
 <p>PTC Patriots Technology Consulting www.patriotstechconsulting.com</p>	<p align="center">John J. Cirignano, PMP President</p> <p align="center"><i>IBM CERTIFIED EXECUTIVE PROJECT MANAGER</i> GIVE YOUR BUSINESS THE PTC COMPETITIVE EDGE!</p>	
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Professional Profile

Mr. Cirignano is both a **Project Management Institute (PMI) Certified Project Manager** and an **IBM Certified Executive Project Manager**. Mr. Cirignano serves as a **Professor at Boston University in Program and Project Management**. As **President, Patriots Technology Consulting**, Mr. Cirignano provides complex project and program management in the areas of:

- Enterprise B2C and B2B e-Commerce solutions
- Computer operating system software and hardware development
- Custom application development
- Enterprise-wide client/server implementations
- Large scale computer operations management and outsourcing
- Business process re-engineering.

At Boston University Metropolitan College, teaches Program & Project Management for the MBA, MS, and Certificate in Project Management degrees. Mr. Cirignano also teaches project management seminars for senior executives internationally for Boston University Global. www.bu.edu/global/

This included teaching a seminar in Sao Paulo, Brazil titled **Project Management for Senior Executives**.
http://www.bu.edu/global/training/profiles/project_management.html

Over 30 years of seasoned experience as a business process re-engineer, problem solver/change agent, catalyst, & organizer.

Experience and Accomplishments

- Current

Professor, Boston University

- See Professional Profile above.

President, Patriots Technology Consulting, Bedford, MA

- See Professional Profile above for services provided by Patriots Technology Consulting.

- Previous

IBM Certified Executive Project Manager, Business Innovation Services, IBM Global Services, Waltham, MA

- **e-Commerce Solutions Practice**
 - The e-Commerce Solutions Practice is responsible for defining, architecting, developing and implementing Enterprise B2C and B2B e-Commerce solutions.
 - Assisted in planning Intelligence Community web-based projects for the National Imagery and Mapping Agency (NIMA) and the National Security Agency (NSA).
 - WebSphere Commerce Suite 5.1 (B2B) Design and Implementation - Solution Outline, Macro Design, Micro Design, Build, and Deployment for a leading manufacturer/distributor of industrial chemicals.
 - WebSphere Commerce Suite 5.1 (B2C) Migration from Net.Commerce 3.1.2 - Solution Outline and Macro Design for a major national retail firm.

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- Served as mentor for Project Managers within the Practice.
- **IBM Global Services National Teach Team**
 - Taught IBM Global Services Method certification class to Business Innovation Services Principals, Architects, Executive Project Managers, Project Managers and Consultants, and developed Method workshops for expediting training and Method use.
 - The Method encompasses IBM's approach to managing and delivering all aspects of IBM Global Services including Application Management Services, Business Intelligence, Custom Application Development, e-Business, Enterprise Architecture Development, IT Management, Information Technology Transitions, Package Integration, Project Management, Solutions Consulting and Integration, and Security and Privacy Services.
- **Complex Project Management Practice**
 - ADSM rollout nationwide and Canada for a major insurance company at six data centers utilizing IBM NetStore systems with robotic tape libraries for approximately 20,000 servers using a variety of operating systems Direct reports: 11. Indirect reports: 30.
- **Integration Services Practice**
 - Assisted setting up a Program Office for a large investment firm implementing a retail brokerage web site and development of Release 1 Project Plan. Direct Reports: 1 Indirect Reports: 12
 - Project managed development of a Lotus Notes based workflow management process for a custom uniform supplier. Direct reports: 5. Indirect reports: 6.

Principal Consultant, Cap Gemini, Dallas, TX; TransMillennium Services

- Project Manager for Year 2000 project assessments in the health insurance industry. Direct Reports: 7 Indirect Reports: 8

Senior Business Consultant/Program Manager, Professional Services, A T & T Global Information Solutions, Irving, TX

- **For a major convenience store chain:**
 - Project Manager for software design, development, and release for a \$70 to \$100 million POS system rollout for 5,000 convenience stores. Project managed own project team and 3rd party software developer staff. Direct reports: 25. Indirect reports: 20.
- **For a major telecommunications company:**
 - Program Manager for billing and fulfillment system replacement. Direct Reports: 25. Indirect Reports: 220
 - Project Manager for development of a worldwide Lotus Notes based Issues and Actions Database for advanced telecommunications services development projects. Direct Reports 39 Indirect Reports: 3
 - Project Manager for development of a project planning process for scheduling a \$33 million telecommunications test facility. Direct Reports: 7 Indirect Reports: 5

President & Chief Executive Officer, New Technology Consulting, Spring, TX

- Consulting services; traditional management consulting with focus on integrating new technology into business solutions; Microsoft Solution Provider.

Senior Project Manager, Compaq Computer Corporation, Houston, TX

- Coordinated UNIX software problem resolutions between COMPAQ internal and third party developers.
- Delivered Microsoft Windows 3.0 presentations at COMPAQ 1991 Spring & Fall Systems Engineering Conferences. Highest rated presentations. Authored both COMPAQ's Application Notes on Microsoft Windows. Provided Windows major account support to clients including executive briefings, & ad hoc testing in particular diskless workstation environments.

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- Program managed COMPAQ's Microsoft Windows 3.0 BETA Test. Program managed software development, testing, documentation, & release of software products including device drivers, support utilities, installation utilities, & all MS-DOS releases. Direct Reports: 12. Indirect Reports: 150.

President, Technical Consultants to Management, San Antonio, TX Management consulting services to clients in Texas, Kentucky, Rhode Island, & Massachusetts. Included:

- Project Management of setup of remote IBM data center in Glasgow, KT to main IBM data center in New Bedford, MA for a mid-sized manufacturing corporation.
- Development of engineering standards manual outline for a large aerospace company.
- Assistance to a service bureau in launching its first commercial software product offering.

Director, Program Management, Datapoint Corporation, San Antonio, TX

- Program managed HW/SW development programs (mini-computers, peripherals, network components, work stations, operating software, and communications software) for international & domestic products. Direct Reports: 15 Indirect Reports: 200.
- Additionally, program managed all 3rd party PC peripherals and applications product releases.
- Chaired task forces reorganizing Software Development, Manufacturing, and Distribution cycles, reducing time to develop & ship products, minimizing rework, and improving product quality.

Corporate Manager, Management Information Systems, Technical Aid Corporation, Newton Upper Falls, MA

- Rebuilt computer services by upgrading applications, upgrading IBM mainframe, & adding a LAN based minicomputers front end. Installed all new mission critical systems including 20,000-person payroll/billing system & on-line accounting systems. Direct Reports: 30 Indirect Reports: 6.

Senior Management Consultant, Management Advisory Services, Coopers & Lybrand, Boston, MA

- Achieved for City of Boston: \$800,000/annum computer rental savings; 12 data center reorganization plan. Direct Reports: 1 Indirect Reports: 20

Director, Advanced Systems Planning & Data Processing Divisions, Blue Cross/Blue Shield of DE, Wilmington, DE

- Saved Medicare Part B contract by installing new IBM mainframe, instituting on-line data entry, & establishing new organization; implemented formal strategic planning. Direct Reports: 120 Indirect Reports: 10

Teleprocessing Systems Project Manager, Computer Business Operations Planning, Xerox Corp., Rochester, NY. Previously, Manager, Xerox Computer Center Operations.

- Resolved stalemate in teleprocessing systems development; prepared 1,100 person division reorganization plan merging duplicative Systems Engineering & Business Planning functions. Resolved major problems with consolidation of centralized manufacturing & financial computer centers. Direct Reports: 110 Indirect Reports: 20

Computer Center Manager, Pratt & Whitney Aircraft, United Technologies, East Hartford, CT

- Reorganized central (financial/commercial/manufacturing) computer center's operations, operations analysis, software support/development, & administrative functions.
- Instituted up-time reporting/problem solving systems & centralized teleprocessing networks command center with up-time improvement from 64% to 97% with major rework reductions.
- Included: 21 mainframes; 4 networks/1,000 Terminals; 250 Direct and 30 Indirect Personnel; and 1,000 terminals. Annual Budget: \$21 million

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Systems Engineering Project Manager, EDS Federal Corporation, Dallas, TX

- For Massachusetts Blue Shield outsourcing contract: Installed EDS's generalized claims processing system previously 9 months behind schedule; developed a duplicate recoupment system, \$3,000,000 recovered; instituted formal project management & SW development RJE procedures using remote data centers (Dallas, TX, & Harrisburg, PA).

Assistant Manager, Program Offices Information Systems, Missile Systems Division, Raytheon Company, Lexington, MA

- Designed, developed, & installed relational database oriented engineering bill of material system for SAM-D (Patriot) missile system. Direct Reports: 19 Indirect Reports: 20

Project Manager/Staff Engineer, MIT Instrumentation Laboratory (Charles Stark Draper Laboratory), Cambridge, MA

- CAD/CAM support for Apollo, Deep Submergence Submarine, & Poseidon guidance, navigation, & control computers. Designed & implemented structured (modular) program designs reducing CAD/CAM customization time for new computers from 6 to 2 months. Direct Reports: 1 Indirect Reports: 4

Education and Background

- **Certified Executive Project Manager, IBM Global Services, Business Innovation Services**
- **PMP (Project Management Professional) certificate # 5325, Project Management Institute**
- **MBA, Honors, Beta Gamma Sigma, Boston University, Boston, MA**
- **MS, Physics, Northeastern Univ., Boston, MA, plus 1 year Graduate Studies in Computer Sciences**
- **BS, Physics & Mathematics, Tufts University, Medford, MA**
- **"Certificate of Commendation - On Occasion of 1st manned landing on moon, in the Sea of Tranquility, 20 July 1969 - in recognition of your contribution to Apollo Primary Guidance, Navigation, & Control System", Massachusetts Institute of Technology, August 15, 1969**
- **Quality College, Winter Park, FL**
- **Project Management Certification Training Program, A T & T Global Information Solutions, Irving, TX**
- **"Who's Who of Emerging Leaders in United States", 1987 - 1988**
- **"Who's Who in the East", 1985 to 1988**
- **"Who's Who in Finance & Industry", 1977 to 1988**

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Summary by Industry and Domain

➤ Industries

- **Global Financial**
 - Securities (Retail Brokerage)
 - Insurance (Health Insurance, Outsourcing)
- **Public**
 - Intelligence Community Programs (NIMA, NSA)
 - Government (Data Center Assessments & Reorganization Plans)
- **Communications**
 - Utilities & Energy (Telecommunications Billing and Fulfillment Systems; Test Facility Scheduling)
- **Industrial**
 - B2B Website, industrial chemicals (WCS 5.1, WebSphere Application Server 3.5, Payment Manager 2.2, WebSphere Catalog Manager 1.2, DB2 7.1.0; development systems – Windows 2000; staging and production servers – AIX; technical documentation server – Notes/Domino)
 - Aerospace & Defense (Computer Center Management; Bill of Material Systems; Computer Aided Design/Manufacturing)
 - Electronics (Computer Center Management; Bill of Material Systems; Computer Aided Design/Manufacturing)
 - Manufacturing Process (Computer Center Management; Bill of Material Systems; Workflow)
- **Distribution**
 - B2C Website, retail (WCS 5.1, WCS 4.1, Net.Commerce 3.1.2, WebSphere Application Server 3.5, Payment Manager 2.2, WebSphere Catalog Manager 1.2, DB2 7.1.0, MQ Series 5.1; development systems – Windows NT; staging and production servers – Windows NT)
 - Retail (POS Systems)
- **Services**
 - Temporary Help (Computer Center Management; Payroll/Personnel; GL/AP/AR)

➤ Project Domains

- Complex Project Management
- Application Development
- Systems Integration
- Program/Project Office
- Outsourcing
- Operations Management for Business, Engineering, and Manufacturing Systems.