

## Brian Benz

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### Summary of Qualifications:

- More than 20 years experience with Information Technology
- Owned and operated an IT Service and Training Business/IBM Business Partnership for 10 years
- Estimated, sold, managed, delivered and supported dozens of mission-critical IT solutions
- Experienced with multicultural and multilingual environments and long-term overseas assignments
- 3 years at IBM selling and delivering Master Data Management (MDM) and Entity Analytic (EAS) solutions
- 15 years selling and delivering Lotus Notes, Domino and related solutions, recognized subject-matter expert.
- Developed and delivered IT training and seminars for IBM, The View, Idealliance, and others at worldwide events
- Author of the XML Programming Bible (John Wiley & Sons, Sept 2003)
- Co-Author of the Notes and Domino 6 Programming Bible (John Wiley & Sons, Apr 2003)
- Co-Author of the IBM Redbook "XML: Powered by Domino" (IBM, Nov 2000)
- Author of dozens of articles in IT industry publications
- Thousands of IT professionals have used my published techniques and advice in mission-critical solutions
- Certified IBM Instructor, IBM e-business solutions architect and solutions advisor
- Certified IBM Lotus Notes and Domino principal developer (PCLP), and an administrator (CLP)
- Author of the IT industry Weblog [Software Soapbox](http://SoftwareSoapbox)

### Skills Matrix (In alphabetical Order)

<b>IT and Leadership Skills</b>	<b>Experience</b>	<b>Technical Skills</b>	<b>Experience</b>
Application & Project Audits	16 years	.NET	5 years
Application Integration/EAI/ETL	11 years	Altova XMLSpy	4 years
Application Migration	11 years	Documentum eRoom	3 years
Budget Planning and Control	12 years	ETL Tools	13 years
Building Teams	13 years	IBM DB2	18 years
Change Control and Management	12 years	IBM DB2 XML Extender	4 years
CMM/SCM	4 years	IBM Entity Analytic Solutions (EAS)	3 years
Content Management	16 years	IBM Info Server/DataStage/QualityStage (IS)	3 years
CRM	16 years	IBM Lotus Notes and Domino	16 years
Defining Goals and Assumptions	21 years	IBM MDM Server	1 year
Encryption and PKIs	12 years	IBM WebSphere	6 years
Entity Analytic Solutions	16 years	Java/J2EE	8 years
ERP and Financials	21 years	JavaScript, VBScript, ASP	8 years
Investment Justification	21 years	MS Exchange	5 years
IT Infrastructure Analysis	21 years	MS FoxPro	18 years
IT Security Analysis	16 years	MS IIS	8 years
Knowledge Management	15 Years	MS Office	18 years
Leading Teams and Meetings	21 years	MS Project	16 years
Management Presentations	16 years	MS SQL Server	8 years
Master Data Management (MDM)	3 years	MS Visio	13 years
Messaging Migration	16 years	MS Visual Basic	8 years
Project Management	16 Years	MS Visual Studio.NET	5 years
Project Tracking and Reporting	16 years	Oracle	10 years
Requirements Development	21 years	Oracle XDK	3 years
Sales/Solution Selling/SSM	11 years	SQL	16 years
SOA	5 years	SQLXML	4 years
Social Software	16 years	Web Portals, Wikis, and related Applications	8 years
Solution Delivery Estimation	16 years	Web Service and SOA tools	7 years
Systems Analysis	21 years	Windows Server	16 years

**Experience:****Worldwide Principal Consultant**

IBM Corporation 9/2007 to Present

**Accomplishments:** Delivered threat and fraud intelligence (TFI) solutions to governments and organizations worldwide using IBM's Entity Analytic Solutions (EAS) and Master Data Management (MDM) offerings. Principal consultants work with customers, business partners, IBM sales, project managers, and legal and implementation teams to manage relationships and ensure customer satisfaction during IBM product and service engagements. Responsibilities include estimating solution budgets and resources, drafting and negotiating contracts, managing solution delivery and customer expectations during implementation, and cultivating customer references. Developed tools for estimation and planning, and contract templates.

**Benefits:** The implemented systems have delivered benefits ranging from preventing terrorism and saving lives to discovering money laundering schemes and avoiding mortgage fraud. The estimation tools have reduced the cost of producing a solution services estimate by 70-80% while improving estimate accuracy and reducing sales cycles. The contract templates have reduced misunderstandings by clearly defining common implementation issues and their related assumptions.

**Senior Consultant**

IBM Corporation 3/2006 to 9/2007

**Accomplishments:** Provided services to clients of the IBM Entity Analytic Solutions (EAS) Group. Delivered threat and fraud intelligence (TFI) solutions to foreign and domestic government and corporate clients. Solutions included border security for foreign governments, money laundering detection for banks, and fraud detection for foreign and domestic stock exchanges. Created several XML-based ETL tools. Advised and supported EAS product engineering and QA. Assisted in the development of MDM and EAS implementation processes. Produced extensive documentation on EAS products.

**Benefits:** Every solution implementation exceeded expectations, resulting in benefits such as safer international borders and less bank and stock fraud. The XML-based ETL tools and processes helped deliver projects on time and on budget, as well as enhancing solution offerings and implementation processes.

**Systems Architect**

Bechtel SAIC Corporation 3/2004 to 3/2006

**Accomplishments:** Responsible for an application that archives mail and application data to XML with version tracking for regulatory purposes. Created project plans and completed multiple projects with tight deadlines and complex deliverables. Provided training and mentoring to development and admin teams. Designed, implemented and managed a customized Software Configuration Management (SCM) process. Planned and managed the migration of 2500 email accounts and related collaborative applications to a new OS platform and application version.

**Benefits:** The XML archiving system provided Web search access to hard-to-find data and exceeded regulatory requirements for version tracking. The SCM process has improved the quality and efficiency of software development and assisted in achieving CMM level 2 certification for the IT group.

**Owner and CEO**

Benz Technologies, Inc. 9/1994 to 9/2004

**Accomplishments:** Owned and operated an IT Consulting and Training Business / IBM Business Partnership. Leveraged more than 20 years of technology industry experience to provide services to various projects to companies worldwide.

**Clients** included IBM, Wachovia Bank, Panasonic, Lexis-Nexis, John Wiley and Sons, NEC, BellSouth, Bell Canada, and Air Liquide.

**Solutions** included asset tracking, business intelligence, business partner management, CMM, competitive intelligence, content management, corporate budgeting, CRM, custom documentation, custom training materials, enterprise information delivery, group faxing, help desk support, agreement tracking, Infrastructure migration and upgrades, mailing list management, new business opportunity evaluation, process management, product development, project proposal management, repair (RMA) tracking, resource planning, SCM, system and infrastructure audits, Web applications, Web newsletters, Web portals, Web service development, workflow, and XML content syndication.

**Responsibilities** included solution budget and resource estimation, sales, project management, consulting, systems and infrastructure architecture, application development, system administration, messaging/application migration/upgrades, and customized user/developer training. Authored/co-authored three technical books and numerous articles. Presented dozens of IT seminars and lectures at conferences worldwide.

**Benefits:** Numerous complex IT solutions were delivered on time and on budget. Thousands of IT professionals have read my books and articles, attended my seminars, and used my advice and techniques to successfully deliver IT solutions.

#### **Project Manager, Systems Development**

Air Liquide *3/1993 to 9/1995*

**Accomplishments:** Managed a staff of seven developers and administrators that implemented a messaging and groupware infrastructure, and migrated messaging systems. Created applications for sales and lead management, collections tracking, safety information (MSDS) distribution, and help desk support. Developed the corporate intranet. Managed an eight-person team to customize a data warehouse and operations system. Planned, developed and implemented a distributed accounting system for order entry, invoicing, inventory, purchasing, payables and general ledger.

**Benefits:** The new systems resulted in a 35% cost reduction by increasing process efficiencies. The implementation of the new messaging and groupware systems reduced travel and administration costs by exploiting new ways of communication and access to information within the company and with customers.

#### **Early Career - Sales, Analyst, Developer, Systems Administrator**

Various Companies *3/1983 to 3/1993*

**Accomplishments:** In my early career (1983-1993) I developed my technical, leadership and sales skills while working for several companies, in Canada (Seaboard Life Insurance, Sunny Hills Hospital, MicroAge), the UK (NatWest Bank, County Unit Trusts), and Australia (AMP Society, Agoston Douglas and Partners).

#### **Certifications:**

IBM certified instructor (CLI)

IBM e-business solutions architect

IBM e-business solutions advisor, IBM Lotus Notes/Domino principal application developer (PCLP)

IBM Lotus Notes/Domino systems administrator (CLP).

#### **Citizenships:**

USA

Canada

#### **Languages:**

Fluent English

Basic French

Some Spanish