KURT STUMP
San Diego, CA

I am very interested in your open position. This unique position sounds like an excellent fit from both sides. My experiences line up nicely with the position's requirements and duties and this is exactly the type of position that I'm excited about. I have a strong history of successful technology leadership along with a deep collection of technical skills.

I am currently the VP of Professional Services for an award-winning and fast-growing Regional Managed Services Provider. I am responsible for all Systems Architecture, Solution Designs, Project and Corporate Operations, the PMO, and a team of high-performance consultants. Previously, I led hardware and software development efforts as the CTO of a startup medical device company. I managed and led all global development and testing teams covering hardware, firmware, web development, online analytics, and mobile app development. Prior to that I was consulting on large-scale ERP development and implementation programs, mobile application development efforts, and SaaS re-platforming efforts.

My true passion is collaborating with business partners to develop comprehensive strategies that inspire and truly drive value from technology that shows itself on the bottom line. My biggest, past successes have come from software development leadership, corporate strategy, expansion into new fields and technologies, and building and leading technology teams to complement new business strategies. I have an aptitude for bridging the communication and domain gaps between technology and the business and I have had success with the fine art of providing technology thought leadership to Executive Management.

1 **Desired Positions**
   Senior Technology Management, Software Engineering Leadership

2 **Desired Duties and Responsibilities**
   a.) Thought Leadership, b.) Technology / Business Strategy, c.) Project / Portfolio Management, d.) Enterprise Architecture, e.) Relationship Management, f.) Resource Management

3 **Selling Points**
   a.) Development, Enterprise Architecture, Infrastructure, Operations, and Strategy Backgrounds, b.) Problem Solver, c.) Six Sigma Black Belt / PMP, d.) Process automation & efficiency expertise, e.) Relationship Management expertise, f.) Success building high-performance teams, g.) Cloud, h.) Security and networking knowledge, i.) Offshoring expertise, j.) Change Agent, k.) Financial acumen, l.) Quick learner

Thank you for your time and consideration.

Sincerely:

KURT STUMP

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San Diego, CA

TECHNOLOGY LEADER LOOKING TO PROVIDE THOUGHT LEADERSHIP AND STRATEGIC VISION FOR AN ORGANIZATION SEEKING ENERGY, DRIVE, TECHNICAL SOLUTIONS, AND CONTROL IN THEIR TECHNOLOGY DISCIPLINE.

Overview	I'm a driven and passionate executive looking to provide leadership, direction, and mentoring to an organization seeking to provide technical solutions that solve complex business problems. I am a change agent. I have hardware, software, development, networking, and strategy backgrounds with a focus on the Portfolio, Program, and Project Management to successfully deliver these solutions, on-schedule and on-budget. I have experiences in Consulting, Insurance, Financial Services, Automotive, Biotech, Software, Mobile, Web, and Manufacturing. I am PMP-certified and a Six Sigma Black Belt. I am a member of Mensa. I am fully versed in Agile Development methodologies. I seek to use my technology background as a complement to your business. I view myself less as a technologist and more as a technology-focused business consultant. I wish to leverage my technology background as a toolbox, with each discipline and experience being a tool designed to drive value for your business.
Work Experience	2015 - Present Managed Solution San Diego, CA **VP of Professional Services** ▪ Vice President of Professional Services at one of the premier MSP providers of outsourced IT support for mid-to-large companies in Southern California, declared by Microsoft as the fastest growing Microsoft Partner in Southern California and the fastest growing Managed Services firm in the US. I built and led a high-performance team of 40+ Microsoft-specific, Virtualization, Cloud, Storage, Networking, and Storage architects, engineers, analysts, and PMs to complement and leverage our Managed Services portfolio. Directly influenced policy and direction of Engineering, Systems Architecture, Professional Services, Business Operations, and the PMO. ▪ Improved average consultant billing utilization in the first 6 months from 68% to 87% through aggressive and novel incentive plans. At the same time, from the second month on new record Professional Services billing figures were achieved each month. ▪ Implemented automation and measureable data analyses to improve the efficiency of all operations including Sales Engineer scheduling, Solution Design, SOW Creation, Quoting, RFP Analysis, Managed Services Onboarding, Execution, Closure, Billing, and Receivables. ▪ Implemented a humanized workforce strategy with a results-oriented (ROWE) approach that has so far achieved 100% Consultant retention. 2014 - 2015 BioSines – Medical Device Company San Diego, CA **Chief Technology Officer (CTO)** ▪ Tasked as CTO at a medical device startup developing an emergency medicine device and its application suite. I am accountable for all hardware, firmware, software (web and mobile app), and sensor technologies involved in the design. Completed 3 device fabrication cycles. ▪ Built and led a team of hardware and software engineers to develop prototypes encompassing proprietary, wireless sensor technologies, a receiver unit, and mobile applications with patent pending heuristic algorithms to interpret vital signs data for decision support. ▪ Led software efforts to simultaneously build 2 mobile applications for iOS and Android, fat clients for Mac OSX and Windows, a real-time, centralized data repository complete with abstraction layer, and a role-based SaaS monitoring and analytics implementation. ▪ Led hardware efforts to design, build, and test the company's proprietary sensor technologies via best-in-class processing and wireless standards, including Bluetooth LE 4.2, as well as the interposer boards and firmware development required to facilitate the sensor testing. ▪ Navigated the company through its review and pending acceptance into 2 Fortune 250 Accelerator programs, multiple SBIR DoD and SPAWAR grant filings, and FDA 510(k) proceedings and managed them through the selection, assignment, and approval processes. ▪ Implemented Agile methodologies, including Scrum process and documentation, for developers in SD, Mexico, Eastern Europe, and India. ▪ Performed code reviews and handled development escalations for both local and remote developers in Java, Swift, C#, PHP, and MySQL. ▪ Personally architected solution designs for Stages 1-5 (3-year plan), developed the heuristic models for pattern recognition, consulted on Intellectual Property registration and filing, implemented a financials and accounting system, and liaised with the Board of Directors and investors, which include the SD County Head of Emergency Medicine and UCSD Department Heads of Biotech and Emergency Medicine. 2011 - 2014 S3CO Solutions LLC – Independent Consultant San Diego, CA **IT / Management Consultant** ▪ IT / Management consulting in Program Management, Business Justification / Sales, Application Architecture, and Software Development. ▪ Led Oracle ERP / eCommerce recovery effort and implemented new IT organizational structure at Texas-based manufacturing company. **VP of Software Engineering, Program Director, Product Director Roles** ▪ VP of Software Engineering and Product Director at Mobile App startup where I assembled a high-performance team of local, remote, and near shore developers to deliver the platform and its accompanying EC2 SaaS web suite with robust social media integrations to Facebook, Twitter, Google, Yelp, and AdSense in Java, Objective C, PHP, JavaScript, and HTML5. ▪ Program Director at major Insurance software provider for an internal effort to develop and release version 2.0 of their Insurance Admin System, branched from 1.0 with a completely new architecture to provide for scalability on SaaS, efficient integrations, and future growth. The product line's existing architecture was unable to accommodate the demands of the marketplace to efficiently sync internal policy

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administration data with client systems. Further, the underlying Flex development platform had undergone significant changes since the 1.0 release. All roadmap requirements had to be defined and reconciled against existing custom client integrations to deliver a 2.0 spec.

- Program Director for 2 Insurance Admin System beta testing deployments, the first 3 custom client implementations, and the company's SaaS implementation. Scrum Master for the implementation and deployment teams.
- Product Director at Mobile App startup where I conceptualized a patent pending app platform that data models the user's online activity to develop personality profiles for recommendations, profiling, and directed advertising. Currently, 4 apps have been released on this platform.
- Developed Intellectual Property (IP) rights materials, including USPTO patent and trademark applications, drawings, and submissions.

Project Manager, Mobile App Developer Roles

- Project Manager and Scrum Master roles in all positions with day-to-day ownership and management of project schedules, budgets, backlogs, burn downs, sprint planning, requirements management, use case portfolios, and defect management.
- Developed 6 mobile applications in both iOS Swift and Android Java for recommendations, reviews, chat, and sticky connectivity.
- Re-platformed a PhoneGap advice / chat app with socket.io backend into Swift for iOS; Consulted on release and marketing strategies.
- Developed complete ecosystem for HIPAA-compliant vital signs review, real-time collaboration, and storage in PHP, Angular, and MySQL.

2007 - 2011	ICW Group – Insurance Company of the West	San Diego, CA

AVP of IT, Strategic Projects

- Owned the technology partnership with the Workers' Compensation and Special Property Catastrophe (DIC) business units and managed the technology relationships with the Chief Operating Officer, Chief Financial Officer, Chief Actuary, VP of Workers' Compensation, VP of Special Property, and the VP of Enterprise Risk Management. I also provided the role of Enterprise Architect for the organization.
- Owned all things technology for my partners including strategy creation, strategic initiatives, projects, and production support. I developed a high-performance team with a strict focus on effective and efficient project delivery to deliver maximum value via Scrum and Iterative Dev.
- Software Development Director for 4 strategic, 3 production support, and 1 data integration development teams.
- Developed comprehensive strategic roadmaps for all of my partners, including the tools required to measure progress.
- Conceived of, designed, and architected Snap, a web-based SaaS collaborative workstation for insurance underwriting professionals, support staff, and agents (customers) to seamlessly work together on insurance proposals. This platform effectively changed the way Workers' Compensation and Catastrophe Insurance is sold in the US. We scaled the Workers' Compensation policy count by 400% while reducing headcount and increased operating revenue by 250%. Catastrophe increased their number of applications by 350% with the same headcount, allowing them to be more selective with the risks in their fixed portfolio, resulting in an operating profit increase of 28%.
- Developed a comprehensive eCommerce strategy that netted $1.4M of ROI and an additional $55M of new business in the first year alone.
- Corrected two historically troubled applications and their poor vendor relationships into 99.97%+ available with positive vendor interactions.
- Awarded 2 ACORD awards: the 2008 ACORD Innovative Implementation Award for the Snap Underwriting Workstation and the 2010 ACORD Property & Casualty Early Adopter Award for Integrating AMSs to Snap via XML to eliminate the manual entry and duplication.
- Managed a division of 115; owned a portfolio of over 40 projects per year and >$70M in budgets and strategies for all lines of business, and a production support portfolio of 48 applications, including large-scale policy and claims administration systems.
- Backfilled team absences of Program Managers and Project Managers; taking the role of Scrum Master for iterative development projects.

Chief Information Officer (CIO), Interim

- Owned all operations and strategy for the 250-person IT department while the CIO was on an extended leave in Q3 2009.
- Continued all business and technology initiatives and initiated 3 additional approach changes to simplify IT processes and improve the services levels for our business partners.
- Performed independent audits, oversaw complete 2010 budget planning process, kicked-off 7 new projects, oversaw total portfolio of 78 projects, oversaw data center transformation, completed 2010 Executive Strategic Planning, etc.

SAP ERP Program Director

- Owned and directed the day-to-day activities on an integrated business process transformation that reached all departments and how they conduct their business, focusing on the implementation of SAP Financials (FICO), SAP Claims (CM), SAP Collections and Disbursements (CD), SAP Commissions (ICM), SAP NetWeaver Business Intelligence (BI), SAP NetWeaver PI/XI, a Services-Oriented Architecture (SOA)-based integration bus, the decommissioning of legacy policy administration systems, complete data conversion and cleansing effort from source to abstraction layer to destination, and the integration and final provisioning of a new comprehensive policy administration approach.
- Included a $67M budget with a peak onsite team size of 105 (FTEs, consultants, contractors, and SI), 40 nearshore in Mexico, and 25 offshore in India. The team consisted of a fixed-bid partner System Integrator and 4 other consulting partners to augment our business and technical teams. I was responsible to and reported status directly to the COO and the Board of Directors.
- The Program delivered a complete Corporate transformation of the back office and financials, including comprehensive workflow management with full integration to document imaging via Electronic Content Management (ECM), resulting in a highly-efficient, scalable, and automated system poised to grow and support ICW's planned and eventual growth from $280M to $1B plus.

2003 - 2007	Allstate Insurance Company – Allstate Financial	Northbrook, IL

Risk Management Technology Director

- Owned the technology partnership with Allstate Investments and managed the relationships with the Chief Risk Officer and SVP of Asset/Liability Management; CIO installed me to build a risk management technology discipline and carve out a high-performance team.

- Program Manager and Infrastructure Architect for the Modeling Improvement Initiative, a risk management analytics transformation program that successfully automated, Grid-enabled, and scaled ALM risk analytics, fair value metrics, and sensitivity analyses from 8 scenarios in weeks to 10,000's of scenarios in hours in order to better manage Allstate Financial's $81B asset portfolio.
- Scrum Master and architect of new Earnings at Risk (*EaR*), Value at Risk (*VaR*), P/C, and a suite of SaaS-based asset portfolio optimization, alpha, beta, corporate utility, economic capital, and risk line hedging stochastic Monte Carlo models on a common framework.
- Designed, implemented, managed, and evangelized the Insurance Industry's first and largest Grid Computing infrastructure.
- Trained and Allstate-certified in multiple Agile Methodology disciplines, including Extreme Programming (XP), Scrum Mastering, and TDD.
- US Patent 11/847,089 for Earnings-at-Risk Innovation via Grid Computing; Awarded 2 Celent Model Carrier Awards in 2007: the first for *Grid Computing for Annuity Valuation* and the second for *Rules-Based Automated Underwriting*.

Algorithmics ERP Program Director

- Owned and directed the day-to-day activities of Allstate Financial on an integrated business process transformation that replaced Allstate Investments' asset, trading, and financials systems, focusing on the Algorithmics platform and integration with ALM's QRM models.
- Accountable for the $38M Allstate Financial budget and a team of 42 analysts, developers, testers, actuaries, and financial engineers.
- The Program resulted in a new integrated trading platform that allowed for real-time trade decisioning on par with major brokerages, complete with real-time analytics and decision support metrics for the trade desk based on ALM policies.

SAP ERP Implementation Director

- Department stakeholder and technology owner of the Finance and ALM departments within Allstate Financial on an integrated business process transformation, focusing on the implementation of SAP FICO, CD, BI, NetWeaver, and a custom SOA-based integration bus.
- *Certifications*: Six Sigma Black Belt, PMP, XP Project Leader, Scrum Master

2002 - 2003	Warehouse Management Solutions	San Diego, CA

Application Architect, Project Manager

- Architected application, network, and system architectures for a web-based, J2EE warehouse management system ASP for SaaS offering, which included stochastic warehouse modeling techniques for inventory replenishment and picking / put away strategies, that resulted in an industry-first solution that centralized warehouse management in a scalable cost model affordable to warehouses of all sizes.

2001 - 2002	Bank of America – Robertson Stephens Investment Bank	San Francisco, CA

Project Manager, Network Engineer

- Project Managed and re-engineered a global, dynamically re-routable data, voice, and video IGX ATM WAN to service a 14-site growth, including the implementation of network monitoring, security, and telecommunications support tools to achieve a 99.97% uptime.
- Engineered IP/ATM network changes, consolidations, and upgrades among WAN switches and Cisco/Foundry routers and switches.
- Consulted on the design and implementation of an Electronic Trading System (ETS) with real-time market integration and stochastic equity and bond trade analytics modeling which utilized a multi-site distributed computing infrastructure. *Certifications*: CCNA, CCNP

2000	Ford Motor Company – FordStar/VSAT Satellite Systems	Dearborn, MI

Network Engineer

- Developed the corporate solution used to connect 7,500+ dealerships with high-speed Internet access, regardless of location, and implemented a 100-site nationwide pilot to test the feasibility of a transport-independent Internet access VPN architecture.

1999	Delphi Automotive – Delco Electronics Systems	Kokomo, IN

Software Engineer

- Designed MACE black box automated testing with model parser, code verification, and revision for embedded systems production releases; contributor to US Patents 6323487 and 6298311, resulting in pending US Patents 10/125,946, 10/065,447, and 11/130,978.

1998	Ingersoll-Rand Company	Shippensburg, PA

Software Engineer

- Acquired working knowledge of enterprise-level ERP, DBMS, networking, mobile computing, ITIL, vendor management, and warehousing.

1994 - 1999	DataCorp Computers	Chambersburg, PA

Owner, Sales, Software Engineer

- Possessed sole accountability for all areas of the business: accounting, advertising, business development, development and architecture of custom solutions, finance, hiring, purchasing, sales, taxes, technical support, and all other business responsibilities. *Certification*: MCSE

Education	1997 - 2001	Pennsylvania State University	State College, PA

Computer Science Engineering – Bachelor of Science • University Scholars' Program • Schreyer Scholar

Technology Proficiency

Software: Java; .NET; C#; C++; Swift; Objective C; C; PHP; Ruby on Rails; AngularJS, node.js; socket.io; HTML5; PhoneGap; jQuery; JSON; XML; SQL; Oracle; SQL Server; PostgreSQL; MySQL; SAP FICO, CM, CD, ICM, BI, Netweaver PI/XI; Salesforce; PeopleSoft; Hyperion; MS Dynamics; Tableau; Hadoop; Ab Initio; Informatica; Tibco DataSynapse GridServer; FirstBest UMS; Service Now; Scrumwise; Jira; Trello; Algorithmics; SAS; Client & Server-Side Scripting; Network/Firewall Management Software; Windows 10; OS X; DOS; Linux; Solaris; AS/400; MATLAB; QRM; ConnectWise; Office 365; SCCM; SCOM; MS Project; MS Visio…
Hardware: iOS; Android; NAS; SAN; Amazon AWS EC2; Microsoft Azure; Route, Switch; Firewalls; VPN; VoIP; LAN/WAN…