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| **Michael B. McClelland**  *Senior Business Analyst*  Insert name is an insert title in Recommind’s Information Access, Professional Services division. He/she has over # years experience in Recommind Decisiv Access & Governance implementations. |
| Responsibilities March 2012 - Present |
| Mr. McClelland project lead on Recommind’s largest account. During his time at Recommind, Mr. McClelland has implemented, validated, delivered and managed onsite software for a large government enforcement agency. He has recently, successfully completed large (40+ server) installation this client on time and under budget. In addition, Mr. McClelland is a valued member of Recommind’s technical advisory team.  ***Over 12 Years in eDiscovery Software Deployment and  over 20 years of Systems Engineering experience*** |
| Prior Experience |

Digital Reef, Inc., Boxborough MA April 2009-February 2012

**Senior Systems Engineer**

Customer and Partner facing global pre-sales role demonstrating and deploying Digital Reef’s tools for eDiscovery, unstructured content management and full text search. Heavy emphasis on eDiscovery and litigation support workflows, storage and network management. Installation, troubleshooting and architectural design of Digital Reef’s Linux based cloud computing software. Maintained lab of physical and virtual computers connected to SAN and NAS storage for demonstration, proof of concept and stress testing purposes. Installed complex linux based grid software in over 30 different customer sites, each with different LAN, WAN, SAN, and NAS topologies using physical and virtual servers.

**Key Accomplishments:**

* Helped startup exceed revenue goals in first year of revenue generation, making president’s club.
* Helped company achieve 200% annual growth rate.
* Sold first $4 million dollars worth of software and services with the help of an excellent team
* Keynote speaker ECALSM 2010 (“Trends in eDiscovery”), Guest Speaker “Women in eDiscovery” 2010
* Opened UK Market, and maintained relationships with 6 partners.
* Opened US Market and maintained relationships with 12 partners

Overture Partners, LLC, Needham MA February 2009-Present

**Senior IT Consultant for Vertex Pharmaceuticals**

Contract position working as a storage engineer, backup and disaster-recovery architect, and system administrator for a global pharmaceutical company’s 500+ Windows, Solaris, and Linux servers (both physical and virtual).

**Key Accomplishments:**

* Increased NetApp backup performance 170%. This also increased overall system restorability ten-fold and removed 33TB/week from the network traffic..
* Microsoft Security Patch Auditor: wrote a utility which can poll all Microsoft servers at Vertex’s 3 international locations to ensure that every machine meets corporate security standards

Commvault Systems Inc., Westborough MA July 2007-February 2009

**Pre-Sales Systems Engineer**

Customer and partner facing technology sales role working with account teams in the entire New England geography selling Commvault’s Simpana suite of Backup, Archive, Replication, eDiscovery, and Storage Resource Management tools.

**Key Accomplishments:**

* Helped account teams achieve over 100% of the regional quota (directly involved in ~35% of that number)
* Successfully developed and deployed proof of concept installations for: GE, BAE, Dannon, and many others.
* Certified Admin, Support, Archive for Commvault Simpana products

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EMC, Hopkinton, MA 2003-July 2007

**Healthcare Systems BURA Engineer**

Developed and maintained relationships with specific healthcare software vendors to encourage the use of EMC’s Backup, Recovery, and Archive (BURA) products and services as part of their overall solution. PACS, HIS, RIS vendors like McKesson, Cerner, Agfa, Emageon, GE and 14 others all included EMC products as part of their storage solutions as a result of sustained relationship management efforts. Supported EMC and partner sales teams with presentation of EMC BURA Products to Hospitals, and large corporate and National IDN’s. Extensive global travel. Certified EMC Enterprise Technology Foundations.

**Key Accomplishments:**

* Part of a team of 5 SE’s responsible for $89 million in worldwide sales.
* Maintained an aggressive 200% annual growth rate.
* Signed up 11 new Healthcare Software Vendors as EMC Partners

**Technology Services Group Senior Consultant**

This group was acquired in whole from Diversified Data. This group continued to develop services and best practices around delivery of Centera focused offerings. Primary role of practicing manager for projects dealing with migrations, custom application development, and training.

**Key Accomplishments:**

* Created Centera-to-Centera migration practices
* Delivered worldwide developer training (C and Java) for Centera API

Diversified Data, Danvers, MA 2002-2003 (acquired by EMC)

**Partner, Centera Business Development Manager**

Created and directed a new EMC Focused business unit of 11 engineers, project managers, and sales people with an emphasis on developing products and services for the new EMC Centera platform. Ultimately, EMC acquired this business unit and brought it in to its own Technology Services Group.

**Key Accomplishments:**

* Grew business 366%, awarded “Outstanding Contributor” for 2003
* Created CASbar, EMC’s best selling Centera to Tape software
* Created CASway, EMC’s single largest file system Gateway
* Successfully negotiated acquisition with EMC M&A team

Steelpoint Technologies, Boston, MA (now Zantaz) 1995-2002

**Chief Technology Officer, Lead Technical Strategist**

Internal and external roles. Internal role: Developed and maintained all internally used IT resources at Steelpoint including Exchange, Windows desktops and laptops, MSSQL server, Oracle Server, Citrix VMWare and others. External role: focused on content management and FileNET consulting for some of the largest public and private organizations in the world. Managed a staff of 3 engineers. Developed and maintained extensive Cisco private WAN for litigation support Software as a Service offering of Steepoint’s Introspect product.

**Key Accomplishments:**

* Key technical point person for due diligence review, helping to secure $16.9 million dollars in venture capital financing from Friedman, Fleischer, and Lowe.

Bisys Group Inc. Houston, TX 1994-1995

**File Server Configuration Specialist**

Built, configured, and quality checked Novell File servers for banking transaction industry leader. Connected Bisys to the internet. Managed extensive Novell WAN. Installed Bisys software for financial institution transaction handling. Implemented procedures that reduced time to deliver turn-key Novell servers from >1 week to 2 days.

TeleCheck International Inc. Houston, TX 1993-1994

**Lead PC/Mac Support Technician**

Configured and maintained extensive PC and Macintosh network for Fortune 500 Check Verification company. Supervisor for team of 3. Taught classes nationally on software usage. Designed and maintained for extensive WAN which included VAX, PC, and Macintosh computers. Responsible for hardware and software purchase negotiations.

Texas A&M University College Station, TX 1990-1992

**Software Consultant, System Programmer**

Assisted scientists, faculty, staff, and students with programming and application troubleshooting. Authored documentation for many systems. Taught software classes. Technologies supported included Amdahl 5080, IBM 3090, VAX, Cray, Sun, PC, Macintosh, NeXT, VM, COBOL, SAS, SPSSX, GWBASIC, VM, MVS, UNIX, DOS, Macintosh OS, Windows, Novell and others.

**Graphics Lab Technician**

Taught computer graphic design. Managed Appletalk network. Managed hardware and software purchasing and upgrade budgets.

MJ Daniel Company Dallas, TX 1985-1986

**Computer Merchandiser, Corpus Christi Area Representative**

Sold and demonstrated Apple Computers and printers for the United States Navy PX, NAS Corpus Christi.

**Education**

Texas A&M University

College Station, Texas

Bachelor of Science, Journalism, English Minor.