

SUMMARY OF QUALIFICATIONS

Business strategist CIO with proven record of delivering major value via performance and process improvements in both the public and private sectors. Successful consulting background combined with corporate and public education management experience provides a broad spectrum of expertise.

Specialties include K-12 related technology initiatives, technology and instructional technology needs assessments and implementations, complex business solution design and delivery, process analysis and improvement, and management of the entire software implementation cycle from requirements analysis and solution design through deployment.

WORK EXPERIENCE

GRATA SOLUTIONS, LLC

June 2012 to present

Managing Member

Business solutions provider serving public (with a focus on K-12) and corporate entities in the areas of technology initiatives and planning, process improvements, business solution delivery, complex problem solving, software selection and implementation, product development, and foundational technology services.

BALDWIN COUNTY PUBLIC SCHOOLS

Apr 2004 to June 2012

Director of 21 member IT Services division for 3,000 employee, 28,000 student, 44 school district

- Transformed a district cited in 2002 as among Alabama's five worst in meeting technology standards into one regionally and nationally lauded for its effective use of administrative and instructional technology.
- Sustained and grew technological impact on instruction and administration despite 45% budget reduction.
- Achieved *significant* savings via administrative, process, and technological modifications including:
 - 46% reduction in open work orders at months' ends and 60+% decrease in average cycle times.
 - \$185K saved annually on wiring costs through in-sourcing to a re-purposed team member.
 - Cycle time reductions of 75+% for cafeteria operations, 50+% for Board related administration, 7.5 days/mth saved for After School Care personnel, and 4 hrs/week saved per Attendance staff.
 - 8000+ annual queries resolved through an automated custom Geographic Information System (GIS) portal eliminating the clerical staff manually answering those questions over the phone.
 - \$275K annually saved and/or avoided on energy costs via virtualization and energy management.
- Established critical enablers allowing the school district to better conduct its "business", including:
 - A fully redundant fiber network connecting all 44 campuses increasing bandwidth by 6600%.
 - Funding model to proactively replace 8000+ teacher and student PCs and other critical hardware.
 - Connection of more than 200+ classroom outbuildings to ensure instruction is ubiquitous.
 - Intra-district replication of all key systems for disaster recovery and business continuity.
 - Implementing wireless networks at all 44 campuses to further augment instructional capabilities.
- Skilled in creatively funding strategic IT operations through achieved cost savings, vendor partnerships, restructuring key purchasing standards, and utilizing multiple and disparate funding sources.

VISIPIRISE, INC

Jan 2002 to Apr 2004

Senior Project Manager and Process Excellence Liaison

- Managed the definition, analysis, and improvement of business processes and best practices in manufacturing system's product development, solution delivery, and sales cycle.
- Served as the technical sales resource in the successful enterprise sales cycles for Visiprise's two largest clients: Raytheon Company and Hewlett Packard.

- Directed the requirements definition and functional design of new modules introduced to the manufacturing system (SCE) to resolve existing clients' business problems.
- Managed the implementation and support of the legacy software product (SFDM) at seventeen Raytheon Systems Company facilities.
- Established a data gathering process that reduced pilot preparation time by 30+%.

ROH & ALVARADO CONSULTING

Jan 2001 to Jan 2002

Founded and managed a limited liability consulting company delivering process and software solutions

- Managed deliverables for GenRad clients Raytheon, Nokia, Sun Microsystems, and Solectron.
- Increased GenRad's service revenue from the Raytheon project by more than 1600%.

ANDERSEN CONSULTING (now ACCENTURE)

Feb 1997 to Jan 2001

Client: BellSouth Corporation

Mar 2000 to Jan 2001

Assisted in designing a single supply chain management (SCM) solution at BellSouth.

- Led a team in the analysis of 40+ legacy systems to establish the SCM solution's preliminary system design. Determined required reports, interfaces, conversions, and extensions.

Client: Industrial Computer Corp (ICC) and GenRad Corporation

Mar 1997 to Jan 2000

Managed complete cycle of software implementations from inception through support.

- Gathered business requirements and analyzed processes to determine the most appropriate and feasible software solutions to remedy gaps and deliver efficiencies.
- Negotiated, defined, and delivered \$1.3M worth of software enhancements. *All deliverables were on time, and on budget, with implementation issues reduced 95+%.*
- Accounts managed included Raytheon, Sun Microsystems, Lucent, and Tandem.

EDUCATION

Master of Industrial & Systems Engineering; Auburn University, Auburn Alabama, 1996

- Internship at Hoechst Celanese, Pampa TX

- Co-op at Schlumberger Industries, Tallassee AL

Bachelor of Industrial Engineering, cum laude; Auburn University, Auburn Alabama, 1994

RECENT AWARDS & RECOGNITION

2011 – IT Services' eMINTS program implementation was one of ten technology programs profiled nationally to highlight the effective use of technology funds in education.

2009 – Named to **Mobile Bay Monthly's** inaugural **"Forty Under 40"** list of outstanding leaders.

2007 –Named the **National Public Schools' CIO of the Year** by the Consortium for School Networking (CoSN) for improvements to academic achievement and administrative processes.

2007 – Named to the **National School Board Association's (NSBA) National "20 to Watch"** list of those education technology leaders reflecting a spirit of innovation, creativity, and collaboration.