowledge and experience with other technical team members.
- Extensive experience in traveling to client sites to perform consulting – support services and follow-on activities.

### SKILLS and ACCOMPLISHMENTS

#### IT Strategic Planning:

Have developed strategic plans that were realistic and attainable to allow the effected managers and entrepreneurs to think strategically and to act operationally. The plans were effective in providing and meeting the organizational needs to serve as a framework for decisions, or for securing support/approval across organization lines. To provide a basis for more detailed planning. To explain the business to others in order to inform, motivate and involve all owners within the organization. To assist benchmarking and performance monitoring, and to invigorate and stimulate change and become building block for follow-on plan(s). These activities have been both for Corporate Clients and for Local-State-an Federal Clients over the last 15 years, as IT has become an integral part of the planning for effective governance within the organizational structure of those clients. As a minimum the Planning consisted of the following Major Elements of Strategic Planning:

- Related to the medium term (i.e. 2/4 years) for organizational influence. Financial Planning effectiveness and gap analysis for Financial Institutional IT Planning (Banks, etc.)
- Business Analyst and Business Process Analyst for Corporate and Organization IT Engineering efforts, plans, deployments, and IT Re-engineering.
- Performance was/is to be undertaken by the owners/directors within the plan organizationally.
- Focused on matters of strategic importance to the affected communities within the organization(s). (I.e., Business Continuity/DR (Disaster Recovery) Planning, etc.)
- Were separated from the day-to-day work of the communities within the organization(s).
- The plans as developed met the requirement of being realistic, detached and critical to allow for effective and germane planning.
- With distinguished reporting between cause and effect. Asset Management Controls reporting.

- With the plan being reviewed periodically and realigned as necessary to meet organizational change and growth of responsibilities/assignments. So as to remain an effective tool for the objective management of the IT governance.
- The plan(s) were developed, documented, delivered, and available to all effected parties within the communities of the organization. Providing weekly status reports and monthly ongoing metrics to management.
- Product Development for Software, new product offerings, legacy system enhancements, customer requests, etc. via SEI/IEEE and ISO SDLC development guidelines.
- Data quality Analysis (I.e., the reliability and effectiveness of the data, notably in a data warehouse. Via, Data Quality Assurance (DQA) (I.e., process of verifying the reliability and effectiveness of data). Maintaining data quality (I.e., going through the data periodically and scrubbing it). Updating it, standardizing, and de-duplicating records to create a single view of the data, even as stored in multiple disparate systems.
- Wireless Telecom Program Mgmt around: CDMA, GSM, 3G, GPRS, IN, SS7 and Class V Telecom design features.

**Program Management/Project Management duties:**

- ▶ Configuration Management Software, Change Management Software, Quality Assurance Testing and Evaluation Software, Company/Corporate Legacy Systems (MIS/IS/IT), Reporting Functions, Customer Relations Management (CRM) Programs, Capability Maturity Models 1 thru 5 (CMM-SEI), CMMI, Various ISO Standards, B2B Programs, eCommerce, Web-Internet-Intranet Programs. SAP, JD Edwards One World, Oracle (I.e., 9i, 11i, 10g, etc.), DB2, AS400, / IBM 6000 series Integrations, PMO Generation/integrations, Security (Sarbanes-Oxley, Gramm-Leach-Bliley, and HIPAA Compliance) and others.
- ▶ Conduct and monitor necessary Team building / mentoring, report generation, project / change management meeting coordination and oversights. Global view to Program / Project Management with paradigm of “thinking outside of the box” to meet the needs in total and guide the project to successful completion.
- ▶ Automated clearing house (ACH) and Pep+; Integration, installation and upgrade for PEP+ with flexible and robust capabilities introduction for Mainframe and Sever Farm activities including: Online access and control, Risk management , Multi-institutional processing , Automated stop payments, Automated scheduling, Debit authorization and protection, Automated settlement and returns, etc.
- ▶ Project build-outs for Data warehousing -Informatica and Service Orientated Architecture enterprise deployments.

**Tools:**

- UML (Unified Modeling Language)
- Platinum
- Catalysis
- XML, HTML
- Active Directory, Active Directory Netpro tools (w/Active Directory disaster recovery protocols)
- Various Programming languages overview. (Java, Java Bean, C++, Visual Basic, Cobol, Fortran, etc.)Team Lead: Java Enterprise; Apache, Axis, Tomcat, and other Application Server technologies; Linux, Solaris, shell scripts; Web services, XML and assorted integrations
- DNS, Group Policy, WINS, DHCP, FRS, LDAP, Domain Controllers, FSMO roles, Global Catalogs, Trusts, ADAM, AD Sites, AD Subnets, Kerberos, Schema updates, FRS
- RAD (rapid application development) Mercury Testing Tools (WinRunner, LoadRunner, Test Director, Topaz, etc.), Rationale (RUP, etc.), Interim, Load Testing tools – Omniture, ARIS Modeling Tools etc.
- Microsoft Project Management Reporting Software & Tools - SharePoint (Spreadsheets, etc.)
- RUP®, IBM Rational Unified Process®
- Fiscal Performance, inception to completion.



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- SDLC per SEI / IEEE and ISO standards (I.e. Product Development, Product Deployment, etc.)
- ISO & CMM (1 thru 5 Levels) & CMMI
- Mercury Testing Tools (I.e. Test Director, Topaz, WinRunner, LoadRunner, etc.); Support of AD and One Identity QA and Dev environments for support of and ensuring AD and One Identity standards as applicable.
- Rationale (I.e. RUP, RequisitePro and Rational Rose, etc.), Interim, etc.
- i2, Manugistics
- COTS - have addressed the challenges of assembling systems from pre-existing components and of modifying legacy systems to take advantage of a COTS strategy. To enable utilization of pre-existing components to meet budgetary and corporate growth requirements.
- Project Management methodologies such as General Motors' SDP-21 and the Project Management Institute's PMBOK; Agile Methodology via IBM/EDS/ASQ.
- Agile - MS Project - PW - TeamPlay
- Oracle 10g - installation, configuration and administration
- Siebel (I.e. Sales Center, Service, Channel Compensation, and Channel Partner modules.)
- Computer Associates (CA) Top Secret Security Systems under eTrust offerings.
- Process modeling, Asset Management.
- MS Project, MS Excel, MS Visio, MS PowerPoint, MS Outlook, MS Word, MS Access, and Project Defect tracking tools.
- SharePoint – Portals and tools: include Web Content Management, Records Management, Forms Services, Excel Services and the Business Data Catalog.
- Networking Project Engineering and Program Management support within comprehensive Network Operations Centers using state of the art monitoring products such as NetIQ, BMC Patrol, HP Openview Operations, HP Network Node Manager NNM, IBM Tivoli, Nortel Optivity NMS, Cisco Ciscoworks, (Such as: Cisco PIMGs to connect PBXs to Unity/Unity Connect Voicemail). Sun Solstice SunNet Enterprise Manager, Micromuse, Computer Associates CA Unicenter, Microsoft Operations Manager 2000 (MOM), Microsoft Systems Management Server SMS and competitor software.

IT Auditing (I.e., Sarbanes Oxley & Basel II):

- Quality and Security measures under CFR 11 for Medical and Drug FDA Mandates. (HIPPA)
- Sarbanes Oxley (SOX), IT Auditing, section 404, Control Documentation, etc.
- Basel II, "International Convergence of Capital Measurement and Capital Standards". IT Auditing, support for compliance matrix to "Pillar" development and deployment.
- Business Analysis functional auditing to Sarbanes Oxley (SOX) initiatives and HIPPA acts; with interviews, surveys, process analysis, process engineering and re-engineering, meeting facilitation, documentation and process training as applicable to attain compliance. Analyze, develop and document IT and Business processes to support SOX or HIPPA compliance, (I.e., in alignment with requirements of Project Management, Change Management, Quality Management and Corporate Directives.) (I.e. ISO/IEC 17799:2000 and ISO/IEC 15408:1999 & NIST800-14).
- Section 302 and 404 (a & b) Management Requirements (i.e. Control environment & testing)
- Strategy Assessment for Sarbanes Oxley (SOX) matrix compliance, and Gap Analysis.
- COBIT / COSO Framework analysis within defined objectives of IT Governance and SOX compliance requirements (34 High Level Control Objectives) (164 CobiT total Objectives)

**Global experience:** Direct onsite involvement for extended periods in Singapore, Taiwan, Hong Kong, Japan, United Kingdom, Switzerland, Germany, Puerto Rico, Pacific Islands, Philippines, Israel, and Saudi Arabia. Outsourcing experience in India and Russia along with Caribbean locales for Software development, Call Centers, etc. included in these efforts of noted experience globally. Many of these



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projects were cross-boundary assignments for hardware / software and for commercial / Aerospace entities (Contract and Full time positions).

## WORK EXPERIENCE:

**Collins Consulting** Jan 2003 – Present

CIO/CTO for Collins Consulting

PMO Management Representative, Director of Product Development and Director of IT Technology for:  
{Note: ... May 2006 – May 2007 Contractor – and FTE with EDS as PMO Officer for U.S. and Off-Shore Clientele}

- Locale Authority: Northeast (New York and the New England States) Overseas Authority: Southeast Asia, Canada and Mexico (with portions of South America) London and various European partners.
- Responsible for the product development /technical oversight technology direction of the following firms (and others covered under NDA's) as a contractor/Partner and as the technical representative.
- Add-Ware Inc.
- See Consulting, LLC.
- ISSI, Inc.
- Palmira Consulting Inc. (Russian and Indian outsourcing concern)
- Networking PS
- Web harvesters, Inc.
- Consulting Consortium for e-Commerce Representative for Ventura Capitalists and privately held Consultants/Consultancies.
- SharePoint project manager for global gas & electric company cloud computing application.
- Sarbanes Oxley / Basel II Activities:
- SharePoint Project Manager for 2 IBM projects requiring SharePoint to be used as a regulatory depository site for use by internal and external auditors regarding Sarbanes Oxley, HIPPA, Basil I, II, III and SEC auditory trails.
- Development of a Sarbanes-Oxley compliance pilot projects for noted clients – Methodware & Certus Software for Cobit implementations, and with Integrify and 80-20 software for Coso with crossovers within each. Project involves the evaluation of the design of internal controls currently in place, assessment against the COBIT IT and COSO IT governance frameworks, identification of control deficiencies and suggested control improvements, and the design of plans to test the operating effectiveness of these controls. Implement of the aforementioned software compliance dashboard solution for recording, reporting, analysis, and attestation of control activities within an organization.
- Services offered are software development, call center's, project/program/contracts management, PMO's, quality / configuration management, implementation/deployment management (for Oracle (HRMS, OAB, OSB, Financials, etc.), JD Edwards, People Soft, SAP, Lawson, Microsoft (Sub systems; Cognos, Crystal Reports, KBACE, etc.) SCM offerings.
- SaaS utilization within EDS and Sun Microsystems for varied Architectural deployments and offerings (specifically as a software deployment whereby as the provider we licensed various applications to our clients for use as a "Service on Demand" Model. Around both the Web Servers and downloaded the various applications to the client through contracted periods of use.
- Associated with assigned protocols of development/deployment Client support of:  
SQA: CMM (SEI) (Levels 1 through 5) / CMMI & ISO (9000 and 14000 series') projects with full life cycle involvement, from strategic planning to initial processes development stages, through implementation and certification. Coupled with utilization of SDL, SQL, SQC, SQA software deployment and test. With Specific attribute deployment within:

- ▶ Web development tools: I.e. Dreamweaver MX, FrontPage, SiteSpinner, Microsoft Visual Studio, NetObjects Fusion 8, etc
  - ▶ Product Development for Software, new product offerings, legacy system enhancements, customer requests, etc.
  - ▶ SCM: Configuration Management development and deployment within Clear Case, Change Man, Soft Landing, PVCS, Sun Solaris systems, Fox Pro, Clarity, Clarify, Kodak Legacy Systems, etc.
  - ▶ MIS/IS/IT: Project / Program Management from design concept, with development, staging for UAT, Promote to Production, initial release, and full deployment.
  - ▶ Sarbanes-Oxley, Gramm-Leach-Bliley, and HIPAA compliances.
  - ▶ Computer Associates Top Secret (eTrust) MVS Administration, DB2, Audit, Security Command Center, Audit, etc.
  - ▶ i2, Manugistics: supply chain logistics, SCM, Manugistics Planning Operations, Business Process Improvement, Project manager for various phases of supply chain implementations, functional requirements, business requirements, Manufacturing requirements, Distribution, Resource Planning, Implementation of Manugistic (and sub-tier Compass support), Liaison to user / client groups, Lean Manufacturing, Six Sigma overview Manufacturing, Phased Process Control.
  - ▶ Siebel BA analytic's for SDLC incorporation within corporate managed deployment(s)
  - ▶ Documentum (Enterprise Content Management – Web Platform based Project Mgmt)
  - ▶ Package Software Evaluation: shrink-wrap software evaluation for utilization within existing software and legacy systems.
  - ▶ ERP Planning / Development / Implementation; e-Commerce (Web and Intranet); IT/IS Technical Services Deployment and Planning, CMM Deployment.
  - ▶ IT Strategic Planning
  - ▶ Protocols/ Fin. Applications/HR/...etc. (MRP I, II, & III add-on's)(I.e. People Soft Applications, Oracle Applications, etc.).
  - ▶ Piloted programs to introduce Project Management principals in relationship to PMI standards. Worked with the establishment of Project Management offices and IT Project Offices for corporate clients by direction of CIO/CTO and Board of Directors. Project Offices were for within Government, Medical and Financial corporate entities.
- eCommerce Duties ...

- Manager of the software group that is responsible for developing and supporting the ecommerce sites for various IBM, EDS and SUN supported sites. Sites included:
  - Universities- host school-affiliated online retail stores for selling new and used textbooks, buying back used textbooks, and selling trade-books, computer products, apparel, and gifts.
  - Retail outlet(s) - online retail discount store for selling new and used textbooks and buying back used textbooks.
  - Custom book outlet - online store for offering buyback of used textbooks to affiliate book sellers.
  - School book store line outlet - online wholesale store for supplying bookstores with new and used textbooks.

My direct reports have included 36 employees and 15-100 consultants. I have had full staff management responsibilities including hiring and termination, training & development, evaluations, compensation, etc. As the senior-most technical member of the team, I have also functioned as the Liaison Engineer for the software architecture and developer oversight. I have overseen the architecture, design, development and testing, including the delineation of standards and practices and management of the team meetings and management councils for conducting design and code reviews.

Various projects:

- Several performance and stability related enhancements.
- Search Engine Optimization enhancements.
- Customizations to support selling additional product types.
- Customizations for store/school-specific branding.
- Introduction of the several customized sites.



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- Implement affiliate referral link tracking and reporting.
- Enhancements to support Direct-to-Consumer textbook selling and buyback.
- Implemented new or enhanced interfaces with internal and external partner systems.
- Implementation of several online games to facilitate capturing email addresses.
- Numerous enhancements to facilitate Marketing initiatives.
- Technologies have included: IBM WebSphere Commerce Server and Application Server, Apache, Tomcat, IBM WebSphere Studio Application and Commerce Developer, Eclipse, MyEclipse, TogetherJ, Oracle, MySQL, IBM MQ, Java, J2EE, Hibernate, XML, XSL, XSLT, XSL:FO, SAX, DOM, Jakarta and other open-source libraries, HTML, CSS, JavaScript, CVS, Ant, JUnit, Cactus, various open-source utilities, LinkScan.

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**IBM Global Services** Jan 2000-Dec 2002

Corporate Senior Principal and Field Directorate

Responsible for the engagement and delivery of best-of-breed Performance Management, Testing, Scalability, Serviceability, and Interoperability Services for mainframe, mid range and client/server system environments. Engagements include CRM, MRP, ERP, e-commerce, web commerce, Internet/Intranet services, Security, Risk and Reliability Analysis, (Sarbanes-Oxley, Gramm-Leach-Bliley, and HIPAA compliance) CMM & ISO and associated offerings within IBM Global Services. Partnered with Cisco, Nortel, Siebel, Lucent, Apogee, Mercury, Rational, and others. Multiple lines of authority for Small, Medium, and Fortune 500 accounts with a sales and marketing quota of \$6 million. Sr. Program Manager/ Sr. Project Manager/ Sr. Project Engineer/ Sr. Project –Program Team Lead for the following ...

- ▶ Managed 45 to 60 direct reports from the technical services and consulting service practices. Responsible for Utilization and continued training.
- ▶ Certifications/training within IBM Global Services for Project Management, Global Sales and IT infrastructure deployment, and partnership offerings.
- ▶ Provided IT Strategic Planning to Corporate Clients and Local-State-Federal Clients.
- ▶ i2, Manugistics Program Management/Project Management for Supply Chain implementations. Along with Proj/Program Mgmt for various integrations.
- ▶ Siebel, SAP, PeopleSoft, JD Edwards, Oracle, Microsoft IBM Subject Matter Specialist and Representative for deployments.
- ▶ SaaS utilization within IBM Architectural deployments and offerings (specifically as a software deployment whereby as the provider we licensed various applications to our clients for use as a “Service on Demand” Model. Around both the Web Servers and downloaded the various applications to the client through contracted periods of use.
- ▶ Architectural and hands-on experience working with multiple Fortune 500 Companies in the creation of IT infrastructures and Call Centers while minimizing cost and risk. Conducted seamless deployment strategies, end-user training materials, development and presentations. With specialization as SME in Avaya, Cisco (such as ... i.e., Cisco PIMG's, Unity/Unity Connect Voicemail, etc.), Genesys, Aspect & Nortel. (Initial Contract with Corporate entity for Cisco CallManager four deployment using Cisco CallManager Express & Unity Express in remote centers. With build-out of a central NOC which monitored multiple vendor equipment.
- ▶ Product Development for Software, new product offerings, legacy system enhancements, customer requests, (i.e. for IBM).
- ▶ Program Management (PMI Certification) (With training for Prince2 within IBM & EDS), Scrum Facilitator (Certification, Agile Program) (Both via IBM)
- ▶ Program Management for PC Refresh Project(s) – within Upstate NY, Mid West and Manhattan  
~ Consisting of Analysis of Networked PC's to freestanding PC's (laptops, etc.) PC Lifecycle Project Management ~ Planning and Coordination ~ Management & Configuration ~ Project Execution ~ Asset Management ~ Project Team Deliverables / Avoidance of extensive down-time (i.e.: 1. Asset management reports. 2. Hardware ticket reports with analysis to track causes. 3. Equipment move/ add/



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change. 4. Response time from submission of a new employee ticket to the completion of the ticket. 5. Integration and Training. 6. Training. 6. Disposal. etc.)

► Computer Associates Top Secret (eTrust) MVS Administration, DB2, Audit, Security Command Center, Audit, etc.

► Client support.

► Sarbanes Oxley / Basel II representative for the North East:

- Conduct Sarbanes-Oxley (SOX) compliance IT audits for IBM's Fortune 100 – 1000 clients – Merrill Lynch, JP Morgan, and Several Foreign Insurance & Banking consortiums. Scope involves reviews with the objective of achieving annual compliance for SOX Section 404. Involved in the following phases of the IT Audit,
- Identified and developed test plans for the testing of the IT Key Controls. Interviewed Stakeholders and Application Owners to identify their IT and Key Controls.
- Performed testing of IT Controls in the areas of IT Environment, Software Maintenance, Computer Operations, Information Security, Vendor Management, Application Controls, and Change Control Management.
- Identified gaps within IT control objectives and provide assessments on steps needed for remediation and SOX Section 404 compliance.

**Reed Elsevier** 1999- 2000

Full time

Corporate Director, Change Management

Responsible for all areas of MIS/IS/IT quality and change management, with direct control of configuration management, testing (quality, test, reliability and risk assessment), call desk problem resolution tracking analysis and predictions, project and program management, compliance testing, shrink-wrap engineering administration and contract administration. Overall management scope included 15 direct employees and contractors. Improved software release by 30 days, reduced development expense by one hundred and thirty-three thousand dollars, and enhanced inter-departmental communications through departmental management review and with published guidelines and procedures. Participated within Corporate development of a Project / Program Management Office for various software deployment and adjunct divisions. (Martindale-Hubbell / Lexus Nexus / Bowker)

Management Assignments:

► B2B Program, ► Product Development for Software, new product offerings, legacy system enhancements, customer requests, etc., ► CRM Program, and KM Program, ► CMM & ISO Program, ► Change Management – Oracle, Unix, SQL Server, NT Server, PVCS Dimensions, TBI Caliber, ► Requirements Software, Internet/Intranet services, ► Editorial Services Publishing, ► System Program Development & Deployment, ► E-Commerce Deployment, ERP, ► Project Plan Director, ► Web/Internet/Intranet Deployment (Web-Commerce), ► Program Management & Project Management Contracts Negotiations, ► Technology Specific Personnel Recruitment ► Managed IT Strategic Planning to Corporate US and European IT groups.

**Diversified Technologies** 1997-1999

Contract

Vice-President Engineering & Technical Services

Responsible for program development, deployment, and training for Engineering, Technical Service's, and Project Management Office's (PMO's) within the associated divisions for Eastern U.S. (St. Louis, Manhattan, Washington D.C., Atlanta, Florida, So. & No. Carolina and the New England areas).



Corporate Headquarters:  
20820 Chagrin Blvd., Ste. 201  
Cleveland, OH 44122-5323

phone: (216) 472-5100  
fax: (216) 472-5110  
www.mainsailgroup.com

- ▶ Contract Negotiations, Performance and Appraisals of contracts and personnel. Contract Consultant evaluation and placement. Direction and creation of Project Management Offices within specified locales and within corporate client entities, and establishment of same when required by contract or project. ISO/CMM (levels 1 through 5) practices and standards, Military / Space / Aerospace & Commercial QA systems. Six Sigma GE / Motorola Plan participation and training. MIS/IS/IT w/ 180 direct reports to myself and other general associated staff.
- ▶ Client Directed Consultancy support for product development for software, new product offerings, legacy system enhancements, customer requests, etc
- ▶ Expanded sales to include small and medium business and fortune 500 & 2000 market accounts.
- ▶ JD Edwards's application reviews within AS400, Unix shells (HP), Servers, Main - Frames, and workstation platforms (i.e., NT, HP, Unix, Sun Solaris.).
- ▶ Supply Chain Projects (SCM) and Program Management for i2 and Manugistics tools.
- ▶ Managed IT Strategic Planning to Corporate US and European IT groups.

**Danka, Inc.**

Director of Quality Assurance

Responsible for the worldwide development and deployment activities for Danka's Corp. QA Program & Plan(s); utilization of ISO & CMM criteria for deployment within the geographic territories best suited for the specific QA enterprises. With hands on development duties. Specific to the MIS/IS/IT and associated depts.

- ▶ Internet / Web Corporate QA/SCM representation.
- ▶ Development of innovative defects, tracking, reporting and analysis. With innovative Change Control / Configuration Management tracking, reporting and analysis. Utilized across all of MIS/IS/IT, and corporate QA functions.
- ▶ Established protocols allowing executive and sr. management to utilize QA effectively to address processes and cost control methodologies.

**Ithaco, Inc** 1995-1997

Full Time

Director Product Assurance & Technical Services

Responsible for QA within MIS/IS/IT, Hardware, Configuration Mgmt., Engineering Software Developers and Test Groups and their associated budgets.

- ▶ Supervised, Directed and trained a three shift operation, staff of 30 to 50, with responsibilities for a \$1.75 to \$2.5 Mil. Budget.
- ▶ Developed Deployed and Managed a highbred ISO and CMM (SEI) (level 1 & 2) systems, complying with Federal, Military, Space and commercial regulations. (Systems are certified.)
- ▶ Managed IT Strategic Planning to Corporate US and European IT groups. (Corporate entity for Satellites, Telephony, Telecommunications, associated hardware and software).

**Arral Industries & Jeta Power Systems** 1994-1995

Contract

Director Product Services & Regulatory Affairs

Responsible for maintenance of QA/QC accountability for Medical Industry Equipment and (NASA) Space Programs.

- ▶ Creation and direction of an IT Project Office and Program Management Office
- ▶ Areas of direct supervision were MIS/IS/IT, Hardware and Engineering. For QA, Configuration Mgmt., Program Mgmt., and Contract Mgmt. Supervised,
- ▶ Directed and trained a three shift operation, staff of 25 to 50 respectively, with responsibilities for a \$1.75 to \$2.5 Mil.



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#### Budget.

► Developed, Deployed and Managed a highbred ISO and CMM (SEI) level 1 & 2) systems, complying with Federal, Military, Space and commercial regulations. System is certified with Jeta, and in-compliance at Arral; which did not desire] certification only Management Assertion.

► Product Development for Firmware Software for utilization within Medical Devices and flight systems (black boxes, etc.), new product offerings, legacy system enhancements, customer requests, etc.

#### **Vantage, Inc.** 1990-1994

Full time

Director Product Assurance & Regulatory Affairs

Responsible for QA within MIS/IS/IT, Hardware and Software build and development and deployment (I.E., Clients: Medical, Electronics, Radar, Banking / Finance, Institutional ATM Hardware, NASA, Aerospace, etc.), Configuration Mgmt., Engineering Software Developers and associated budgets. Supervised, Directed and trained a three shift operation, staff of 125 to 1200, with responsibilities for a \$3.75 to \$5.5 Mil. Budget. Developed, Deployed and Managed a highbred ISO and CMM (SEI) level 1 & 2) systems, complying with Federal, Military, Space and commercial regulations. Systems are / were in-compliance but not registered, company was dismantled and divisions closed prior to certification.

► Responsible for the creation and development of a Project Management Office (PMO) and installation of practices around PMI accepted general practices as directed by CMM and Military Standards of established operational performance.

#### **EDUCATION:**

Heald University, San Francisco, California

- Degree: BSEE, minor in Business Law.
- PMI Certified PMP by IBM and other Specialized Training within IBM Universities/Campuses and Seminars (with Certifications).
- Specialized course work and training in: MTM, MRP / JD Edwards / E-Commerce / Oracle / SAP / Microsoft, MIS, IS, IT, CRM, ERP, KM, MRP, Web Commerce, eCommerce, Security, Risk & Reliability, SEI, Software development Mgmt, Statistical QA, CMM, ISO, SCM, SQA, Project Mgmt., Program Mgmt., Contract Mgmt., Purchasing Mgmt., MIS/IS/IT Mgmt., Finance & Cost Controls, Data Center Design, Data Warehouse Controls. With over 1500 hours of Seminar Participation's (i.e. Attendance & Teaching).

#### **PROFESSIONAL ACTIVITES:**

- Board of Directors for Diversified Technologies, Inc.
- Member of ASQ (Formally ASQC)
- American Management Association
- SEI
- IEEE
- NAATP (North American Association of Technology Professionals)
- VFW (Veterans of Foreign Wars)
- VVA (Vietnam Veterans of America)
- The American Legion
- Junior Achievement

#### **SECURITY CLEARANCES:**

- Former Confidential, Secret and Top Secret Clearances  
(Bondable when /or/ as required)

H. ADDITIONAL INFORMATION

34c. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE CONTRACTING AUTHORITY. USE THE NEXT PAGE OR ATTACH ADDITIONAL SHEETS AS NEEDED.

COMMITMENT TO PARTICIPATE  
IN THE  
EDGE BUSINESS ASSISTANCE PROGRAM

Professional Services Firm: Mark only one option.

Use "✓" or "X" to mark option included in contract award amount.  
If marking Option B, also show percentage of proposed participation.

Option A

The Lead Firm or Joint Venture ("Proposer") commits to *meet or exceed* the advertised EDGE Participation Goal of the award amount, calculated as a portion of the Basic Fee plus all accepted Additional Service Fees and Reimbursable Expenses, by using EDGE-certified Business Enterprise(s).

The Proposer agrees that if selected for consideration of the Contract, it shall provide to the Contracting Authority, at the location required within 10 business days after receiving notice from the Contracting Authority, its Technical Proposal, including a *Certified Statement of Intent To Contract and To Perform* form for each EDGE-certified Business Enterprise proposed for use by the Proposer if awarded the Contract for this Project.

Option B (also indicate percentage -- see text )

The Proposer *does not meet* the advertised EDGE Participation Goal percentage, but, if awarded the Contract for this Project, *commits to provide* \_\_\_\_\_ percent of the Contract award amount, calculated as a portion of the Basic Fee plus all accepted Additional Service Fees and Reimbursable Expenses, by using EDGE-certified Business Enterprise(s).

The Proposer acknowledges it understands the requirement for it to provide and agrees to provide to the Contracting Authority, if selected for consideration of the Contract, within 10 business days after notice from the Contracting Authority, a letter requesting a waiver of the EDGE participation goal percentage on the Proposer's letterhead with a detailed *Demonstration of Good Faith* form describing its efforts undertaken prior to submitting its Statement of Qualifications to meet the advertised EDGE Participation Goal percentage for the Contract for this Project, and full documentation to substantiate its efforts.

The Proposer commits to provide to the Contracting Authority at the location required within 10 business days after receiving notice from the Contracting Authority, its Technical Proposal, including a *Certified Statement of Intent To Contract and To Perform* form for each EDGE-certified Business Enterprise proposed for use by the Proposer if awarded the Contract for this Project.

Option C

The Proposer declares that it is an EDGE-certified Business Enterprise and that if awarded the Contract, the EDGE Participation percentage will be 100% of the award amount.

I. AUTHORIZED REPRESENTATIVE  
The foregoing is a statement of facts.

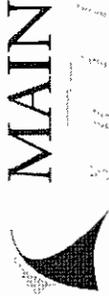
35. SIGNATURE

36. DATE  
April 19, 2011

37. NAME AND TITLE

Kenneth Conley, Managing Partner





### **Mission Statement**

To provide our customers and our employees with a consulting organization that they can count on as fair, dependable and efficient, concentrating on achieving team success.

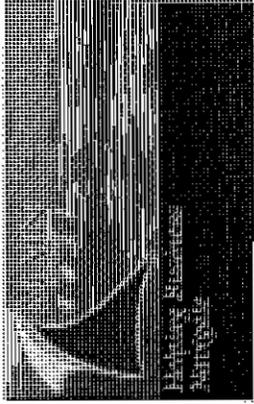
**Main Sail helps organizations evaluate business issues and develop and implement solutions. We provide expertise in 5 major areas.**

- ◆ Business Process Management
- ◆ Program Management & Project Management
- ◆ Enterprise Resource Planning (ERP)
- ◆ Systems Integration and Engineering
- ◆ Staff Augmentation (Program Staffing at all levels)

### **Awards**

**DHS Mentor Protégé Program**

**Lockheed STAR Vendor Award**



### **Corporate Headquarters**

Main Sail

20820 Chagrin Blvd.

Suite 201

Cleveland, OH 44122

Office: (216) 472-5100

[www.mainsailgroup.com](http://www.mainsailgroup.com)

### **GSA Advantage Contracts:**

GS-35F-0222N (IT-70)

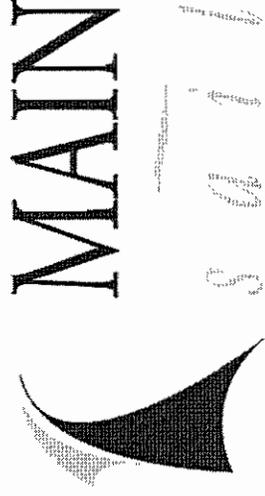
GS-10F-0115X (MOBIS)

### **Ohio State Term Schedule:**

533983-1

### **Seaport-E Prime Vendor:**

N00178-06-D-4801



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**Veteran Owned  
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**ISO 9001:2008 Certified**

**SOLUTIONS DELIVERED**

**BY THE RIGHT PEOPLE,**

**AT THE RIGHT TIME,**

**AT THE RIGHT PRICE**

**TO GUARANTEE YOUR SUCCESS**



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## CONSULTING SERVICES

### General Consulting Services

- ◆ Logistics
- ◆ Supply Chain Management
- ◆ Warehouse Management
- ◆ Radio Frequency Identification (RFID)
- ◆ Financial Management
- ◆ Asset Management
- ◆ Organizational Change Management (OCM)
- ◆ Business Case Analysis (BCA)
- ◆ Earn Value Analysis (EVA)
- ◆ Selectivity and Targeting
- ◆ Business Intelligence
- ◆ Data Warehousing
- ◆ Database Administration and Management
- ◆ Technical Architecture
- ◆ System Architecture
- ◆ System Requirements Analysis
- ◆ Service Oriented Architecture (SOA)
- ◆ Return On Investment Metrics Development and Validation
- ◆ Business Process Documentation, Analysis and Management
- ◆ Program/Project Management - PMP, Lean Six Sigma and CCPM (TOC)
- ◆ Information Assurance (IA)
- ◆ Quality Assurance and Testing

## CONSULTING SERVICES

### Enterprise Resource Planning

- ◆ SAP
- ◆ Oracle

### Network Solutions

- ◆ Virtualization
- ◆ SharePoint
- ◆ Cyber (System) Security
- ◆ Green solutions
- ◆ Help Desk

### General Information Technology

- ◆ Java-2 Enterprise Edition (J2EE)
- ◆ webMethods
- ◆ WebSphere
- ◆ NetWeaver
- ◆ Dreamweaver
- ◆ Microsoft Enterprise Applications
- ◆ C# and C++ Programming
- ◆ .Net Architecture
- ◆ Informatica

## SOME CUSTOMERS

### Private Sector:

- ◆ Farmers Insurance
- ◆ Kenmore Companies
- ◆ Timken Company
- ◆ Lubrizol
- ◆ FirstEnergy
- ◆ Lake Hospital Systems
- ◆ Champion Technology
- ◆ Brush Wellman Materials
- ◆ Jabil Circuits
- ◆ Akzo Nobel
- ◆ McDermott International
- ◆ Babcock & Wilcox Company
- ◆ Booz Allen Hamilton
- ◆ IBM
- ◆ CACI
- ◆ Lockheed Martin

### Public Sector:

- ◆ Department of Energy (DOE)
- ◆ Department of Homeland Security (DHS)
- ◆ Department of Defense (DOD)
- ◆ Department of Interior (DOI)
- ◆ General Services Administration (GSA)
- ◆ State of Ohio
- ◆ Ohio Municipalities

**SOLUTIONS DELIVERED BY THE RIGHT PEOPLE, AT THE RIGHT TIME, AT THE RIGHT PRICE**

**TO GUARANTEE YOUR SUCCESS**