

ALLAN BROWN

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Promoting innovation and performance excellence

ENTERPRISE SYSTEMS ARCHITECTURE

**Analysis ♦ Strategic Planning ♦ Business Development ♦ Proposals ♦ Negotiations ♦ Project Management
Network / Systems Design ♦ Software Development Life Cycle (SDLC) ♦ eCommerce
Web Content ♦ Database ♦ Vendor Management ♦ Training**

Dynamic, self-driven and results-focused technology director with doctoral training and 14 years of experience designing, implementing and supporting mission-critical systems for *Fortune* 50 firms. Astute analyst, strategic thinker and creative problem solver with superb management skills and solid business acumen. Articulate and persuasive; engaging presenter and skilled negotiator. Propose and implement innovative, cutting edge solutions. Orchestrate multimillion-dollar initiatives across complex, multi-tiered organizations that consistently surpass client expectations.

QUALIFICATIONS / HIGHLIGHTS

- ▶ **Exceptional Leadership:** Appointed *Fujitsu's* National Project Leader for *Microsoft Vista* compatibility; earned a *Microsoft Corporation* Recognition Award. Wrote IT restructuring strategy that won the *Lucent Technologies' CIO* Award. Received quality honors from *Peco Energy*.
 - ▶ **Technical Expertise:** Designed technology roadmaps, strategic plans, vital infrastructure and cutting-edge solutions for industry leaders including *Boeing* and *Pacific Health*. Featured speaker on enterprise architecture at industry conferences. Delivered IT training to employer and client organizations including *IBM*.
 - ▶ **Relationship Building:** Trusted advisor to executive officers at *Fujitsu, IBM, Lucent* and *Boeing*. Cultivated productive relationships with technology partners, vendors, business managers and IT personnel. Recruited, trained and inspired high-performing teams for all employers.
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PROFESSIONAL EXPERIENCE

CHIEF INFORMATION OFFICER / BUSINESS MANAGER 2008 – Present
SECURED INVESTMENTS SEATTLE Seattle, WA
Spearhead technology planning, policy development, design and implement processes, systems and tools required to support growth, operational functions and regulatory compliance for a national real estate investment venture. Develop and prove concepts. Responsible for business plans including strategy, cash flow analysis, compensation strategy, human resources strategy, competitive analysis, marketing strategy, Web 2.0, executive management, team building and motivation.

- Conceived and designed a **workflow-based system** for this start-up enterprise; developed a property **database / analysis / costing tool** that was adopted as the **national franchise model**.

ASSOCIATE DIRECTOR / PROJECT MANAGER 2005 – 2008
AJB CONSULTING Bellevue, WA
Provided vision, technical and management capabilities that grew business, profits and customer satisfaction for the IT consulting services division of an **\$80B** electronics business. Analyzed complex business requirements and formulated solutions. Crafted detailed project plans and controlled multimillion-dollar budgets. Made recommendations and screened senior technical staff.

- Led a Contracts Lifecycle Management Program for *Boeing Commercial Aircraft* (completed ahead of schedule and under budget); paved the way for reengineering the entire contracts organization and was subsequently **appointed to architect the \$12.5M program**.

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- Achieved goals for revenue scheduling, account and territory management as **project manager of the Microsoft iSales** CRM automation program; **developed a national team** to support infrastructure and OS compatibility offerings and was recognized with a **Microsoft Achievement Award**.
- Led full analysis and reengineering of all residences and dining systems for **Stanford University**; **wrote proposals representing \$+10M** for high value organizations that included **PACCAR**.
- Developed strategic vendor relationships.

CHIEF INFORMATION OFFICER / PROJECT DIRECTOR 2001 – 2005
PACIFIC HEALTHCARE / SPIRAL CAPITAL VENTURES Blaine, WA

As a member of the executive team, defined key performance objectives. Engaged and managed vendors.

- Automated management, sales, CRM and manufacturing processes for *Pacific Healthcare* that enabled **increased daily production** from **\$5K to \$50K**.
- Conceived and **brought to market** an advanced **knowledge management product**; developed a **small banking system** for investors and database-driven **websites supporting 4,000 users**.

CORPORATE ENTERPRISE ARCHITECT / PROJECT MANAGER 1998 – 2001
AJB TECHNOLOGIES (Now Alcatel-Lucent) Murray Hill, NJ

- Authored corporate knowledge management and IT business-to employee strategies for this \$9B telecommunication equipment manufacturer; earned corporate **CIO Award**.
- Managed the Enterprise Core Architecture Department; instituted a test function for the business-to-employee interface and implemented an **IBM/Telelogic** information architecture modeling CASE environment.
- Administered project budgets of \$2M; assigned and supervised the performance of a team of 20 **engineers and support** personnel.

SENIOR ENTERPRISE ARCHITECT 1995 – 1998
AJB ENERGY-EXELON Philadelphia, PA

- Designed and implemented the **1st electronic commerce architecture**, and **1st company intranet**; **facilitated major organizational change**; earned **multiple awards for quality** performance.

ACADEMIC ASSOCIATIONS

Adjunct Professor: C++ Programming / Data Structures / Processor Architecture 2001 – 2004
Western Washington University Bellingham, WA

EDUCATION

DOCTORAL STUDIES ▪ MASTER OF SCIENCE State University of New York - Buffalo, NY

BACHELOR OF SCIENCE Rutgers, The State University of New Jersey - Brunswick, NJ

Professional development includes:

PMI Project Management ▪ Babson College Executive Program

TECHNICAL PROFICIENCIES

Programming / Development: Microsoft VB.NET / ASP.NET / ADO.NET / VBA / SQL / Access ▪ XML / XLS / XPath / XSLT ▪ UML ▪ Object Oriented Development (OOD) ▪ RDD-100 Systems Engineering ▪ Capability Maturity Model (CMM) ▪ C++ / C#

Software Applications: Microsoft Office / Visio / Project / SharePoint / Desktop Deployment Planning Services (DDPS) ▪ Adobe Photoshop / Captivate ▪ GroupSystems ▪ Thinktank ▪ Emptoris Contract Manager ▪ FileNet ▪ Extend Simulation ▪ KnowledgeWare CASE ▪ Fujitsu MacroScope
