

## PROFESSIONAL RESUME

### Dave Blumhorst

#### SUMMARY

**SENIOR IT EXECUTIVE** with depth in technology and business, drawing on a unique combination of 23 years in technology and 10 years in senior financial management.

**IT Management** . . . Strategic Alignment . . . Business Process Design . . . Application Architecture . . . Systems Design . . . Project Management . . . ERP Implementation . . . Enterprise Application Integration . . . Global Infrastructure . . . Network Architecture . . . Data Center Design . . . Security and Contingency Planning . . . Global Workforce . . . Organizational Development . . . IT Staff Development.

**Technology Skills** . . . ERP Systems . . . PeopleSoft . . . Oracle . . . SmartStream . . . IBM MAPICS . . . Macola . . . EDI . . . Programming . . . Visual Basic . . . Pascal . . . Delphi . . . Database Design . . . MS SQL Server . . . Oracle Database . . . Cisco IOS . . . Desktop Support . . . Novell NetWare . . . Windows.

**Financial Management** . . . Financial Systems Design . . . Business Planning . . . Financial Analysis . . . Financial and Management Reporting . . . Cash Planning . . . Budgeting and Forecasting . . . Credit and Collections . . . Mergers and Acquisitions . . . Banking Relations . . . Startups . . . Turnarounds.

#### EXPERIENCE

##### **IT Management Consulting** (2001 – Present)

##### **DB CONSULTING**

*Founded consulting firm to provide CIO level expertise to businesses with critical IT issues. Held interim positions on executive teams employing a broad range of operational skills.*

- q As VP Services for Project Arena, implemented Project Management Office (PMO) software for large IT customers. Also provided management consulting in Finance, IT, and Operations.
- q Redesigned IT infrastructure to align with business goals for Transwestern Polymers, a \$100 million manufacturer of various plastic products for the consumer market.
- q Brought in as VP IT and Finance to develop financial plans for pursuit of funding and to ensure that hosting operations are reliable and scaleable for SkyFlow, an early-stage voice applications company.
- q Brought in as Acting CIO to define business processes, develop long range IT plan, and build a scaleable IT infrastructure for Print, Inc., a \$25 million printer maintenance service business.

##### **Sr. Director Information Technologies** (1998 – 2001)

##### **CLARENT CORPORATION**

*Brought in by the COO to build a worldwide, world-class IT infrastructure and organization for this rapidly growing, market-leading provider of voice over IP equipment running at \$200 million in revenue.*

- q Built global IT operation that provided gold-level customer service to a worldwide organization.

- q Managed worldwide staff of 50 while organization grew from 83 to 1,000+ over a 2-year period.
- q Worked with executive team to align IT services and applications to business needs and processes.
- q Provided 24/7 IT service and support to worldwide workforce spanning 22 countries on 3 continents.
- q Designed and implemented Internet-deployed application architecture aligned with business goals.
- q Deployed enterprise applications including Clarify CRM, Oracle Financials, and Crossworlds EAI.
- q Built state-of-the-art VPN network enabling employee access to IT services anytime/anywhere.
- q Delivered 99.5% availability of critical applications 24/7 worldwide.

***IT Consulting*** (1997 – 1998)

**DB CONSULTING**

*Provided IT consulting services including systems design and programming to Fortune 1000 companies such as Integrated Device Technologies (IDT), Western Digital, and Brobeck, Phlager, and Harrison.*

- q Created custom financial reporting system for IDT.
- q Designed and implemented a real-time, clean room metrics reporting system for Western Digital.

***Manager, Programming Services*** (1994 – 1997)

**BECK CONSULTING**

*Brought in by the partners to manage staff and deliver custom programming services for this leading Macola (ERP) VAR serving companies ranging up to \$300 million in revenues.*

- q Designed and created EDI bolt-on translation module for use with Macola Software.
- q Designed and created several custom order entry modules for use with Macola Software.
- q Analyzed shop floor processes, and designed and created production tracking and capacity planning system that reduced the client's manufacturing backlog from 6 months to zero.

***Controller and Director of IT*** (1993 – 1994)

**DREW RESOURCE CORPORATION**

*Brought in by the CFO to upgrade the IT infrastructure for streamlined access to information, and to manage the financial and IS operations for this \$45 million precious metals recovery firm.*

- q Upgraded IT infrastructure with new Novell network and Macola ERP software.
- q Designed and programmed custom refining inventory control system, increasing inventory accuracy.
- q Worked with the CEO and CFO supporting the profitable sale of the firm to a Fortune 500 company.

***General Manager and CIO*** (1990 – 1993)

**ISLAND PUBLISHING COMPANY**

*Brought in by the Publisher to build an IT infrastructure, reengineer operations, introduce financial controls, and turn around this financially troubled national publishing company.*

- q Reorganized and managed all day-to-day operations and staff.
- q Reduced operating costs by 50% through introduction of new technologies including ERP.
- q Returned company to profitability and successfully negotiated sale to investor.

**Finance and IS Manager** (1988 – 1989)

**CLUB AMERICA CORP.**

*Brought in by the President to reengineer IS infrastructure and streamline financial operations through the introduction of new processes and technologies for this \$60 million PC clone manufacturer.*

- q Introduced new financial controls and processes throughout company greatly increasing margins.
- q Reengineered order entry processes and systems increasing capacity and reducing shipment times.
- q Managed staff of 23 and all day-to-day financial and IS operations.

**Manager, Finance, Administration, and IS** (1987 – 1988) **SMALLFRAME SYSTEMS**

*Brought in by the President to run all financial, IS, and administrative operations for this mini conglomerate providing a broad range of products and services to the business community.*

- q Introduced automated financial systems greatly enhancing management decision making.
- q Created new processes and systems for management of the contract employment division.

**CFO/VP Finance and IS Operations** (1984 – 1987)

**SIGNORUM, INC.**

*Co-founded and responsible for all finance and operations for this Tandem Alliance software house that provided inventory control systems and consulting services to Fortune 1000 companies.*

- q Built IS infrastructure to manage finance, operations, and engineering software control.
- q Negotiated contracts with Tandem Computers and other key partners and customers.
- q Attracted seed stage investment capital to initiate company operations.

**Manager, Engineering Document Control** (1983 – 1984)

**XEBEC, INC.**

*Brought in by the Director of IS to create the Document Control Department for this rapidly growing \$114 million manufacturer of disk drives and controllers for IBM PCs.*

- q Initiated and built a corporate-wide Document Control Department.
- q Created and managed all engineering change control (ECC) processes.
- q Worked with management team on the implementation of the IBM MAPICS ERP system.

**PREVIOUS EXPERIENCE** (1979 – 1983)

*Held a broad range of technical positions including Engineering Change Control Coordinator for ISS/Sperry Univac, Document Control Supervisor at Tymeshare, and began as an Electro-Mechanical Draftsman on contract to FMC, Kaiser Aerospace, and others.*

**EDUCATION**

B.A., San Jose State University, San Jose, CA - 1985