

## SKILLS

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- Recruit, retain, motivate and manage top technical performers.
- Excellent organizational skills including managing teams, planning and budgeting, and coordinating with business units.
- Work with clients, from top management to end user, to determine business needs and discover how information systems can fulfill the organization's requirements and plans.
- Can intuitively break down and attack technical challenges and can analyze, assimilate, and utilize new technologies quickly.
- High-level communications skills -- has spoken at numerous technical conferences, published over forty articles in the trade and technical press, and has been quoted many times in the technical press.
- Excellent technical contacts throughout the software industry as well as other business categories.
- Never failed on a project.

## KEY PROJECTS

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### **Coast Asset Management LP, Santa Monica, CA**

2004-2006

Hedge fund & Fund of Funds, with \$4.5b assets under management

#### **IT Manager / Applications Architect**

- Built IT department
- Implemented Trading, Investor Relationship Management, Portfolio Management, Marketing, Sales Commissions, Accounting, Reconciliation, Fund of Funds Portfolio management systems
- Managed \$3.5m/year budget

### **Gap, Inc., San Francisco, CA**

1991-2006

Retail apparel, including Gap, Old Navy, Banana Republic, and Forth & Towne brands

#### **Application Architect / Engagement Manager**

- Designed, developed, and supported ColorByNumbers™ application used for product development, vendor management, and quality-control worldwide.
- Provided onsite and remote support for San Francisco, New York, Miami, Hong Kong, Singapore, Seoul, New Delhi, Istanbul, and Lima.

### **Marc Solomont Real Estate Finance, Los Angeles, CA**

2001-2006

Retail mortgage refinancing shop

#### **Application Designer / Programmer**

- Turned-around failed project, then built it into a successful marketing tool for retail mortgage refinancing, extended it to database-driven website with calculators and online application.

### **V.I.C., Venice, CA**

1999-2002

Internet industry organization website (theVIC.org)

#### **Project Manager / Programmer**

- Managed design and creation of community website, designed and coded database-driven jobs site

### **NAKED JUICE, Pomona, CA**

1999-2002

Fresh juice company, div of Chiquita, website

#### **Project Manager**

- Developed high-traffic site.

### **KABC TV, KGO TV, Los Angeles, CA**

1999-2001

Television station website

#### **Project Manager**

- Created seven advertiser-sponsored websites

- E-Online**, Los Angeles, CA **1999-2001**  
 Television network website  
**Project Manager**
- Created three advertiser-sponsored websites
- MONTALVO**, Santa Monica, CA **1997-2002**  
 Custom clothiers  
**Application Architect / Engagement Manager**
- Created Apexo, workflow and billing system.
- US ARMY**, Panama City, Republic of Panama **1991-1999**  
 Repair depot, all non-weapons equipment for USA in South America  
**Application Architect / Engagement Manager**
- Designed and developed “FARSITE”, a maintenance logistics system tracking problem reports, check-in, repair, inventory, parts-requisitions, ordering, and vendor contracts.
- DISNEY CONSUMER PRODUCTS**, Burbank, CA **1995-1997**  
 Hyperion, Disney, and Miramax books (publishers)  
**Project Manager / Analyst / Programmer**
- Created and supported TRIPS (Trade Royalty Information Processing System), a book publishing royalty-processing system.
- KMTG**, Sacramento, CA **1992-1997**  
 Law firm  
**Requirements Analyst / Software Developer**
- Created CACTUS (Class Action Tracking System).
  - Tracked 80,000 claims, with mailings and returns, utilizing bar-coding, scanners, printed 13,000 checks totaling 20 million dollars in 7 days.
- TRIANON PALACE HOTEL**, Versailles, France **1994-1995**  
 Visual Hotel software system.  
**Project Manager, technical architect, database designer**
- Managed large team to develop industry’s first integrated reservation systems allowing all departments to share unified traveler reservation, with sub-second response time.
- MICROSOFT**, Redmond, WA **1991-1992**  
 Programming tools and languages  
**Author, programming educational tools**
- Created sample application on product disk, and wrote examples for FoxPro 2 manual (credited)
- BORLAND SOFTWARE**, Scotts Valley, CA **1992-1993**  
 Programming tools and languages  
**Author / programmer / marketing**
- Created demo application and demo scripts for dBase for Windows programming language, used by executives and sales staff.
- FOX SOFTWARE**, Toledo, OH **1990-1991**  
 Programming tools and languages  
**Author, programming educational tools**
- Contributed to FoxPro1 programming language, credited on product disk label and in manual.
- DENNY'S RESTAURANTS**, Irvine, CA **1990**  
 Restaurant chain  
**Designer and Project Manager**
- Created central menu-pricing distribution system used nationwide.
- VETERAN'S ADMINISTRATION**, Los Angeles, CA **1988-1990**  
 Research section of VA  
**Project manager, developer**

- Developed grant database used by US Congress.

**ALLERGAN, Irvine, CA** 1988-1990

Specialty Pharmaceuticals

**Project Manager**

- Ad scheduling system

**FIRST INTERSTATE, Los Angeles, CA** 1988-1990

Bank headquarters

**Project Architecture, Management, Programming, Database design**

- Wrote asset and recovery management system.

**ERNST & YOUNG, Cleveland, OH** 1988-1990

Big 8 accounting & consulting firm

**Project management & programming**

- Developed security analysis product for a key client-service

**BANK OF AMERICA, Los Angeles, CA** 1987-1990

Trust department trading desk

**Project Management, financial programming and database analysis**

- Managed \$1.2 million trading system reconciliation system for the trust dept.

**SBT Authorized Partner, Los Angeles, CA** 1986-1990

Multi-module accounting system

**Project Management, staff management, programming**

- Sold and modified SBT accounting software in the Los Angeles area.

**Execu-Data, Reseda, CA** 1984-1987

Property management system

**Accounting and payroll programming, modifications and custom modules**

- Developed modifications to Execu-Data software and wrote custom modules for their clients.

**Governor Jerry Brown, Los Angeles, CA** 1984-1986

Donor management and fundraising system

**Programming and program design**

- Conceived and wrote applications for former Governor Jerry Brown's political committee.

## **EMPLOYMENT HISTORY**

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**SYSTEMS ENGINE, Santa Monica CA** 2004-2005

Financial services software development

**Founder, President**

- See Key Projects list

**TECH III, Santa Monica, CA** 1984-2004

Software and database development consulting company

**Founder and president**

- See Key Projects list

**HEALTH PRACTICE MANAGEMENT SYSTEMS, Boston, MA** 1983-1984

Medical practice management software/hardware system

**Regional Sales Manager, East Coast (82-83), West Coast (84)**

- Top closer 82, 83, 84

**QUALITY SYSTEMS, Tustin, CA** 1982-1983

Medical practice management software/hardware system

**Sales Rep**

- Top sales rep, individually closed \$600k and participated in \$2m

- MOORE BUSINESS SYSTEMS**, New York, NY 1981-1982  
 Medical practice management software/hardware system  
**Sales Rep**
- Top-selling sales rep nationwide 81, 82
  - Developed additional markets through product extensions
- ROYAL INSURANCE**, New York, NY 1980-1981  
 Insurance company IT Department, Special Projects Group  
**Systems Analyst / Project Manager**
- Designed and managed priority projects selected by Board of Directors.
  - Implemented 10-digit zip-code transition company-wide, architected systems support for new insurance lines
- MCRAW-HILL, FW Dodge Publishing Division**, New York, NY 1979-1980  
 Economic forecasting  
**Methods Analyst**
- Workflow design and documentation

## **SPEAKING & WRITING ENGAGEMENTS**

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- Alpha Magazine** 2005  
 Interviewed for Feature
- WindowsFS.com** 2005  
 Online Magazine  
 Interviewed for Feature
- Los Angeles Delphi Users Group** 2005-2006  
 President
- Los Angeles Delphi Users Group** 2005  
 Speaker, “How to Start & Stay In Business”
- Los Angeles Delphi Users Group** 2004  
 Speaker, “Website Database Methodology”
- VIC/e** 1999  
 Online & Email Newsletter  
 Writer, “Databases for Geniuses” feature
- Coderzine** 1993-1995  
 Online Newsletter for Programmers  
 Founder / Editor
- Microsoft FoxPro 10-day Advanced Programming Classes**, various US cities 1993-1995  
 Trainer
- Computer Society Conference**, Boston, MA 1992  
 Speaker
- Downsizing Expo**, San Francisco, CA 1992  
 Speaker
- Microsoft FoxPro Conference**, Scottsdale, AZ 1991  
 Speaker

Fox Software conference, Milan, Italy Speaker	1991
Ashton-Tate Software Conference, Amsterdam, The Netherlands Speaker	1991
Database Advisor Contributing Writer	1988-1990
Fox Software Conferences, Toledo, OH Speaker	1989-1990
Ashton-Tate Conference, Los Angeles, CA Speaker	1988
Ashton-Tate Quarterly Editorial Advisory Board / Contributing Writer	1985

### **APPLICATIONS IMPLEMENTED & MANAGED**

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FundRunner

PerTrac

Electra Staars & Recollect

Visual Portfolio Manager

Data services including Bloomberg, Tradeweb, Chase

MAS 90, MAS 500

Proprietary Analytics (“quant”) applications

Microsoft Windows servers, including Exchange, Sharepoint, and SQL Server

Microsoft Windows client platforms, including Windows 2000, Windows XP

Microsoft Office, Access, Project, Visio, Publisher

MSDN, Visual Studio 6, Visual Studio 2003, Visual Studio 2005, Visual Source Safe

Macromedia Dreamweaver and Flash

Adobe Photoshop and Adobe Acrobat

### **SOFTWARE PRODUCTS DEVELOPED**

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<b>APEXO™</b> Light Manufacturing Workflow, Billing, & Receivables System	1999
<b>FARSITE™</b> (Forward Area Repair Service Information Tracking Entity) Repair-Facility Management System	1994

<b>SCAN-A-LYZER™</b> Code Management & Programming Tool	1990
<b>PRO-DEMO™</b> Accounting Software with Source-Code, Distributed with FoxPro	1990
<b>WING-IT!™</b> Easy-to-Modify, Easy-to-Learn Accounting Software with Source-Code	1990
<b>INSIDE PARTNER™</b> Software for Manufacturer's Reps	1990
<b>CODE RIDER™</b> Programming Library	1990
<b>FOXY FAXER™</b> Fax Component for Microsoft FoxPro	1990

## **PROGRAMMING LANGUAGES**

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**Visual Basic DotNet**

**C-Sharp DotNet**

**Delphi**

**SQL**

**Visual Basic**

**Visual FoxPro**

**HTML**

**C, Java, Javascript, and Perl.**

## **DATABASES**

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**Microsoft SQL Server**

**Oracle**

**DB2**