

Résumé

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A leader and key participant in start-up to midsized enterprises, I quickly and efficiently deliver high quality results.

Significant experience with hardware, software, and networking on platforms ranging from imbedded systems through mainframes. Manage and participate in the development of successful high tech products – architecture, design, development, test, debug, support, documentation, sales, marketing, information technology, strategic planning, finance, and administration. Excel at designing easy to use interfaces for complex products. Specialize in Disaster Recovery/Business Continuance and Security.

Thirty-plus years experience in the computer industry. Designed and developed over ten commercial software/hardware packages, yielding direct revenues of more than fifty million dollars to date. Written and edited thousands of pages of product documentation, specifications, user's guides, reference, and marketing materials. Lead groups from two to seventy-five people. Managed companies, divisions, and departments.

Founded and ran a consistently profitable, award-winning software company with 1985-era annual sales of over one million dollars, then executed a merger with a larger organization, resulting in a twenty-five times return-on-investment for the initial investors.

Founded and ran an enterprise that developed a world-class, open-systems data storage product, then sold this business to a top-tier, publicly traded storage supplier.

Certifications

Certified Information System Security Professional (CISSP)
DRII Certified Business Continuity Planner (CBCP)
Storage Networking Industry Association (SCSA, SCSP, SCSE)
US Amateur Radio (Extra) license (AF6FO)

October 2005 - Present – Owner, Ark Systems Corporation

Negotiated and acquired the rights to technology to spin-off and restart an LSI Logic business unit. Redesigned and extended the product and technology, and sought business partners and investors. Two U.S. Patents pending.

Developing IBM mainframe log capture product for LogLogic Corporation.

Consulted with Network Appliance Corporation to assimilate, debug, and document defunct supplier's storage modules and firmware.

Providing expert witness consulting to The Chatham Group in Patent infringement cases.

Author of technical book on Computer Storage Systems (in process).

October 2005 - Present – Co-founder, TraxRx Corporation

TraxRx provides radio frequency identification (RFID) solutions to the pharmaceutical industry, notably for tagging prescription samples. Formed the company, setup the IT infrastructure, contributed to the design and development of the product, and filed one pending U.S. Patent.

March 2006 - Present – Owner, Cthia Productions

Developed a historical testing and simulation product for the trading of equities. This application allowed traders and financial institutions to measure and validate trading systems and portfolio management methodologies.

May 2000 - October 2005 – Senior Director, Staff to President, LSI Logic Storage Systems, Inc.

Ran the LSI Logic Storage Systems Milpitas Development Center from May 2000 to March 2002. Handled development, debugging, testing, technical and marketing documentation, and support for the *ContinuStor Director* (CSD). CSD's were successfully installed and used in production in over sixty locations worldwide.

Owing to changes in corporate strategy, CSD sales were discontinued in mid-2002 and the Milpitas Development Center was eventually closed. Continued as Staff to the President, facilitating and participating in a number of critical projects, such as adding Serial ATA (SATA) and iSCSI support to LSI Logic's flagship product lines.

Participated in executive staff strategic planning, budgeting, DR/BC, product roadmaps, employee satisfaction, IPO, spin-off, and internationalization. Provided business, technical, and project consulting to Engineering, Marketing, and Advanced Architecture.

January 1995 - May 2000 – Founder, Ark Research Corporation

Founded Ark Research to develop and market advanced storage subsystems for the open systems market. The product transparently added advanced functionality such as remote data mirroring to existing server and storage configurations with no changes to existing systems and applications.

As founder, designed and personally developed a majority of the product's operating system, networking, application code, and documentation. Raised seed, first and second round venture capital funding, and managed all of the administrative activities -- company startup, facilities, information technology, finance, personnel, insurance, 401K, payroll, investor relations, and served on the Board of Directors.

Approached several established storage companies and, having received multiple offers, negotiated an acquisition. Ark Research was acquired by LSI Logic Storage Systems in May 2000.

April 1991 - June 1994 -- Vice President, Andor Systems, Inc.

Developed, manufactured, and marketed *CacheXchange* (CXC), a mainframe storage subsystem for Direct Access Storage Device (DASD) global caching and disaster recovery. Reporting to the President, was responsible for product development, the architectural integrity of the product, and plans and designs for future products.

With less than ten percent of the capital and personnel of our smallest competitor, brought an extremely complex hardware/software product to market. Personally developed the majority of CXC's internal caching operating system, including all Remote Dual Copy/DASD code (the world's first implementation). Contributed to high-level technical support for sales support and customers, and participated in product testing performance tuning, and debug. Multiple Patents filed.

July 1981 - April 1991 -- Founder, Kolinar Corporation (Relay Technology)

Developed and marketed systems and applications-enabling products for the IBM operating system environment, and operating system extensions. 1989 revenues were over five million dollars.

Directed product development, product support, customer support, documentation, and two computer centers. Managed the conversion of all company products to the IBM extended architecture environment -- requiring significant changes to twelve products, including the rewriting of four products. Responsible for the conversion of all documentation to the IBM/BookMaster format (a precursor to HTML). Brought six divergent technology groups together and instilled a strong sense of cooperation, dedication, and loyalty into the group.

Founded Kolinar Corporation to develop and market productivity tools for the IBM marketplace. Released over six products in multiple versions into the marketplace. Two won ICP awards. Many industry experts considered XMENU (a product I conceived and wrote) the *de facto* industry standard for VM windowing and terminal interaction – it is still in use today, over twenty years later.

Directed all company activities, including fundraising, budgeting, management team building, executive management, and strategic planning. Was intimately involved with cash flow management, facilities planning, computer center acquisition, installation, and setup, product design and development, sales and marketing, printing, and administration and finance. Kolinar had an unparalleled reputation for product quality, support, and service.

October 1977 - May 1981 -- Systems Manager, Amdahl Corporation

June 1975 - October 1977 -- Systems Programmer, NASA

September 1972 – June 1975 – Cooper Union, BSEE program

Other Activities

Co-author of "*VM Applications Handbook*," and "*The REXX Handbook*," both published by McGraw Hill – Twelve sole-inventor Patents Issued, Five Patents Pending -- Speaker at many industry functions -- Keynote speaker at technical workshops -- Taught many technical classes, including classes in Japan, Italy, England, and Germany -- Served on computer planning and acquisition committee for local public television station -- Helped in fund-raising for homeless charity and college building fund -- Acted as advisor to several start-up companies -- Member of AMA, ACM, IEEE, AES, and several regional technical groups -- Own a large technical library and a vast complement of computer software and hardware -- Own private state-of-the-art digital recording/music studio. Contributed to music recordings as composer, performer, producer, and engineer. Have multiple websites and blogs.

Born 1954 -- Married, have two children -- Excellent health -- Willing to relocate

References available upon request.