

Summary:

Passionate technical leader with over 20 years of service organization operational management experience.

Proven ability to drive strategic initiatives across organizational boundaries with enthusiastic adoption.

Thought leader and frequent event speaker on Information Technology and Business Transformation.

Wide breadth of experience in designing, implementing and managing technical and business process solutions coupled with expert, current and wide-ranging hands-on skills.

Specialization in:

- Cloud Architecture and PaaS Deployment
- Infrastructure Design, Software Development and Architecture
- Data Analytics, Database and Data Warehouse Architecture
- ERP Systems and Industry Specific Applications across multiple Vertical Markets
- Professional Services Management and Delivery, including:
 - Business process review, gap analysis and engineering.
 - Consolidation and integration resulting from M&A or centralization initiatives.
 - Catalog of Services design and SLA negotiation
 - Financial modeling and analysis
 - Business Intelligence and Analytic Solutions
 - Identity Management, Directory Services and Messaging design
 - Security Architecture and Policy design
 - Audit and Legal Compliance and Governance
 - Business project management, including risk management, resource allocation, logistics and budgeting
 - WAN and site design
 - Application migration, development, upgrade and integration

Professional Experience:

Dell EMC (9/05-Present) Distinguished Engineer and CTO, Northeast and Mid-Atlantic Division

Broad experience at Dell EMC in multiple business and technical roles focused on enabling customer transformation. Since 2016, CTO for Northeast and Mid-Atlantic Division, responsible for driving business outcomes for Dell EMC strategic clients and partners and enabling business transformation leveraging Dell Technologies offerings. Coordination of comprehensive cross-functional integration with all Dell Technologies business unit, sales, presales, support and delivery organizations, driving effective customer engagement and support.

Business and Technology Associates, Inc. (8/99-9/05) President & Practice Director

President and Practice Director of Waltham, MA-based business and technology consulting firm specializing in M&A integration. Responsible for financial operations and delivery management to Fortune 1000 and public sector clients such as Data General, the Massachusetts Dept. of Revenue, EMC, the United Nations, and many others.

Technology Advisers, Inc. (4/98-8/99) Technical Director

Responsible for delivery of a wide range of business and technology consulting services, acquisition and supervision of technical personnel, creation of technical delivery standards and practices as well as business development for this SMB-focused Boston-based consulting firm. Created eCommerce practice, developed hosting services and telephony offerings.

Xerox Connect (2/97 – 4/98) Principal Consultant

Responsible for Presales Business Development and delivery management to XL/Xerox Connect's largest clients. Hands-on delivery of technical services to critical clients including LCI, Turner Broadcasting, Staples, Lewco Securities, Dunkin Donuts, many others.

XL Connect Solutions, Inc. (4/96 – 1/97) Professional Service Organization Manager

Nationwide consulting firm. Responsible for New England Regional P&L, management and allocation of all technical resources. Expanded offering portfolio to include a wide range of consulting services including Business Analysis, WAN Architecture Design, Messaging System Architecture, Network and Systems Planning, Application Development, Remote Access Systems, Wireless LAN and Telecommunications, Network and Internet integration, E-Commerce Internet and Extranet Architecture, etc.

Promoted 2/97 to Principal to enable nationwide focus and expand role in business development.

Insight Consulting Corp. (2/95 - 4/96) Partner

New England based consulting firm. Responsible for management and delivery of technical services. Helped grow firm from four resources to regional consulting firm with Fortune 500 client base, including CVS, many others. Insight was purchased in 4/96 by XLConnect, and remained with the new entity to direct NE operations.

Online Computer Market (10/93 - 2/95) Manager of Development

Manager of Development for successful startup internet company during the early days of the Internet boom. Served as Manager of Development, designed and prototyped company's software line, supervised the execution of custom client software applications. While with OCM (ultimately acquired by CSC), served as the Project Head and Chief Programmer on custom projects and web communities for over 60 high volume clients, including The Patricia Seybold Group, Banyan Systems, Proteon, and Microsoft.

Education:

Harvard University

Publications:

The Microsoft Exchange Guide
Published by Harcourt Brace/Academic Press
The Windows NT Server 4.0 Guide
Published by Harcourt Brace/Academic Press