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**Independent IT Consultant, System Analyst/Programmer**
IS3, Inc, - Delray Beach, FL
January 1978 to Present

<u>**RESUME (Long Version)**</u>

### IS3, Inc  2000 – Present:
### Dania/Delray Florida

I am the CEO of IS3, Inc. and I Created the AntiMalware & AntiVirus STOPZilla. The company had 120 employees working 2 shifts/day. The STOPzilla product was sold on a subscription-based model, using an E-commerce platform/website created in-house. The system kept track of all customers licenses, windows versions, and yearly renewals. Although I was the CEO, I never stopped coding and I created multiple applications using Microsoft tools, in particular C#, CSS, HTML, JavaScript, SQL, PowerShell, DOS, etc.

● I created all the infrastructure systems (QuickBooks excluded) to provide a daily Dashboard/Flash of all the revenues (Day, MTD, YTD) and an analysis of all merchant accounts. The system tracked all transactions, including, Sales, Refunds, Renewals, Chargebacks and Reconciliations, created using an in-house web environment. The system was also used by the Call Center providing all user's data, inclusive of their subscriptions, current and past, payment, keys, windows versions, etc. separate from the eCommerce STOPzilla website. All the data was stored into an SQL Database to facilitate customer support and additional sales.
● I programmed an interface using a QuickBooks API for creating Rebate Checks.
● I designed and programmed an ad hoc reporting system from our SQL Database with optional search parameters
● I oversaw the Sales, Accounting, Marketing, Web Design, Payroll & Personnel departments.
● I was involved with all decisions pertaining to stopzilla.com, Server Deployment & Redundancy, etc.
● I created and/or reviewed all contracts from outside vendors and/or resellers, Employee Booklets, etc.
● I established Stock Options for the executives and a 401K Retirement for all employees.
● I setup Food Catering (every day) for all employees and handled whatever else popped-up at any time.

The STOPzilla product has been sold and being restless, I now want to concentrate on System & Programming consultancy.

### Kmart Stores:
### 1997-2002
### Troy, Michigan

Contract Assignment recommended by an IBM representative. I supplied KMART with IS3 Distribution System and modified it to accept the new IBM POS format to accommodate trickle polling and the preprocessing of store data. Their hours of operation being 24/7, they needed the registers to be up and running for the new day, as close as possible to past midnight. On average 10 polls/runs were done throughout the day to alleviate any communications or data errors on the last poll and include it with the next day, if necessary. They had 2000+ store data to process on a daily basis (millions of compressed records)

Prior to my system being implemented, problem stores could not open because the entire day was processed all at once at end-of-day. After implementation, new POS Data sent back to the stores (Price Changes, New/Old Employee Logins, Program Changes, etc.) was done almost immediately after the last poll because the entire day sales were already 95% completed. The system fed all the existing legacy systems: Customer Data, A/R (CC Processing), A/P, Payroll, Inventory, Grocery Data, Fraud Analysis, Employee Discounts, Out-Of-Balance transactions, etc.)

### Ace Hardware Independent Owner:

1996-1997
Pompano Beach, Florida
> Hired as a Consultant, I designed & programmed a Hardware system using Micro Focus COBOL and completely mechanized the store, with 80 thousand items used for scanning and price lookup, and a PC using Real World POS system. Auto replenishment and auto ordering via modem communications with data formatted with Ace Headquarters requirements.
>
> Originally, the owner ordered everything manually and ended up with a multitude of duplicates never sold. The new system was able to up the sales more than 40% and reduced the inventory 5 folds by reordering fast moving items automatically and eliminating slow movers.

American Express:
Plantation, Florida
1995-1996
> Contract assignment to convert legacy systems to a newer technology on a project called Genesis. This project was enormous and was cancelled by the management after realizing that this project would take years to create and by the time of the completion, the new project would also have to be replaced.

International Software Systems Solutions, Inc.:
1991-1995
Dania, Florida
> Involved in setting up various companies in establishing Lan Connections and installing Peachtree Accounting Systems.

Norwegian Cruise Lines:
1988-1989
Coral Gables, Florida
> Hired as a contractor for basic COBOL batch maintenance pertaining to ships cost analysis. Just busy work reviewing obsolete programs and rewriting bad ones.

Petrie Stores:
1986-1987
Secaucus, New Jersey
> Hired as a contract engineer in charge of the design & programming of a Sales Audit System using IBM COBOL / DB2 on an OS/MVS Mainframe. My design ability coupled with my knowledge of the environment (I own a Sales Audit system} made me a perfect fit for this assignment. I oversaw four additional programmers, and this system was delivered on time and successfully implemented.
>
> As a note of interest, the VP asked me to investigate a critical program where the source had been lost or erased. I took the current source and made a few changes, and I was basically done in a day. After I showed the result to the VP, he told me that the results were wrong because the current version running in production showed different amounts. I assured him that my version was the correct one. To make a story short, I tabulated all the test records by hand, it took a few days, and it showed the same results as my version. It turned out that the production version was wrong for many years!
>
> I also resolved their POS 'void of the void' problem (to be explained later) reducing their help desk personnel to a handful of people from 20 employees, working first and 2nd shifts, and greatly reducing their long-distance cost as well.

Waldenbooks:
Stanford, Connecticut
1985-1986
> Hired on a contract for an IBM 4680 implementation. This system was successfully implemented using IBM Assembler on a Mainframe using OS/MVS. Unfortunately, this store was a victim of the growing internet and specifically from Amazon taking over this environment.

Bloomingdales By Mail:
Wilmington, Massachusetts
1981-1981
> Hired on a contract basis by the ex-VP from Foleys to transfer magnetic tape records from the overnight sales into a database (Adabas). These records were dumped into a report and fed by hand into the system. The original plan was to create a flat file

to be fed into their system. This solution still involved a manual process. With a additional hours allocated to the project, I fed the tape records directly to the database without human intervention. The project was a success.

**Foleys Department Stores:**
Houston, Texas
1979-1991 Non-Consecutive

Hired on contract for the design and programming of a Furniture Sales & Delivery System (Big Ticket Merchandise or BITUC). This system included a reservation process to collect a down payment and then for the store to acquire the items via approved vendors. After the merchandise was ready, the full amount was collected and scheduled for setup and delivery. This system was written in COBOL / CICS, DB2 on a Mainframe operating in OS/MVS.

The store Director had some issues with personnel for an on-going POS implementation and asked me to take over the programming (IBM Assembler Subsystem) and the reason that got me involved in the IBM Cash Registers. Because that system was so complex, I rewrote my own version to be used in specialty stores, implemented via tables which cut the programming and the core memory requirements in 1/3. I then sold a copy of the system to an IBM Reseller who was able to implement it nationwide in many specialty stores. I remained a consultant with Foleys for around a period of 12 years on and off and even after the IT Department was moved in Atlanta, GA using a consolidated IT facility (Sabre) under Federated Department Stores supervision.

**Chicago Area Retail Clerks Union:**
Chicago, Illinois
1976-1979

Hired on a contract basis, I designed and wrote a Health Claim & Dental system using COBOL / CICS / Assembler on an IBM DOS/VSE Mainframe. They were backed up approximately a year on processing the claims and many mistakes were made from the manual processes. The claims were submitted multiple times, mainly for the huge delays and lost paperwork, teeth were extracted more than once, etc. After I implemented the system, many claim adjusters were reassigned to different departments and they were caught up in 3 months. The System originally was written using ISAM and because the claim systems added thousands of records every day, the ISAM Access method was very slow and ineffective, and I ended up writing my own version of ISAM by indexing the overflow area.

**Chicago Board of Education:**
Chicago, Illinois
1973-1975

Hired as a Chief on a fulltime basis, I oversaw 5 programmers and assisted Arthur Andersen consultants to develop a Payroll & Personal system for the entire Chicago School System (CBOE). My team won "The Best Team" prize contest. I found myself teaching all the newbies that the consulting company hired for the project and after a year found a better situation for my growing family. One of the reasons, I rather be a consultant for hire.

**Mainframe Development**
- COBOL (25 years)
- 370 Assembler (10 years)
- SAM, ISAM, VSAM, IMS/DLI (10 years).
- SQL – DB2 (10 years)
- Stored Procedures (10 years)
- CICS (10+ years)
- IMS DB/DC (3 Years)
- OS JCL & Utilities
- TSO/ISPF (REXX)

**Computer Associates**
- CA Easytrieve
- EDI
- CA Endevor

**Microsoft Development**
**.NET**
- C, C# (10+ Years)

- CSS (3 Years)
- HTML (4 years)
- JSON (4 years)
- JavaScript (4 Years)
- Microsoft SQL Server (7 years)
- Microsoft Visual Studio Code (8 years)
- Microsoft Excel, Word (20 years)
- Blazor (4 years)
- Realia and Microfocus COBOL/CICS experience

**Languages**
Fluent in English & French, Semi-Fluent in Spanish & Italian