

INFORMATION TECHNOLOGY EXECUTIVE**Marketing Objective: Permanent or Interim CTO/CIO opportunities.**

A principled, strategic-minded executive known for strong IT tactical and technical skills, who diagnoses existing technologies, analyzes configurations, assesses staff and executes plans to ensure alignment to business goals. Background in professional and financial services, insurance, reinsurance, medical-device manufacturing, electronic media and securities industries. Specific expertise in:

Strategic IT Planning & Execution**Change Management Initiatives****IT Staff & Project Management****Hardware & Software Design & Implementation****Forecasting & Budgeting****Vendor Relationship Management****PROFESSIONAL EXPERIENCE****WOODHILL ASSOCIATES, LLC – WILTON, CT 1998 – PRESENT****President and Consultant**

Provide IT strategic, tactical management and technical consulting to SMBs and corporations with revenues of up to \$500M on a short-term and full-time basis. Serve as CTO/CIO to guide companies with IT business initiatives by analyzing, identifying, specifying, planning and implementing projects. Team with clients during discussions and negotiations with vendors and customers.

Significant Assignments and Accomplishments

- **“A.S. Inc.”** – Reported to CEO of international ASP (Application Service Provider) as interim CTO during a personnel transition.
 - **Responsibility:** To manage IT staff, systems and projects to keep them on track.
 - **Action:** Assessed staff, current plans and projects, systems and policies to put operational processes in place. Discovered major IT project had a 90% probability of failure and would jeopardize future business; proactively expanded scope of responsibility to develop replacement IT plans to upgrade infrastructure/OS/software.
 - **Result:** Developed and led more confident and committed teams to create a new and better design and a more achievable implementation plan at a 25% lower cost and with significantly reduced risk to the company, while maintaining its SLAs (Service-Level Agreements) at or above 99.9% system availability.
- **Connect Computer, Inc.** – Reported to Board of Directors of national full-service IT solutions provider.
 - **Responsibility:** To identify and correct unprofitable company practices.
 - **Action:** Implemented process directives, mentored senior staff, guided company direction and client interaction. Identified and helped retain profitable clients and let unprofitable clients go.
 - **Result:** A direct positive impact to the bottom line of 20%.
- **TPC Systems, Inc.** – Reported to VP, Development for a provider of convergence technology and communications solutions.
 - **Responsibility:** To analyze outsourced IT needs and to manage projects.
 - **Action:** Reviewed company’s needs and current solution; identified alternate technical solutions and providers.
 - **Result:** Client implemented a more reliable IT platform and was able to embark on new technology initiatives.
- **NST Systems, Inc.** – Reported to President of 16-person software development and integration consulting company as Director of Applications Development and Project Management.
 - **Responsibility:** To manage and provide structure for Software Development Department.
 - **Action:** Managed full project lifecycle – from pre-sales support and discovery phase through development, testing and implementation of client/server-based custom software solutions (Internet, Intranet and Visual Basic/SQL-based applications). Designed and executed company-wide, integrated project-management process.
 - **Result:** On-time, cost-effective solutions exceeding the company’s client expectations.

- **e-Media, LLC** – Reported to COO of e-commerce-enabled-streaming-media Internet company as Senior Producer.
 - **Responsibility:** To manage client and internal website development, including creation of project plans and management of company resources.
 - **Action:** Managed full project lifecycle, from client discovery phase through web development and implementation. Created and implemented processes and procedures covering all aspects of client-focused web development. Managed web projects from e-commerce through entertainment to e-Media’s own corporate website – HTML, Cold Fusion and Flash-based with SQL databases.
 - **Result:** Increased project management effectiveness, with customers reporting satisfaction with successful websites produced on-time and with expected functionality.
- **Diageo PLC** – Reported to CIO of global liquor and spirits importer.
 - **Responsibility:** To create an operations-effectiveness/change-control analysis and business-process reengineering proposal and implementation plan.
 - **Action:** Analyzed current policies and wrote plan providing actionable initiatives.
 - **Result:** Gave CIO capability to target identified problem areas with viable remediation.

JOHNSON & JOHNSON PROFESSIONAL, INC. – STAMFORD, CT 1993 – 1998
Director, Information Technology

Reported to President of medical-device-manufacturing company to create and manage a suitable IT department.

- Created IT function and systems that passed due-diligence reviews by suitor JJPI of Johnson & Johnson. After company’s acquisition, responsibilities expanded to encompass the multi-national structure and systems of J&J.
- With a capital budget of \$3M+ led international teams and contractors in U.S., England, Ireland, Belgium and France in technology implementation of state-of-the-art manufacturing facility in Ireland.
- Project-managed technology infrastructure and suite of business applications for the Irish facility to allow for future expansion. Systems included Documentum and JD Edwards. Achieved on-time, on-budget successful implementation.

NAC REINSURANCE CORPORATION – GREENWICH, CT 1990 – 1993
Manager, Operations and Systems Support

Reported to CIO of reinsurance company with responsibility to manage Operations and Systems Support. Restructured staff and rebuilt hardware and software platforms to create a reliable, stable and scalable environment that resulted in users gaining for the first time complete confidence in IT infrastructure and support team. Also provided operational contingency with viable Business Continuity / Disaster Recovery plans.

PREVIOUS EXPERIENCE – NEW YORK, NY (1973 – 1990)

GOLDMAN SACHS & COMPANY:	Project Management Consultant
RAYTHEON CORPORATION:	Project Consultant
CHEMICAL BANK:	Manager IMS Support & Manager Q.A.
SALOMON BROTHERS:	Senior IMS Support Analyst
IRVING TRUST:	IMS Support Analyst
METROPOLITAN LIFE INSURANCE:	Programmer Analyst

EDUCATION

B. S. Computer Science – Florida Institute of Technology – 1972
 University of Michigan Business School – Mid-Management Development Program
 Introduction to ISO and Implementing ISO 9000; GMP/QSR; ISO 9000; The Manager and the Law