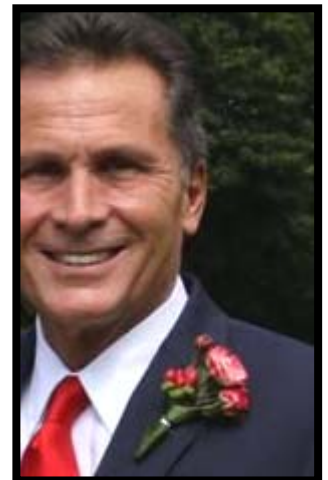




# Professional Management and Consulting



**2014**  
***Practice Profile***



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Established 1994  
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### Practice Areas

- Interim Executive Leadership
- Operations, Marketing and IT Expertise
- Corporate Development and Strategy
- Major Program/Project Management
- Continuous Process Improvement
- Business Process Re-engineering
- Strategic Alliance Partnership Programs
- Supply Chain Design and Management
- Hardware and Software Quality Assurance
- Organizational Structure and Efficiency
- Business Analytics, Intelligence

### Industry Segments

- Military, Aerospace and Defense
- Electronics and Computer Manufacturing
- Data Networking Equipment
- Telecom Data Services
- Wireless RF Engineering
- Marine Electronics, Robotics
- Oil & Gas Technologies
- Water Remediation
- Healthcare IT

### Computer Experience

- Microsoft OS and Applications
- Virtual Process Engineering
- Identity Assurance, Security
- Access, Oracle, Info, DBMS
- Open Systems Software
- Secure RT UNIX OS
- Infusionsoft CRM
- NetSuite ERP
- LabLynx LIMS
- SolidWorks EPDM

### Education/Qualifications

- MBA - Florida Atlantic University
- BS Professional Management  
Nova Southeastern University
- Harris Leadership Effectiveness
- PMP Certification Training, FAU
- TQM/Six Sigma, Lean Manufacturing
- Certified Electronics Engineering  
Technology, CREI Institute
- Certified Wireless Engineering and Sales
- Intensive Training in Military Electronics
- Top Secret Clearance, Inactive, Clearable
- U.S. Army Ranger Leadership Course

### Professional Experience

Career Technology Professional with broad functional management and industry experience. Energetic and highly effective leader that communicates well at all levels of a business from the shop floor to the boardroom. Developed and utilizes a practice method for business improvement that addresses People, Process and Technology as a "Success Continuum" which leads to innovation, market agility and growth.

### Principal Practice Areas

IT Program and Project Management with proven C-Level skills in corporate strategy, operations and resource effectiveness. Focused on "responsible value creation," stakeholder satisfaction and profitability achievement.

### Major Projects

#### Global Enterprise Network Solutions, Equipment/Services – Process Improvement

- Program Management, process re-engineering and product line development
- Led cross-functional team in identifying and implementing improved internal procedures
- Established, renewed, managed multiple vendor strategic alliance programs
- Developed sales development strategy including field training tour and training incentives
- Elevated revenues from \$19.8M to \$59.5M in 18 months generating \$24.9M in gross profit

#### Manufacturing Operations - Major Program Management for Fortune 150 Company

- Program Manager of multiple major Aerospace & Defense Programs
- Clients included government agencies and top military prime contractors: Air Force, Army, Boeing, FAA, General Dynamics, Harris Government Communications Systems, Harris Space Systems, IBM Federal, McDonnell Douglas, NASA, Northrop Grumman, Raytheon
- Developed relationships with multiple client Program Managers and Decision Makers
- Led Program Management Reviews and Internal Product Requirements Meetings
- Directed Development and Manufacturing Operations cross-functional teams to deliver custom real time computer system solutions for C4I, simulation training, range & telemetry
- Delivered over \$40M in BTO/CTO computer systems to Aerospace & Defense customers

#### Maritime Industry - Robotic Automation for Ship's Production & Refit Process

- Business Development and Program Management for development-stage company
- Identified and executed international marketing campaign in super yacht industry
- Delivered Abstract to International Super Yacht conference which won Innovation Award
- Executed marketing campaign within National Shipbuilding Research Program
- Published White Paper with Society of Naval Architects & Marine Engineers
- Conference speaker at multiple professional marine and Navy conferences
- Program Managed Multi-Vendor Engineering Concept Study winning \$4M prototype request for an advanced technology solution from Northrop Grumman Newport News

#### Oil & Gas Industry - Hydraulic Fracturing Water Remediation Technology

- Development stage company, VP Strategic Programs, EVP of R&D Division
- Ran RFI/RFP for consulting support for competitive business intelligence
- Implemented supply chain management systems (ERP, CRM, LIMS, SolidWorks EPDM)
- Restructured division responsible for Technology Transfer and R&D, Laboratory Services, EHS & Training Services, Water Research Programs and Strategic Alliance Programs
- Developed Remote Monitoring Communications System for fielded units
- Remote monitoring to reduce fielded unit OPEX by \$100K/Unit/Year - \$1.6M savings

#### Healthcare Information Technology – Service and Technology Solutions

- Data Security, RF Engineering and Wireless Networking Consultant
- Defined Point to Point Communications proposal for Level 1 Trauma Center
- Developed alternative wiring solution for legacy hospitals to deploy Broadband Internet
- Cost savings for a single 200-bed legacy hospital exceeds \$300K
- Developed seamless cellular/WiFi solution for hospital, education & enterprise networks
- RF Engineering surveys and properly engineered wireless networks provide secure and improved data network communications and readiness to deploy "Meaningful Use EHR Technologies" as part of Clinically Integrated Networks enabling ACOs, Physician Practices and Hospitals eligibility for CMS stimulus and delivery of "best practice" patient care