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| Scott Parramore | | |
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| Synopsis | Strong leader, exceptional motivator, out-of-the-box thinker, proven rainmaker. 30 years of monetizing intellectual property, creating new revenue streams, but I still learn something new every day. | |
| Areas of Expertise | * 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 environment, and the ability to bridge the gap between disparate frames of reference. * Identifying the pitfalls associated with some RAD techniques and practicing a unique set of principles to accommodate the culture prevalent in rapid programming environments. * Identifying business improvement potential and understanding what technologies and features to apply in a specific situation. When to use a list or SQL? * 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. | |
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| Professional |  | |
| Experience | AIIM Technology Co Op. 2008 - Present  CIO AIIM Technology. **$120,000.00 Annual**  SharePoint and Strategic IT Consultant for Top 5 Government Security Service Contractors. Planned and Deployed AIIM Technology Software with SharePoint Hosting Service for clients.  Responsible for developing AIIM Technology and its Software while satisfying client demands.   * Developed Asset Management System called AIIM Technology; for control of armament within top secret government locations. * Developed SharePoint Web application for management of automated bar-coded inventory from Administrator POV. * Developed Desktop Application that is integrated with SharePoint Web Application from Operator POV. * Developed Corporate Intranets that use Earned Value Management practices in a unified Content Management environment from the components of the Web Application and Desktop Application thus completing the first generation of the AIIM SDLC. * Frequently use Designer 2007, VS 2008. * Finding all the bugs in Foundation / Limited Designer 2010 * Frequently review and write policy based on NIST Publications – perform compliance audits, security audits from PM POV.   Covenant Services Worldwide, LTD. 2002 - 2008  Director of Information Technology. **$100,000.00 Annual**  Built the IT department from scratch, instituted all policies and procedures in government compliance environment, created new IT products, identified potential technological advantages and exploited them.  Responsible for management of all Covenant IT systems.   * Created a 5-year business plan and budget, executed 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 SharePoint based on budget forecast outlined in 5-year plan. * Strategized, developed, and implemented the methodology for using Social Networks to navigate and facilitate the back office applications. * 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. * Frequently provided technical writing, pricing structures, and SME input on technology phases of business development and new or potential contract RFP’s. * Frequently used visual studio tools to perform tests and debug. * Frequently used Visual Studio 2005 and SourceSafe to review, compile, and test prototypes of applications and systems I was managing. * Wrote programs and services in VB 6 and VB.NET, converted ADO, forms, procedures and modules from VB 6 applications to .NET (visual Studio 2005). * Frequently used web services and custom developed web services to create BI tools in SharePoint and on VB 6 Dashboard. * Frequently managed between 2-10 FTE’s, 5 – 10 SME Contractors, and coordinated with 5 or more temps, dotted line reports, and contract to hire employees on-site and remotely. * Frequently contributed personally to contract start up 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. * Built custom applications for Government Security. Established programs using SDLC and implemented budgetary governance solutions and client portals to track and maintain. * Worked in and around Six Sigma initiatives, business process development and reengineering at a Green Belt level for over 10 years. * Frequently reported to senior level management on cost and risk analysis for new or emerging opportunities, and managed internal departmental annual budget. | |
|  | Marketing Database Systems, Inc  Director of Information Technology $85,000.00  Built the corporations technology offering and directed the IT department as a managing partner in this dot-com start-up.  Responsible for all areas of IT, including Business Continuity / Disaster Recovery, SDLC, network engineering, and implementation and support of software and ancillary products.   * Developed a vertical software application for the sports marketing industry that used strategic alliances to provide goods and services to suite box owners and attendees. First ever product that used IE COM Object to facilitate strategic alliance revenue stream through IE within a VB form. * Successfully managed $1 Million capital investment for SDLC, project completed 2 months ahead of deadline. * Created a technical support center and wrote Call Center software using SAPI, TAPI, and MAPI. * Converted 700 form application from SDI format to MDI format in VB, reduced form count by half, converted 9000 procedures and functions to 10 modules and two API calls. * Formed software development team to facilitate the SDLC during the mid to late 90’s, which required much mentoring and teaching of Object Oriented programming methodologies and training of SD Best Practices to a relatively green crew. * Created all IT policies and procedures, and managed up to 9 FTE’s. * Frequently met with partners, stakeholders, investors, and potential clients to evangelize our cause. * Negotiated on all sorts of vendor agreements, SLA’s, and performed audits and reviews. | 1996-2001 |
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**Specs:**

* Limited 2008 – 2010 Server Administration and Powershell
* Windows NT Server – Server 2003, Windows 2000, XP using AD.
* Setup and managed all versions of Exchange Server.
* Setup and managed all versions of MS SQL Server.
* Setup LAN’s and WAN’s for contract startups, remote offices (Firewalls, DMZ, routers, switches, appliances for SPAM mitigation, etc.).
* Implemented Intrusion Detection System, policies and procedures companywide.
* Frequently used Windows Server Management family (WSUS etc.)
* VMware experience: Farms, ASP, Disaster Recovery, Business Continuity, and as a hosting solution for strategic alliances.
* Setup Equalogic SAN using iSCSI HBA as part of the DR /BC
* Implemented Citrix Farm & Secure Gateway to deliver legacy application developed in VB.
* Familiar with hundreds of utilities for Hardware and Software troubleshooting.
* VB Programmer and Visual Studio developer from 1992 – 2006
* Experienced in SDLC, Process Improvement Loops, RAD
* Frequently used SQL, ODBC, OLAP Services and Objects to create BI tools and BI Dashboards.
* Have used ADO, Web Services, Windows API, and IIS to create web based data collection systems and reporting tools.
* Have developed IVR and web applications using SAPI, TAPI, and MAPI as a means to automate business processes.
* Used Avaya IP Office, VOIP, and Telephony to establish remote sites in contract startups.
* Designed and deployed Social Networks using MS SharePoint, Portal Server, WSS2 & 3, including Office SharePoint 2007 as a wraparound for existing business processes.
* Use MS Office 2003 & 2007 daily to facilitate P&L, Risk Analysis, technical briefs, position papers, whitepapers, reports, diagrams, and presentations.
* Familiar with many Document Management Systems / Document Management Servers used in various contract startups, including EMC Documentum and MS Document Management.
* Used MS Dynamics, Business Scorecard Manager to provide BI from both data collection services on SQL to raw excel files from document libraries in SharePoint.
* Frequently installed or managed contractor install of Access Control Systems, Alarms, IP Surveillance, and RFID. Wrote a proprietary IP Surveillance system for DOT using VB, TAPI, and MAPI.
* Familiar with many Biometrics for Access Control and Timekeeping.
* Frequently worked with Asset Management, Inventory Tracking, Supply Chain, and Lean Manufacturing doctrines, using several platforms and integration techniques to achieve systems unification.
* Worked with various Time and Attendance interfaces from Recognition Systems, Time and Technology, ADP, Ceridian, PeopleSoft, Valiant.
* Managed third party relationships and SLA’s for AccPac, Sage, Ceridian, Cybershift, Valiant, ADP, and several other vendors.
* Frequently performed Training, Public Speaking, and Presenter to c-level executives.
* Company training in PR techniques, Press Release writing, and Technical Writing.
* Company training in Team Building, Project Management, policy establishment and Change Control.
* Frequently provided Process Establishment & Process Documentation.
* Company training in Conflict Resolution, Sexual Harassment, Labor Relations, CBA, Safety, Operational Security (OPSEC), Risk Analysis, Strategic Alliance Modeling, Negotiation (including BATNA), Vendor Management, and Purchasing.
* Contractor Management and compliance auditing performed on a regular basis.
* Frequently negotiated Co-Location, Hosting, and Facilities Management contracts, vendor and carrier agreements.
* Federal Acquisition Regulations experience
* Active in many IT Industry Associations