

DAVID W. TOLLIVER

BS, MBA

BUSINESS AND TECHNOLOGY MANAGEMENT PROFESSIONAL

Program Management ~ Business Development ~ Technology Consulting
Sales, Sales Operations & Marketing ~ Manufacturing & Quality Assurance ~ Diverse Career Leadership

Accomplished technology professional skilled at program, product and service management and strategic business development with complex technologies. Proponent for continuous improvement and stakeholder advocate.

CORE STRENGTHS

- ◆ Business Operations Analysis and Improvement
- ◆ Business Process Re-Engineering
- ◆ Customer Satisfaction and Quality Focus
- ◆ C-Level and Decision Maker Communicator
- ◆ Analytical, Articulate, Intuitive Thinker
- ◆ Strategic Alliance Relationship Development
- ◆ Cross-Functional Team Leader and Mentor
- ◆ International Business Development Experience

ACCOMPLISHMENTS

- ◆ Proposed, managed and delivered successful Engineering Concept Study incorporating kinematic 3D simulation utilizing automated Laser Ablation to improve shipyard production and refit process for Northrop Grumman.
- ◆ After directing a successful BPR, increased router/hub/switch product line global sales from \$19.8M to \$59.5M, exceeding revenue plans generating \$24.9M in gross margins. Awarded Bay Networks' Integrator of the Year 1997.
- ◆ Negotiated and implemented global joint marketing agreements and strategic alliances for enterprise network technologies.
- ◆ Sold first NCSC B-1 level Secure Firewall computer systems to IBM Federal Systems, NASA Johnson Space Center.
- ◆ Teamed with engineering to develop ruggedized, trusted, real time multiprocessor system for demanding applications.
- ◆ Directed engineering product development, manufacturing operations and various division resources in support of over \$40M in shipment revenue on major real-time simulation and data acquisition programs for customers such as Boeing, BSC, FAA, General Dynamics, Lockheed Martin, McDonnell Douglas, NASA, Raytheon and Singer Link.
- ◆ Advised senior military decision makers and directed support for two major military simulation programs through complete computer re-host saving time and money for contractors to major government programs. (C-17, CH-47)
- ◆ Mobilized divisional engineering and manufacturing resources to meet escalated delivery requirements for a major \$12M NASA program delivering real time computers resulting in monetary incentive awards for the prime contractor.
- ◆ Achieved over 300% of sales quota for CY2001, 189% of quota for CY2000 and attended Presidents Club.
- ◆ Demonstrated ability to close critical, high-dollar sales opportunities. Closed \$1.3M contract on FAA program and a \$2M Cisco router upgrade to Fortune 550 Company.
- ◆ Achieved division sales forecast variance of 1.4% in first quarter of assignment. Implemented sales and sales support methods improving overall organization effectiveness and sales accuracy by 30%. Maintained < 5% AOP variance.

PROFESSIONAL EXPERIENCE

PROFESSIONAL MANAGEMENT & CONSULTING, INC., Coral Springs, FL 2002 to Present

Principle Consultant, Owner (www.PMCI-Group.com)

Consulting services focused on business process and technology marketing. Provide vision, strategy and implementation for technology marketing campaigns and business development opportunities. Develop, manage and negotiate technical proposals. Experienced technical paper author and conference speaker with international marketing experience. Through government business development expertise, developed relationships with the Military, Government Agencies and Prime contractors. Currently working with NAVSEA, a Canadian technology company and Northrop Grumman Shipbuilding, Pascagoula, MS.

AT&T, INC., Sunrise, FL 2008 to 2009

Account Executive, National Business Markets

Managed over one hundred assigned accounts providing customers wire line and wireless voice, data, Internet and professional services. Proposed/sold VoIP, MPLS technologies and call center equipment solutions from ShoreTel and Nortel Networks.

DIGITALBOND, INC., Sunrise, FL 2002 to 2002

Director of Sales & Marketing

Directed Sales and Marketing efforts for a Network Security Consulting Practice. Developed and proposed network security assessment services and network security appliances to companies, municipalities, government agencies. Developed and implemented marketing methods and materials. Established and maintained strategic alliances with network security appliance and software manufacturers providing Firewalls, Intrusion Detection systems, Network Monitoring and Integration services.

WORLDCOM, INC., Boca Raton, FL

1997 to 2002

National Account Manager, Data Network Services Account Executive

Developed and proposed ATM, Frame Relay, Private Line, VPN, Internet Access service, managed CPE and e-Business solutions along with comprehensive voice services to national enterprise customers headquartered in south Florida. Established relationships with C-level executives and company directors responsible for services. Consistently exceeded quota.

RACAL DATA GROUP, Sunrise, FL

1996 to 1997

Consultant, Business Expert, Product/Services Manager

Member of Strategic Alliances Program Office for a global Enterprise Network Solutions and Integration Services company. Managed product lines and relationships with third party LAN/WAN data network equipment vendors throughout Product Life Cycle. Negotiated global marketing agreements and equipment contracts, managed Customer Advisory Board, represented program office on CTO's Customer Opportunity Requirements Board. Developed marketing plans, collateral and managed company-wide product launches to all global regions. Monitored inventories, price book entries and all customer issues associated with product set. Initially hired as a consultant and directed a Business Process Re-engineering effort that increased third party internetworking product sales from \$19.8M to \$59.5M, generating \$24.9M in gross margins.

SENSORMATIC ELECTRONICS CORPORATION, Boca Raton, FL

1994 to 1996

Senior Technology Manager

Product line management for the North America Retail Business Unit of a developer and manufacturer of Electronic Article Surveillance and Loss Prevention Technologies. Managed Product Life Cycle of the Ultra*MAX Loss Prevention Technology used at major retail stores nationwide. Worked with development and manufacturing to identify and implement product improvements based on customer need and input. Teamed with sales and engineering to win large-scale contracts for products with major customers (Wal*Mart, Kmart, Home Depot, Borders, etc.) Performed feasibility testing and on-site ergonomic evaluations for customer programs. Managed relationships with raw materials providers and custom engineering fabricators for prototype solutions. Provided first response to retailers and their customers regarding legal, health and safety concerns with Ultra*MAX products and articulated their concerns to the Sensormatic legal department.

HARRIS CORPORATION, COMPUTER SYSTEMS DIVISION, Fort Lauderdale, FL

1975 to 1994

Senior Data Acquisition Marketing Manager, Program Manager, QA Manager, Systems Integration Supervisor

Manufactured and marketed Real Time Computer Systems used in C3I, Data Acquisition, Range and Telemetry, Simulation and Training applications. Managed custom engineering and delivery requirements for over \$40M of major programs such as Raytheon, McDonnell Douglas, Boeing, NASA, FAA US Army, and US Air Force. Closed critical sales opportunities on FAA program. Developed sales and established a Houston Sales office at Johnson Space Center. Interfaced with regional Sales Managers to provide company forecasts achieving 1.4% forecast variance in first quarter of assignment. Supervised Order Entry and Benchmarking Group activities as manager of Sales Support. Developed PC-Based Price Book while implementing sales and sales support methods improving overall organization effectiveness and sales accuracy by 30%. Staffed and Managed Hardware and Software engineers performing product assurance testing and evaluation as QA Manager. Proposed and staffed a Software Quality Assurance function and implemented first POSIX Compliance test requirements for compiler software release. Interfaced directly with customers during manufacturing acceptance testing and on-site customer audits. Developed and implemented QA Testing, New Product Evaluation Procedures and Manufacturing Assembly Workmanship criteria. Contributor on New Product Engineering Review Board. Interfaced with DCAS on Government contract requirements. Supervised technicians, inspectors and final assemblers to meet monthly Systems Integration shipment and Warranty Repair goals. Operated Manufacturing Computer Center providing all software shipment requirements. Performed capital inventoried and maintained AOP budgets to < 5% variance.

U.S. ARMY, ARMY SECURITY AGENCY

1972 to 1974

ECM/ECCM/DF System Repair (MOS 33G2V - 05/08/1973)

Specialist, 5th Class. Enlisted during Vietnam War. Based on entrance examination and skills assessment, was recruited to work on Electronic Countermeasures and Direction Finding Equipment. Passed NSA background investigation to hold Top Secret Security Clearance with Cryptographic Access. Trained to repair a variety of portable and shelter-housed electronic ECM/ECCM/DF transmission and antenna equipment. Assigned to support tactical outfits, received Airborne and Ranger Training at Fort Benning, GA and was awarded the Parachutist Badge and Ranger Tab. Platoon Leader, USASATC&S Honor Guard. Honorably discharged.

EDUCATION

MASTER of BUSINESS ADMINISTRATION, 1993

Florida Atlantic University, Boca Raton, FL

Concentration: Marketing, International Business, GPA 3.42/4.0

Received Overall Class Leadership Award from peers in an executive program

BACHELOR of SCIENCE, 1991

Nova Southeastern University, Fort Lauderdale, FL

Major: Professional Management, GPA 3.86/4.0, "With Distinction" (Magna Cum Laude)

Inducted into the Alpha Chi National Honor Society

PROFESSIONAL TRAINING

- ◆ AT&T Services Sales Training, Atlanta (80 hours) 2008; CPO I&R Tech II Training (80 hours online and in field)
- ◆ Consulting Project Director and Staff Executive Training (80 hours) 2007
- ◆ Self-Directed Project Management Institute (PMI) PBOK Training 2007, ongoing
- ◆ Microsoft TechNet and TS2 seminars – Windows XP, .Net, Server Technologies, Security at the Desktop, 2003
- ◆ Data Networks, eBusiness – Online Training (140 hours) 2002
- ◆ Miller Heiman Strategic Selling (40 hours) 1999
- ◆ PartnerSphere Executive Conference on Technology, Bay Networks 1997, 1998
- ◆ STARS Training Program, Data Networks (6 Days) 1997
- ◆ LotusNotes Training (3 days) 1996
- ◆ ISO 9000 Initial Training and Implementation, Harris Corporation, 1993, Racal Datacom, 1996
- ◆ Total Quality Management, Quality Circles, Steering Committee Member, Harris Corporation, 1992
- ◆ Software QA Testing Methods, Harris Corporation, 1992
- ◆ Leadership Effectiveness Workshop (40 hours), Harris Corporation, 1990
- ◆ Oracle Database (40 hours), Harris Corporation, 1988
- ◆ Negotiation/Presentation Skills, Harris Corporation, 1987
- ◆ "Working" Instructor Certification (80 hours), Harris Corporation, 1987
- ◆ UNIX Intro (40 hours), Harris Corporation, 1986
- ◆ INFO Database (40 hours), Harris Corporation, 1985
- ◆ Several hardware architecture and product specific training classes, Harris Corporation, 1975 - 1985
- ◆ CREI Electronics Engineering Technology Certificate, 1973
- ◆ U.S. Army Airborne Course, Diploma 1973
- ◆ U.S. Army Ranger Course, Diploma 1973
- ◆ U.S. Army Security Agency ECMDF Systems Repairman Course (13 weeks), 1973
- ◆ U.S. Army 102F10 Basic Electronics Maintenance Course (26 weeks), 1972

AWARDS, RECOGNITION AND AFFILIATIONS

- ◆ Successful Engineering Concept Study - Awarded Request to Proceed With Prototype, 2007
- ◆ Invited Speaker at ShipTech 2006 Conference on Automation of Coating Process, 2006
- ◆ Published in SNAME Journal of Ship Production, Computer-Controlled Robotic Marine Coatings System, 2005
- ◆ Technical Paper accepted and Presented at the Society of Naval Architects and Marine Engineers Conference 2004
- ◆ Invited Speaker at RUST2004 Corrosion Technology Exchange on Automated Coatings Application 2004
- ◆ Closed Largest CPE Sale of the Year, SE Region, 2002. (\$2M in Cisco routers)
- ◆ Received nine citations for sales performance throughout 2001
- ◆ Attended President's Club for sales leadership in 2000
- ◆ Recognized as Bay Networks' Integrator of the Year, Dallas PartnerSphere, 1997
- ◆ Received Executive MBA Overall Class Leadership Award, Florida Atlantic University, 1993
- ◆ Received Harris Corporation's Leadership Effectiveness Workshop "Most Logical" Award, 1990
- ◆ Inducted into Alpha Chi National Honor Society for undergraduate studies, 1989
- ◆ Affiliations have included PMI, NSRP, NACE, IEEE, ASQC, APICS and Coral Springs Chamber of Commerce
- ◆ PADI Scuba Certified to Advanced Open Water, Search and Rescue

COMMUNITY AND VOLUNTEER ACTIVITIES

- ◆ Coral Springs Chamber of Commerce – Technology Committee Member
- ◆ Directed Benefit Golf Tournament for J.P. Taravella High School Band & Orchestra 2003 thru 2008
- ◆ Developed and maintained web sites for Little League and High School Benefit Golf Tournament
- ◆ School PTA and Advisory Committee Member, Co-Founder Technology Advisory Board
- ◆ Established on-site, after work degree completion program producing 25 employee graduates
- ◆ Youth sports manager and coach, Little League Board of Directors, League Director and Web Master 1986-2002
- ◆ Cub Scout Den Leader and Committee Chair

MAJOR PROGRAM EXPERIENCE

◆ **AEROSPACE AND DEFENSE PROGRAMS**

Client	Program
Binghamton Simulator	CH-47 Flight Simulator Re-Host
Boeing	Fuselage Design and Flight Simulation of 777 Aircraft
FAA	TDWR System Development and Delivery – Airport Radar Safety System
General Dynamics - Lockheed	F-16 Flight Simulation Training Systems
IBM Federal Systems	E-2C Mission Computer Upgrade - Strategic Sales Planning
McDonnell Douglas	C-17 Loadmaster and Flight Simulation Training Systems and Re-Host
NASA Kennedy Space Center	CORE Program - Shuttle Checkout and Launch Control
NASA Johnson Space Center	SEWP Program Manager NASA-Wide Procurement – B-1 Secure Firewall
Northrop Grumman	E-2C Mission Computer Upgrade
Northrop Grumman Newport News	Marine Automation Engineering Concept Study
Raytheon Missile Systems	Patriot Missile Defense System
Raytheon ATMS	FAA Terminal Doppler Weather Radar System Development and Delivery
Singer Link	14E35, S3B Flight Simulation Training Systems
U.S. Military	Air Force, Army - Logistics and Planning Meetings

◆ **COMMERCIAL AND RETAIL PROGRAMS**

Client	Program
Bay Networks	Strategic Alliance, Channel Marketing – Networking Equipment
Banco Popular	Corporate-wide Data Networks and Telecom Services
Borders Books & Music	Electronic Article Surveillance Systems
Cisco	Data Networks, Reseller Agreement, CPE Sales
Fagerdala Marine Systems	Marine Automation - Computer-Controlled Robotics
Home Depot	Electronic Article Surveillance Systems, Embedded Floor System
Kmart	Ergonomics, Electronic Article Surveillance Systems
Kwikset	Electronic Article Surveillance Systems, Source Tagging
Larscom	Strategic Alliance - Broadband Networking Equipment
Polaroid	Electronic Article Surveillance Systems, Source Tagging
Raymarine	High-Bright, NEMA-Class Waterproofed Shipboard PC Systems
Spherion	Large CPE Sale - Data Networks and Telecom Services
Telco Systems	Strategic Alliance - Broadband Networking Equipment
ThyssenKrupp Marine Systems	Marine Automation - Computer-Controlled Robotics
U.S. Plastic Lumber	Corporate-wide Data Networks and Telecom Services
Volvo Aero	Corporate-wide Data Networks and Telecom Services
Wal*Mart	Electronic Article Surveillance Systems, Systems HW/SW Integration