

## JOHN D. SANDERS

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Dynamic IT management professional with over 24 years of impressive history accelerating productivity, reducing costs, and optimizing cross-functional business operations for several multi-billion dollar corporations in diverse industries. Proven ability to maximize resources and systems manageability, designing, launching, and directing high-impact strategic plans. Drive profitability, combining refined business and technology acumen with advanced leadership skills to manage multiple complex projects simultaneously, completing endeavors on-time and under budget. Build and lead top performing geographically dispersed teams, cultivating talents, and continually exceeding objectives. *Unique blend of deep technical experience and solid executive management skills used to develop strategic business and product plans.*

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### **Business Qualifications**

- Strategic Planning • Leadership • Cost Reductions • Policy Development • Presentations  
• Negotiations • Relationship Building • Worldwide Team Building & Management • Staff Management •  
Project Management • Public Speaking • Budgeting • Proposal Writing • Compliance Auditing • Vendor  
Management • Intranet/Internet/E-commerce Strategy Development

### **Technical Qualifications**

- Technological Innovation • IT Reengineering • Systems Migration • Network Engineering • Technical Writing  
Customer Support • E-commerce Experience • Intranet Development and Maintenance • C# • .NET •  
SharePoint • MS SQL • WebSphere
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## PROFESSIONAL EXPERIENCE

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### **SEITMC, Inc, Denver, CO • 2007 – Present**

#### **CTO**

#### ***Innovation, Operationalization and Cost Containment***

Responsible for establishing a common information technology (IT) platform and a set of IT operational capabilities to support a business growth model that will include business acquisition and integration requirements. This scope of responsibility includes all aspects of IT: infrastructure, communications, technical architecture, enterprise applications, email, and website operations, along with defining standards and processes.

#### **Major Contributions:**

- Interrum CTO for Local Fulfilment Company
  - Responsible for managing the development and implementation of the company's customer web store environments. Management and definition of the company's IT strategy and business growth initiatives across the portfolio. Leader in company's financial growth initiatives through technological innovation and optimization for both the company and its customers.
  - Designed, Developed and Maintained 75 customer web stores written in C# and ASP .net. Responsible for leading teams of vendor partners for the successful implementation of eCommerce solutions.
  - Managed multiple vendor contracts and vendor relationships to create an effective outsourced IT environment using both onshore and off shore resources.
- Interrum CTO for Insurance Placement Company
  - Conceptualize, direct, and led all aspects from concept to completion of the entire company's computing platform. Drove the adoption of new technologies across the enterprise that produced significant financial results for the company. Developed cash management, A/R and A/P plans across the enterprise creating more auditable and reliable processes.

- Designed and Developed the THD Client Portal that drove significant revenue and provided the company with wide industry recognition including the INC 5000 list.
- Developed an application portfolio strategy that gave the company a significant advantage in their industry while creating an operating environment that produced highly productive human resources.
- Led the design and implementation of various Accounting Team process improvements that enabled the company to collect more consistently on their A/R and better manage cash flow. We collected almost 1 million dollars in the first two weeks of the plan rollout.
- Managed all aspects of C# .net application development using technologies like SQL server, SharePoint server and Exchange.
- Successfully led the transformation of antiquated systems focused on electronic paper to true business applications that provided business value and better reliability and auditability.
- Led application development teams in both the US and India on application development projects.

**IBM CORPORATION, Various Cities Around the World • 1999 – 2007****Senior Certified Executive Architect*****Innovation, Strategy and Trusted Advisor***

Conceptualize, direct, and lead all aspects from concept to completion of numerous state-of-the-art technology projects for leading international computer giant with over \$91B in annual revenues; specialize in SOA and Telecommunications such as NGN, VoIP, and IMS. Formulate and execute strategic plans for dozens of IT management projects for Fortune 100 companies. Manage up to \$150M budgets. Prepare financial models and documentation. Analyze needs. Track projects' expenses and scheduling, ensuring on-time and under budget solutions delivery. Act as technical liaison between company, customers, and subcontractors. Spearheaded SOA development of assets, methodologies, and implementation guidelines. Author white papers on SOA Governance, SOA Software Appliances, and various other topics. Manage multinational teams consisting of up to 100 cross-functional members including dozens of development staff executing numerous projects ranging from digital media distributions to voice response systems.

**Major Contributions:**

- Performed multiple roles such as Worldwide SOA Technical Sales Lead Architect, Chief Architect – IBM SOA Foundation In-a-Box, Lead Solution Architect – Qwest VoIP infrastructure, Chief Architect – SBC Convergent Billing, Chief Architect – Network Innovation Lab, and Chief Architect – Santa Monica DMD Lab.
- Produced numerous new revenue streams, championing successful design, documentation, implementation, and testing of various “go-to-market” solutions including Service Provider Delivery Environment (SPDE) integration hub.
- Transformed \$300K internal investment into \$12M in revenue, designing integration strategy for SBC's 5 billing data sources: AIT, PacBell, SNET, SWBT, and SBC Long Distance.
- Improved company's client engagement tactics, championing software-based appliance, IBM SOA Foundation in a Box; generated \$250M in its 1<sup>st</sup> year; patent pending.
- Generated over \$100M in revenue, as Lead Solution Architect for SPDE CoC/NIL; translated company's vision for Service Provider Delivery Environment, enhanced it utilizing strategic business and technical thinking, and strengthened IBM's impact in telecommunications industry.

**Highlights:**

- Maintained status as one of the few IBM Senior Certified Executive Architects in the world; key member of IBM Senior Certification Board and IBM Software Architecture Board.
- Strengthened competitive advantage in SOA and EA marketplace, creating 2 new artifacts.
- Awarded patent for innovating and successful Inserting Control Signals in Vertical Blanking interval of MPEG2 Transport Stream.
- Saved clients' companies substantial costs, formulating strategic architectural designs focused on reuse and asset harvesting for both infrastructure and applications.
- Exceeded expectations, leading global teams spanning from Ireland to Beijing designing and implementing infrastructure and environment for WW SOA Technical Sales Demo and Enablement project (SOADEE).

**Additional Highlights:**

- Selected to speak at various functions throughout world, as internationally recognized expert on topics including Enterprise Architecture, VoIP Softswitch technology. Functions included: key note speaker at AG CIO Conference, presenter on PLTE Architectural Style, speaker on CSI Interchange, and presenter at CIMA Conference.
- Asked to deliver seminar on “Implementing an OnDemand Environment as Service Architecture” for group of CEOs, CIOs, CFOs, and CTOs from various companies.
- Called upon to write extensively on enterprise service bus technology area such as Service Oriented Architectures including OnDemand Operating Environment Redbook, client briefs, white papers, and seminars.
- Authored Redbook on “Web Services Security in the Extended Enterprise,” whitepaper on “Software Appliance Concept,” and co-authored white paper on “Operational Governance.”
- Acted as key member for various company top initiatives such as for Member Academy Study on Next Generation Web Services, and as participant in Member SWGAB Working Group Integrated Information Centers for SOA Solutions.

#### **ADDITIONAL PROFESSIONAL HISTORY**

##### **SUNAMERICA, Woodland Hills, California • 1999**

###### **Executive Director (contract)**

###### ***Transformation, Strategic Turn-around and Standardization***

Oversaw planning, staffing, and implementation of enterprise-wide Y2K assessment and remediation for provider of retirement planning and savings strategies. Supervised and mentored 80-member staff. Chaired Steering Committee meetings, team training sessions, and 1:1 counseling.

- Maximized IT systems manageability and support, creating introduction of new standards for desktop hardware and software systems.
- Instrumental, in transitioning company during dramatic growth period, conceptualizing procedures, producing documentation, and reengineering MIS management’s methodology to provide more supportive model.
- Drove numerous projects through to successful completion, establishing and cultivating cohesive and collaborative team environment.
- Enabled smooth transition of IT resources to company after ending of contract, developing and implementing Standards and Emerging Technology (SET) Committee.

##### **UNION BANK OF CALIFORNIA, Monterey Park, California • 1998 – 1999**

###### **Manager of Infrastructure**

###### ***Operational Support, Strategy and Design***

Spearheaded preparation of business requirements analysis, innovating and executing various projects for 3<sup>rd</sup> largest bank in California. Established, cultivated and managed relationships with up to 60 contractors and vendors, ensuring optimal workflow nationwide. Created, administered, and monitored budget. Led 20-member team designing applications and NT network deployments.

- Orchestrated all aspects of enterprise-wide deployment of Windows NT domain infrastructure across 9 countries; over 10,000 workstations and 350 servers.
- Designed, implemented, and administered companywide Enterprise Management System, utilizing Tivoli; used AIX, Novell, and Windows NT.
- Ensured Y2K compliance, performing as Project Manager; oversaw all hardware and software inventorying and remediation.

##### **OMYA (CALIFORNIA) INC., Lucerne Valley, California • 1995 – 1998**

###### **Network Manager**

Performed as principal contributor on infrastructure and PC-based application projects for North American headquarters of world’s largest supplier of calcium carbonate. Managed up to \$8M budget. Coordinated outside consultants. Developed and maintained vendor relationships. Administered PC network encompassing Novell, Windows NT, OS/2, Lotus Notes, and AS400 connectivity.

- Recognized as leader and expert in implementation of data-warehousing and data-mining.
- Installed emergency back-up systems, leading design of Visual Basics application.
- Led successful migration of Novell 3.12 servers.

- Maximized outsourcing resources, creating pilot Intranet server and content; enabled evaluation of interactions with outside consultant.

*NOTE: Further employment includes roles as: Senior Systems Engineer, LOMAC INFORMATION SYSTEMS, INC. (1988 – 1995), and Senior Project Manager, SANDERS ENTERPRISES INTERNATIONAL (1985 – 2008). Details on request.*

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## **EDUCATION**

### **Bachelor of Science in Information Systems (with honors)**

LaSalle University, Mandeville, Louisiana

## **CERTIFICATIONS**

IBM SOA Architect  
IBM Telecommunications Architect  
Open Group Master Architect  
Telecommunications Industry Association Convergent Technology Professional  
IBM Senior Executive Architect  
Novell Master Certified Network Engineer  
Tivoli Certified Professional

## **PROFESSIONAL DEVELOPMENT**

IBM DB2 Training  
Lotus Notes Development Training  
Microsoft Certified Engineer Training  
Business Planning and Control System Training  
American Management Association Training  
Project Management Institute Training  
Leading at IBM  
IBM Technical Leaders Workshop  
Harvard Business Insight – Harvard Club Boston

## **AWARDS**

Multiple Awards for Excellence in Delivery  
Technical Excellence Emmy  
Technical Excellence Oscar  
Team Award  
Invention Achievement Award