

Our Services Include:

- Project Management •Application Outsourcing •e-Business
- Data Warehousing •Integrated Testing •Help Desk Services

AFTER

PROFESSIONAL RESUME OF

**Senior
Web Developer
/Project Manager**

EXPERIENCE SUMMARY: 6 years **E-BUSINESS** experience
5 years **PROJECT MANAGEMENT** experience
3 years **HANDS-ON INTERNET DEVELOPMENT** Experience

KEY MANAGERIAL SKILLS:

- Successful project management of large and small projects
- Ability to lead development teams through obstacles to successful implementations
- Customer focused on delivering to business needs on time and within budget estimates
- Strong negotiator with internal and external parties
- Results oriented management style
- Excellent written and verbal communication skills

INTERNET EXPERIENCE SUMMARY:

Experienced in full life cycle E-BUSINESS system development. From requirements gathering and business case development to production roll-out and maintenance.

- INTERNET
- INTRANET
- EXTRANET
- AUDIO/VIDEO MEDIA TECHNOLOGIES
- WEBCASTING
- E-COMMERCE
- APPLICATION SERVICE PROVIDERS (ASP's)
- INTERNET MARKETING
- EMAIL SYSTEMS
- CONNECTIVITY (T3,T1,DSL,Frame Relay, ISDN, Dial-up)
- VIRTUAL PRIVATE NETWORKING
- FIREWALLS (CheckPoint, Cisco, etc.)
- HIGH AVAILABILITY SYSTEMS
- MONITORING SYSTEMS
- DISASTER RECOVERY SYSTEMS & PLAN DEVELOPMENT

PROFESSIONAL EXPERIENCE:

DECISION CONSULTANTS, INC. – Dallas, TX
eBusiness Program Manager

2000 – Present

Delivered National Document Repository and Status Reporting Tool to NORTEL on time and on budget. Delivered fixed price project including development, training and roll-out to project management group of Nortel – Core Networks IP Products. Some of the key improvements accomplished by the system include:

- **Eliminated necessity of full-time staff to maintain static web pages**
- **Provided real time updates**

- Provided central location for all Core Networks project documents allowing easy backup and quick recovery in the event of a data loss
- Provided multi-layer security controlling public and confidential information within the system
- Provided web form based administration

The client related that this was their best experience outsourcing a project to an outside vendor.

Performed Multiple Technology Assessments of Companies for Large Private Investor.

Assessed a variety of technologies to support investment decisions (both for & against) by my client. Provided detailed written reports regarding my views as to their strengths, weaknesses, opportunities and threats (SWOT ANALYSIS) along with any recommendations for product modification.

Technologies assessed include:

- Startup Application Service Provider (ASP) Involved in Timesheet Management
- Digital Image Insertion into Live Video
- Software Migration Product for Modifying Existing 32-bit Applications for New 64-bit Processors and Operating Systems

Held CTO responsibilities for DOT COM startup (CABC.com).

PROBLEM: The client had a first draft business plan outlining their DOT COM concept. Neither founder had a technology background and it was unknown if some of the requirements were technically or economically possible.

SOLUTION PART I (While at previous company, SWS Technologies): Spent five months as project and account manager over the research and prototype development of the concept. Led a team of up to 10 flexible resources over this phase of the project. Developed the system design and infrastructure plan utilizing as much off-the-shelf technology as possible. **Led negotiations with multiple vendors and developed the project plan and cost estimates, resulting in contracts for an estimated \$2.5 million (25+ servers).** SWS Technologies was engaged to develop the system.

SOLUTION PART II (While with Decision Consultants): Retained by the client through Decision Consultants to fill the role of CTO. **Primary responsibilities included solution architecture, program management, resource planning, budget forecasts, vendor management and investor education.** Led team of 3 with focus on online content development and customer service. Redesigned system architecture to support a new ASP business model after the abandonment of the Business-to-Consumer (B2C) model in the spring of 2000 (NASDAQ Dot Com Correction). Heavy focus on presenting the system to multiple technology audit groups representing potential investors. Also involved in many group and one-on-one interviews with venture capital firms and private investors.

RESULTS: **Helped client secure over \$5 million in first round funding in a tight capital market.**

SWS TECHNOLOGIES – Dallas, TX
Account Manager/Technical Consultant

1997 – 2000

Managed E-COMMERCE and VIRTUAL PRIVATE NETWORK project for online toy store (IWantToPlay.com). Managed development and implementation of a full e-commerce site including back-end integration with an accounting system for real time inventory updating and order processing with online credit card verification. Sophisticated shopping cart and inventory product associations. Coordinated with outside graphic design firm for all web art. **Designed and implemented virtual private network solution for tying client management in Dallas, TX and their warehouse in Boston, MA to each other and the web site.**

Managed the takeover and reconstruction of a national organization's web site from a third party vendor (ALOA.org). Organized and facilitated the takeover of the Associated Locksmiths of America web site from a third party vendor with a focus on minimizing downtime. Rebuilt all database functionality on the site and added a secure members section featuring live chat. **Added a complete real-time web administration section for the client eliminating up to 3 weeks out of the page update project.** Timely information updates drastically improved site traffic and they received many positive comments from members.

Scoped and developed first INTRANET for Southwest Securities Group. Gathered requirements and led team which constructed Southwest Securities Group first corporate intranet. Primary focus was on HR, employee communication and user assistance.

THE NORTHWEST ELECTRONIC WEB SERVICE – Spokane, WA
Senior Web Developer/Project Coordinator

1995 – 1997

Web site facilitated over \$7 million in sales during 1st quarter of operation from new overseas clients. Developed web site for major steel building materials manufacturer. The client had sales affiliates throughout the western United States and Canada. Received contacts through the web site that led to over \$7 million in sales to new clients in the Middle East and South America.

Worked with area civic organizations on the development of a city portal (Spokane.org).

Developed city portal and several subsidiary web sites for local organizations such as the Chamber of Commerce.

LECTURES GIVEN:

- Association of Information Technology Professionals (AITP, multiple occasions)
- The Texas Chamber of eCommerce
- IEEE Consultants Network
- UCG Leadership Club

EDUCATION:

- 2000 **Decision Consultants, Inc.** - PM Boot Camp - Tampa, FL
- 1998 **Web Marketing 1998** - Seattle, WA
- 1997 **Eastern Washington University** - AA (Equivalent)

TECHNOLOGIES IMPLEMENTED AND MANAGED:**Web development tools:**

HTML	ALLAIRE COLD FUSION	CGI – PERL
ACTIVE SERVER PAGES/VBSCRIPT	JAVA	JAVASCRIPT
XML	SSL	

Database systems:

MS SQL	MS ACCESS	ORACLE
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Graphic development tools:

ADOBE PHOTOSHOP	ADOBE ILLUSTRATOR	ADOBE ACROBAT/PDF
MACROMEDIA FREEHAND	FLASH	SHOCKWAVE
DREAMWEAVER		

E-commerce elements:

ABLECOMMERCE	SBT ACCOUNTING SYSTEMS	
VERISIGN – SECURE SERVERS	AUTHORIZE.NET WEB CC PROCESSING	

Audio/Video Media Technologies:

REAL AUDIO/REAL VIDEO (REPEAT AND STREAMING)	QUICKTIME VR
MEDIA DIGITIZATION	

Webcasting:

LIVE WEB-CAMS	MEDIA “PUSH” TECHNOLOGY
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Email systems:

MS EXCHANGE	MS OUTLOOK	EUDORA
TELNET/PINE	WEB-BASED EMAIL SYSTEMS	

System Software:

MS WINDOWS NT/98/95/3.1	DOS	MAC OS
SOLARIS	LINUX	CITRIX
VPN SOFTWARE (CISCO, ASCEND)	MS TERMINAL SERVER	
FIREWALL SOFTWARE (CHECKPOINT, CISCO, ASCEND)		

Hardware and Connectivity:

T3, T1	DSL	ISDN
FRAME RELAY	CABLE BANDWIDTH OPTIONS	
PC SERVER/DESKTOP HARDWARE (COMPAQ, DELL, ETC.)		
ROUTERS/SWITCHES/HUBS (CISCO, ASCEND, 3COM, INTEL, NETOPIA)		