Resume of Millard F. Brown III

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1984 – Present	***Gateway Systems, Inc.***
1984 – Present *Various Clients*	• **Built and managed successful small business** since 1984 with approximately $150K - $250K revenue per year.
	• **Managed outsourced systems departments** for clients, including purchasing, configuration, administration, user support and training, custom programming and resource planning. Saved clients at least one FTE, performed services only when needed; Saved $500-1000/seat each year in upgrades, lost time and retraining; Custom integration of systems saved $35K - $100K per year in reduced labor; Management of hardware and software maintenance saved $300-$1000/seat each year.
	• **Rearchitected existing Insurance-sector application suite** to improve performance, reliability and scalability, with zero-client target.
	• **Developed and delivered training courses** in a variety of subjects: Object-Oriented Design and Development, UML, EAServer Component Development, EAServer Administration, PowerBuilder Application Development.
	• **Developed and delivered material for 14-city tour**, "Demystifying the Chaos" - a seminar series oriented toward multiple-tier business object development with over 1000 happy attendees.
	• **Created a IBM PC-based POS System for credit-card authorization**. The client (A Philadelphia bank) used the resulting program to add value to their credit card processing business and attract more customers.
2002 – 2005 *MBNA, Christiana DE*	• **January, 2005 – July, 2005: Served as subject matter expert and business process analyst** responsible for analysis, architecture and design of rewrite of credit-card customer retention system. The target of the new system was C# and .NET for the front end and a J2EE middle tier implemented using IBM WebSphere Application Developer. Accomplishments included serving as liaison with business partners to create a complete process analysis and use case specification for the target system.
	• **January, 2002 – December, 2004: Technical Lead for Customer Service Application** – Developed full life cycle project with a projected ROI of $10M over five years. The application allowed 2500 customer-service representatives immediate access to customer profiles and credit history. Technologies included java and C++, Tuxedo and PowerBuilder. Carried this project from business requirements through implementation.
March, 2002 – July, 2004 *Gryphon Systems, Inc.*	• **Designed and developed components to serve pages** using PowerBuilder and Java. Customer was able to use thin-client (Web Browser) to access and update enterprise data. Developed interactive dynamic web pages using XML/XSL, HTML, javascript and jsp. Use of the correct technology for the application improves

	performance, scalability and maintainability.
February, 1999 – December, 2000 eOriginal	• **Designed and developed components** to serve HTML and XML for secure online document management. Client was able to deploy to J2EE application server without regard to vendor, and serve pages to customers without any configuration or setup on customer's part.
	• **Designed and built the components for a three-dimensional security authentication and permission cube** for eOriginal's online paperless mortgage system.
August, 1986 – December, 2001 Akzo Nobel Inks Corp.	• **Conducted migration projects** to upgrade or move data to new systems. The projects were completed on schedule, with the data retained in usable form (saved $25K-$150K in data entry). Personnel training was completed by "live" date.
	• **Designed and implemented custom reporting system** to extract business intelligence from data in legacy system. Saved the client $150K - $250K in custom programming.
	• **Designed and implemented eCommerce and B2B site**. System included Application server components written in java and PowerBuilder, with a JSP user interface.
April, 1998 – October, 1999 Conversion Services International	• **Developed a distributed real-time system** to monitor, update and report operating parameters of 250,000 pay phones. Technologies included MS SQL Server, PowerBuilder, IVR.
February 1994 – August 1999 J P Morgan	• **Designed and developed PowerBuilder base-class library for PowerBuilder Developers.** The class library was developed on time, on budget, and is still in use.
	• **Managed client projects, including other consultants and clients' employees** An example is a BRO (Benefit Responsive Options) system created for a Fortune 100 bank. The project was completed on time and under budget using one less FTE than projected and is still in use today. Communication skills and analytical skills were critical to the success of these projects.

Employment History

1984-Present	Own and operate Gateway Systems, Inc., a consulting company serving the Greater Philadelphia Metroplex.
1980-1984	The Reohr Group - consultants
1978-1980	Datacomp Corp. - Automated typesetting
1977-1978	Broomall Industries - High-resolution scanning and graphic editing

Published Works

- Book: PowerBuilder 9.0 Advanced Client-Server Development (SAMS, 2003)
- Book: PowerBuilder 9.0 Distributed Application Development (SAMS, 2003)
- Book: PowerBuilder 5.0 Object Oriented Design and Development
- Book: PFC Professional Reference
- Articles in major industry journals: PowerBuilder Developer's Journal, PowerBuilder Advisor, PowerTimes

Education

- 1977: B.S. in Computer Science, Pennsylvania State University

Professional Certifications

- 2004: Certified PowerBuilder Developer (CPD)

Skill Summary

Operating Systems

Windows XP
Windows Mobile
Windows ME
Windows 2000 Professional, Windows 2000 Server, Windows 2000 Advanced Server
Windows NT 3.51, 4.0
Windows 3.1, 95/98

Database Management Systems

Sybase SQL Server 4.9x, Sybase System 11, Sybase ASE 12.x, Open Client
Sybase SQL Anywhere, Sybase Adaptive Server Anywhere
Sybase MobiLink
Microsoft SQL Server 7.0
Personal Oracle 7.0, 8.0
Oracle 8.5, Oracle 8I, Oracle 9I
DB2
Informix

Software (Development Products)

Sybase (Powersoft) Product Line:
PowerBuilder 2.0, 3.0, 4.0, 5.0, 6.0, 6.5, 7.0, 8.0, 9.0, 10.0
PowerBuilder/Unix v4.0, 5.0, 6.5
PowerBuilder Foundation Class Library (PFC) 5.0, 6.0, 7.0, 8.0, 9.0, 10.0
Pocket PowerBuilder (PocketBuilder) 1.0, 1.5, 2.0
EA Server 3, 3.5, 3.6, 3.6.1, 4.x, 5.x
Distributed PowerBuilder
PowerDesigner 7.0, 8.0, 9.0, 9.5, 10.0, 11.0
Web.PB
Power++
PowerJ
Microsoft Products:
Visual Basic 2.0, 3.0, 4.0, 5.0, 6.0
Visual J++ 6.0
Visual C# 2003, 2005
Visual Foxpro 3.0, 5.0
Visual Studio .NET
IIS 5.0
Borland Products
Delphi 1.0, 2.0, 3.0, 4.0, 6.0
JBuilder 7 Enterprise

IBM Products
WebSphere Application Developer (WSAD)
Rational Requisite Pro
Other Software
BEA Tuxedo
TestDirector
SQA Test Suite
MS Project, Office
ERwin
Visio
How!

Development Languages

PowerBuilder Powerscript
java
Visual Basic
Visual J++
C#
C, C++
Pascal, Object Pascal, Delphi Object Pascal
COBOL
FORTRAN
PL/1
Assembler: 80x86, VAX, BAL

Software (Office and Productivity Software)

Microsoft Office: Outlook, Word, Excel, PowerPoint, Access
Corel Office Suite
Act!
Microsoft Networking
Novell Netware

Personal Information
- Married 22 years, 2 children
- Hobbies include music (guitar) and woodworking

References are available upon request