

Senior Vice President of Software Product Development:

Encoda Systems – Broadcasting

Averted a \$50 million dollars loss by turning a product with an angry client base into the flagship product of the company with strong client references.

Matured a multi-site software product company of 230 engineers in the broadcast industry. I increased productivity, improved quality, and eliminated redundant product offerings; thereby creating a predictable effective engineering organization that met deliverables.

Vice President of Software Engineering:

ChannelPoint – Web Insurance

Overhauled a multi-product development group of 120 engineers from consistently missing project deadlines to making over 80% of their deliverables on-time.

Successfully implemented development and management processes that significantly increased quality, productivity, and time-to-market for a Web based Insurance product.

Executive Director of Firmware:

Seagate – Computer Storage

Revitalized a group of 72 computer storage engineers by implementing strong project planning, tracking and oversight processes, matured engineering practices, and created a positive work culture resulting in greater creativity and productivity.

Vice President of Product Engineering:

Neon – Banking

Transformed an angry banking client into a satisfied and happy client by improving the development group's product quality and on-time delivery of project milestones.

Director of Product Development:

Peak – Warehousing

Improved software development efficiency 76% in six months for a company that delivered fixed price software solutions in the warehousing industry.

Program Manager:

Booz-Allen – Satellites and Simulations

Saved a \$5 million dollar development project and received follow-on work after replacing the Program Manager on a cancelled simulations project. Restored the client's trust by implementing new project management disciplines and demonstrating on-time delivery of incremental milestones. Recommended by the client to write chapters on project management for a simulation and modeling textbook published by the Air Force.

Site Program Manager:

SAIC – Simulations and Detection Systems

Eliminated an 18.5 million dollar loss by proposing a new design that met the client's original needs, but also provided a new state-of-the-art solution; thereby signing a new contract with sufficient funds to deliver the project.

Integration Lead:

TRW – Avionics and Communications

Rescued the hardware / software integration for a \$120 million dollar avionics project that was significantly behind schedule after taking over as the integration lead. Delivered a successful demo to the Secretary of Defense within the original schedule.

Technical Innovation:

TRW – Avionics and Communications

Regained customer support for a \$120 million dollar avionics project that was being threatened due to the client's lack of faith in the original technical approach for system up time. Satisfied the client by proposing and developing the first real-time implementation of Artificial Intelligence used on an aircraft.
