

Resume

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Summary

Insightful visionary with strong technical background, results orientation, excellent communications skills, positive attitude, international experience and proven leadership.

Management

Experience includes responsibility for Engineering, Marketing, Product Management, Marketing Communications and Application Engineering organizations. In 1999 I was elected to the Board of Directors at Badger Technology.

Technical

Background designing and implementing embedded systems, Internet appliances, operating systems, networks, and turnkey applications. I have a thorough understanding of Internet technology and applications, Information Technology, Network Access, Wireless, Voice/Data PBX's, Telephony, Linux, PDA's, Office Automation and open source software.

Fragos Tech, Fresno CA (5/06→Present)

Internet Coach, Business Consultant & Owner

- [3 Joe's -- How we see it!](#)
- [Pacific States Capital Corp.](#)
- [Screenplay Call](#)
- [Christian Leader life Coaching](#)
- [Birdnest the Movie LLC](#)
- [Not Silent.org](#)
- Maris Entertainment, Zombie Hunters Movie
- Rugby Football League, Las Vegas NV

Americorps, Fresno CA (10/04→5/06)

Technology & Business Consultant, Fresno County United Way

- Developed Five Year Business and Technology Plans for the Central Valley 211 Call Center.
- Developed Call Handling Procedures, Client Tracking and Service Agency Data Base.
- Opened Call Center 2/11/06 - 1 year ahead of plan.

Emergency Management Coordinator, Fresno Fire Department

- City of Fresno Emergency Operations Plan and Ordinance for approval by city council.
- Developed Graphical Information Systems expertise and their application to the EOC.
- Developed a successful EOC proposal that blends mobile and stationary technology.
- First Responder support: EMS, fire, accidents, HAZMAT and simulation exercises.
- Emergency Response Training: SEMS, CERT, CPR, First Aid, Shelter Management.

Badger Technology, Inc., Milpitas CA (4/00→9/01)

Mission to complete product development for wireless market and to aid in sale of Badger.

CTO & VP Engineering

- Key player in planning and M&A activity resulting in sale of Badger to Applied Innovation.
- Redirected Engineering, improved quality and shorten the development cycle to 4 months.
- Migrated all development to C++ and Python in an embedded Linux environment.
- Developed the first Universal SNMP MIB for management of non-SNMP devices.
- Developed IP features and protocols (e.g. Static Routing, NAT, SNMP and SMTP) for the SiteAppliance(tm), winning contracts at Verizon, Nextel and field trials at AT&T Wireless.

Larscom Inc., Milpitas CA (5/95→4/00)

Worldwide responsibility for all of Larscom's CPE Digital Access.

Director, Product Management

- Created WANmaker(tm), a fresh concept in public network access. Predicted, 18 months prior, it would be 1st with E1/T1 on the same port, setup learned from the line, web server, email alerts and a graphical test set.
- Totally new design, award winning plastic packaging, on schedule, beat cost objectives by over 10%.
- WANmaker won MCI/Worldcom RFP and was lab approved for worldwide deployment.
- Launched WANmaker into worldwide distribution with initial orders from Tech Data, and resellers in Mexico and France.
- Developed traffic shaping technology partnership resulting in 300% stock price increase.
- Created DSL program with in-house and OEM products resulting in doubled stock price.
- Authored international business plan for the marketing and sales of all products.

Telco Systems Network Access Division, Fremont CA (1/94→5/95)

Responsible for Telco's Access60 IAD product line that in addition to traditional voice and data interfaces, provides Inverse Multiplexing, ISDN, Frame Relay Concentration and legacy access to ATM.

Sr. Product Line Manager

- Developed Access60 for entry into Digital Loop Carrier market, which became Telco's primary focus.
- Access60 was Sprint lab approved for inclusion in the North Supply Catalog.
- Telco continued with my product plan for two years after my departure.

Verilink Inc., San Jose CA (12/90→1/94)

Key player in company transition from T1 DSU/CSU boxes to Digital Access Systems.

Director, Marketing

- Developed the Access System 2000 product line and the Access Manager 2000.
- Partnered a marketing sales tactical strategy that doubled revenue from the Access System 2000.
- Access System 2000 deployed in Central Offices of AT&T and MCI Frame Relay networks.

Telecommunications Technology Inc., Milpitas CA (12/89→12/90)

As a merger of three companies, TTI presented major management challenges. TTI's primary product lines were Intelligent T1 Multiplexers, T1 & T3 Monitoring Units and Microwave Network Management.

Manager, Product Marketing

- Built an Applications Engineering and two Product Line Organizations.
- Responsible for Strategy, Product Management, Marketing Communications and Proposals.

Fujitsu America Inc., San Jose CA (7/87→12/89)

Successfully developed and proposed Integrated Management Systems to Fujitsu Japan.

Product Planning Manager, Engineering

- Performed extensive research of PBX Maintenance, Facilities and Network Management.
- Developed Prototypes and Specifications for the core Operations Management products.
- Coordinated joint US and Japanese development efforts.

Telenova Inc., Los Gatos CA (2/86→7/87)

This unique Voice/Data PBX set new standards for human factors.

Manager, Product Marketing

- Drove the marketing programs at Wang our marketing partner.
- Performed Market Research and Competitive Analysis.

Ztel Inc., Wilmington MA (1/84→9/85)

Ztel's PBX - an integrated digital Voice/Data Office Controller based on Token Passing Ring LAN.

Director, Product Marketing

- Product and Market direction, pricing, packaging and positioning in this technology driven company.
- Selected OEM products and negotiated contracts with vendors.

Digital Equipment Corp., Merrimac NH (2/76→1/84)

Began as Project Manager for the Chicago 911 Emergency Calling System. Was the Office Automation Marketing Manager for Voice and was instrumental in the introduction of Voice Messaging integrated into eMail and the use of Speech Synthesis for telephone delivery of text.

Marketing Manager

- Increased add-on revenue with merchandising and direct mail programs.
- Reduced delivery lead times from 45 to 3 days with warehousing and telemarketing.
- Reduced weeks of inventory from 33 to 25 with marketing programs and controls.
- Generated profits 15% over plan from a 1.2 million-dollar turnkey project.

PRIOR SOFTWARE ENGINEERING BACKGROUND

- Managed specification, development and installation of turnkey credit authorization networks.
- Managed design and development of Word Processing Systems.
- Designed and implemented virtual memory OS, multi-tasking OS and HASP RJE workstation.
- Developed first software controlled microfiche camera.
- Developed computer graphics animated segments for television and corporations.
- Awarded USAF Commendation Medal for Natural Language research.

PUBLISHED AUTHOR

- LAN Times
- Internetwork Magazine
- Telecommunications Magazine
- Communications News
- EETimes
- San Jose Mercury News
- Stars & Stripes
- Book "Aftermath of Experience" in progress.

EDUCATION

- New York Institute of Photography - Commercial Photography
- Westchester Community College - Mechanical Engineering
- Fitchburg State - Computer Science major & Mathematics minor
- Worcester Polytechnic - Project Management
- Harvard Business School - Industrial Marketing Management