

Scott Parramore

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Synopsis

Strong leader, exceptional motivator, out-of-the-box thinker, proven rainmaker. 25 years of monetizing intellectual property, creating new revenue streams, and making things more efficient – and I still learn something new every day.

Skills & Abilities

- Team Building / Managing People & Policy / Finding balance between production and production capability.
- Business Continuity and Disaster Recovery / Crisis Management / Knowing how not to panic.
- Innovative development with limited resources. Finding opportunity with what you have on hand or can get easily. I am a master at making something from seemingly nothing.
- Project Management / SDLC as it relates to Rapid Application Development (RAD) environment, and the ability to bridge the gap between disparate frames of reference.
- Business process engineering and improvement - utilizing principles and resources from the National Institute of Standards and Technology, Info-Tech Research Group, and Microsoft Partner Network.
- Identifying business improvement potential and understanding what technologies and features to apply in a specific situation.
- Knowing when to outsource and when to exploit internal resources. Having the real-world experience of building from the ground up in 3 generations of technology lends insights that are otherwise unattainable.
- Discovery for normalization, project specifications, functional requirements, etc. Working with many different people to glean the truth about their expectations. The expectations are always the variable, but if managed means the difference between a hit or miss.
- Building Emerging Enterprises / Creating and participating in visionary and idealistic ventures. Negotiating a win / win or no deal requires a holistic approach.
- Strategic Planning / Strategic Alliances / Building New & Recurring Revenue Streams. Ideas and innovations abound when parallels and relationships are exploited. I have a unique ability to see relationships where others do not.
- Evangelizing IT in the knowledge worker age; getting people excited about IT investments and delivering on those expectations consistently.

FOUNDER | NIST ASSIST | JANUARY 2013 - PRESENT

- Created a Microsoft Cloud Solution Provider (CSP) practice as a Microsoft Silver Partner serving Government Contractors and small business in the SMB space.
- Specialize in developing tools and bringing resources to bear on Security and Compliance for NIST 800 Series, HIPAA, ISO 27001.
- Spent last 3 years implementing Power BI tools, Risk Management Frameworks, and Line of Business apps using Office 365, Azure, and AWS.

FOUNDER - MANAGING DIRECTOR | AIIM TECHNOLOGIES | 2008 - 2013

- Developed Asset Management systems under AIIM Technology for control of armament within top secret government locations.
- Developed Desktop software and SharePoint web application for management of automated bar-coded inventory and access control for administration and oversight.
- Developed Desktop software and app that is integrated with SharePoint web application for operations.
- Developed Security and Compliance Technologies for DOE.

CIO | COVENANT SERVICES WORLDWIDE | JANUARY 2002 - 2008

- Successfully created and implemented a 5-year business plan with budget, executing theme-based programs each year to achieve the business objectives set forth by the BOD and stakeholders.
- Project Managed deployment of Accounting, Payroll, HRIS, Logistics, and custom SharePoint applications that effectively increased revenue from \$12 Million to \$25 million in year 1, with a final revenue of over \$150 Million in year 5.
- Developed, tested, and implemented more than 50 custom applications using a mixture of integrations between virtually all points within the infrastructure of the Covenant Datacenter.
- Provided technical writing, pricing structures, and SME input on technology phases of business development and new or potential contract RFP's.
- Supported and authored code and code structure / design in visual studio, including tools to perform tests and debug.
- Wrote programs and services in VB, C++, and C# to power Business Intelligence Applications,
- Worked hands on during contract startup operations (known as transitions), often under extreme conditions, holding to budget and timeline forecasts. Team received Presidential Award for transitioning the Strategic Petroleum Reserve during two hurricanes.

DIRECTOR OF TECHNOLOGY | MARKETING DATABASE SYSTEMS | JANUARY 1996 - 2002

- Project Managed and authored custom software applications for Healthcare Industry called Invida Works – a free software package distributed by Walgreens with each prescription and used to aggregate outcomes research for drug companies.
- Created the first app that integrated IE as a mechanism to bring third party ancillary services into a seamless end user experience – sold technology to Stub Hub.