**WILLIAM (“Bill”) DOYLE - *CONSULTANT***

**Columbia, South Carolina 29212**

**(803) 960-3056**

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Titles:  **Senior Project Management Consultant**

Industry

Experience: **Transportation, 211, Information Technology, Healthcare, Wireless, Energy, Public Sector, FTA Audits.**

Technology

Experience: **Mobility Management, Agile Assets,** **Business Development, Oracle Primavera P6, Strategic Alliance Development, CRM’s, Product Management, Sales Management, Software Solutions, ERP, PRM, Strategic Planning, Disaster Recovery Planning, Systems Integration, Program Management, Procurement, Budgeting, Negotiating, Software Licensing, Vendor Negotiations, Change Management, Data Warehousing, Patient Care, Billing, and Hardware**

#### PROFESSIONAL EXPERIENCE

Mr. Doyle has been involved in technology at various levels for over 20 plus years. After graduating from LIT, Mr. Doyle has worked for some of the top corporations in the country; IBM, FTA, Lockheed/Martin, EDS, Exxon/Mobil, Amoco, US Navy, State DOT’s. Mr. Doyle assumed the position of VTE Project Manager for the State of South Carolina Department of Transportation to complete the statewide vision of Technology and Transit. This statewide integration of Technology/Transit was to be the national model. Mr. Doyle lead the California’s 211/Caltrans Rural Mobility Management implementation project and other various planning venues around Mobility Management nationwide. Mr. Doyle also Managed various DOT projects utilizing (Oracle P6/Primavera, Agile Assets, Route Match, Trapeze, SAP and a host of other DOT/Transportation related software and hardware) projects. Mr. Doyle also provided audit expertise with FTA Audit teams nationwide.

**ISG - SCDOT/CALTRANS/211LA/IDOT/MBTA/MTA 2003-2017**

***California Statewide Mobility Management Technology Project Director***

***Virtual Transit Enterprise (VTE) Technology Project Director***

***IDOT/MBTA Agile Asset Project Manager /Oracle P6 Primavera/Asset Management***

Management, Coordination and Communication: Coordinate project activities between the SCDOT/Caltrans Mass Transit Office, SCDOT/Caltrans Information Technology Services (ITS) Department, South Carolina/California rural and urban mass transit public providers, contractors providing software and services for VTE/Mobility Management projects, and other involved state agencies such as the Department of Health and Human Services. Inform South Carolina/California public providers of meetings, essential project information, and upcoming milestones. Chair weekly implementation conference calls for public providers statewide. Meet with regional and local stakeholders in mass transit planning and coordination, such as the local Councils of Governments, to share project information and solicit feedback.

Liaison between the Mass Transit Office and the Federal Transportation Administration on VTE grant and project matters. Develop PowerPoint presentation(s) for meetings with FTA, and work with FTA Project Manager to address all requests for reports and information as they arise. Meet and coordinate with SCDOT/Caltrans ITS on technology standards, National ITS standards, project progress, current and future support issues, and any issues related to information technology. Work with the ITS Web team to coordinate MTO intranet design standards and updates utilizing the latest web tools available.

Coordinates, designs and/or promotes strategic initiatives to improve agency's overall operation.

Plan, design, develop, implement and support an Intranet site for the Mass Transit Office to share information on Mass Transit news and project accomplishments with all other departments within SCDOT/Caltrans/IDOT.

* Oracle Primavera P6 implementation at IDOT and Caltrans: Provided data extractions and data loads from SQL servers to Oracle P6 Primavera data bases and structure for project integrity and Senior Management project review by using (Sprints, Scrum concepts, etc)
* Managed IT teams across multiple DOT’s in the installation and use of Agile Asset Management tool as defined by FTA. (IDOT, MBTA)
* Developed short and long-range plans for area(s). Formulates requirements definition and impact assessment for proposed new services or changes to existing services.
* Supervised and manages cross-functional projects and areas. Performs needs assessment and capacity planning. Directs operations and maintenance of ongoing services.

* Responsible for leading or championing projects employing cross-functional teams of IT professionals.

* Directed the planning, development, implementation and modification of information technology related systems and applications for an agency or a major program(s) within the agency. Managed program(s) budget and personnel.

* Coordinated, designs and/or promotes strategic initiatives to improve agency's overall operation.

* Knowledge of the principles and techniques of planning programs and work activities in an information technology environment. Planned and supervised the implementation of short and long-range information technology based activities and objectives. Ability to plan, organize, direct and review the work of technical personnel. Ability to provide leadership to senior level personnel. Established and maintained working relationships with users, technical staff, management, vendors and others. Knowledge of the needs and priorities of the agency.
* Contract & Financial Administration: Prepare management and financial reports against approved baseline budget(s) and project plans. Review contractor invoices for accuracy, assess/confirm earned value, and recommend payment. Develop projections and analyses as requested by MTO management. Develop procurement specifications for technology hardware, software, and services consistent with project objectives and SCDOT/Caltrans standards. Review vendor proposals and offer recommendations.
* Grants Administration: Prepare all periodic Federal and state grant reports, such as the detailed Quarterly FTA Schedule & Budget Activities Report, and other grant-related tasks as assigned. For example, state management and audit reviews, revised budget requests, and proposals and grant applications for additional funding.
* Provided audit expertise for FTA around the technology components of the grantee as a sub-contractor with Reed Consultants for MBTA and MTA.

**CIBER, INC., ABSS, INC. - Austin, Tx. & Columbia, SC. 2000 - 2003**

***ERP PRACTICE DIRECTOR/BUSINESS DEVELOPMENT DIRECTOR***

* Established marketing strategies that identified company 'decision-makers'.
* Created strategic business alliances with major software/hardware vendors (PeopleSoft, SAP, Oracle, Sun Microcomputers, HP and others). Also created local partnerships with well-established firms to exhibit a 'one stop shop' option to our clients.
* Designed and implemented ‘start-up’ campaigns.
* Managed strategic relationships with Big 5 firms, solution partners, and buy out opportunities.
* Developed and documented effective strategies to generate new business.
* Maintained and developed ‘C’ level relationships.
* Responsible for customer deliverables such as strategic business solutions (ERP, PRM, CRM, B2B).
* 5 million-dollar deals generated and closed in successive campaigns
* Market software services for Business Partners (Oracle and PeopleSoft).

Clients (Dell, IBM, Motorola, State of Texas, Exxon, Verizon, State of South Carolina)

**RCG, INFORMATION TECHNOLOGY - Austin, TX. 1995 - 2000**

***MARKETING EXECUTIVE/BRANCH DIRECTOR***

* Practice Leader responsibilities for the following areas: (PeopleSoft, Oracle, CRM, and SAP). Identified national business opportunities, SOW, Project Management, staffing, Fit Gap Analysis, proposals, and implementation schedules.
* Established marketing strategies that identified company 'decision-makers'. This marketing concept brought immediate recognition as a major competitor in a short time. This strategy also increased business volume and directly impacted higher profit margins.
* Created strategic business alliances with major software/hardware vendors (PeopleSoft, SAP, Oracle, Sun Microcomputers, HP and others). Also created local partnerships with well-established firms to exhibit a 'one stop shop' option to our clients.
* Designed and implemented a ‘start-up’ campaign which included; developing ‘marketing materials’, ‘name recognition’, ‘community involvement’ initiatives in a 'start-up environment’.
* Managed, coordinated and completed all - RFP, RFO, and RFI responses to city, state and federal IT requirements with a specialization in the area of ‘Y2K’.
* Developed Y2K strategies for clients based on assessments for major corporations in the SW.
* Branch/Regional office responsibilities for all accounts in the SW generated 10 million.
* Market software services for Business Partners (Oracle and PeopleSoft).

Clients (Exxon, Mobil, Amoco, Lockheed/Martin, Dept. of Navy, Walter Reed Medical Center)

**EDS - Houston, TX. 1993-1995**

## SR. CONSULTING MANAGER - (BlueCross BlueShield of Texas)

* Managed several large-scale ERP projects (50 consultants)
* Resolution of issues that drove deliverables, provided hospital Sr. Mgmt. with Strategic planning
* Responsible for staffing, evaluation and project costing
* Cultivated and maintained “C” level relationships with clients
* Regional responsibility for multiple healthcare projects
* Created strategic alliances with other Big 5 consulting firms (Price Waterhouse, KPMG, PeopleSoft)

**IBM CORPORATION - Austin, TX. 1980-1993**

***SR. PROJECT MANAGER HR SYSTEMS***

* Defined, established, staffed and managed consulting/education, application development, installation services and customer service operations (end-user interface procedures)
* Developed and implemented quality control measures for IBM's HR division nationally.
* Provided strategic and tactical direction to executive management for new business opportunities with external clients (PeopleSoft, D&B, SAP, Oracle)
* Managed Human Resources input for a new strategic Information System (data modeling)
* Developed service proposals, on site demonstrations, resource planning, and pricing recommendations, project planning, risk mgmt.
* Facilitate large scale development efforts (case technology), administrative processes (i.e., Purchasing)

**EDUCATION**

**BS COMPUTER SCIENCE/MARKETING - LIT,**

**BS Engineering University of Maine,**

**Certification Technology - US NAVY Technology Institute**