

John P. McCartan, MBA

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EXECUTIVE PROFILE

John McCartan possesses a distinctive combination of technology skills and business acumen. John is a highly dedicated and energized professional with expertise in defining and executing strategy, new market development, and driving growth. John has delivered results as exemplified by building businesses in start-up and turn-around situations. Adding to his unique skill set, John can dive deep into technology while framing the technical details with the overall business objective. John is an executive leader seasoned through periods of rapid growth and turbulent economic times. He has built and led numerous high performing delivery teams. Core competencies in:

Client Relationship Building
Start-up and Turn-around
Product Development
Project Execution and Delivery

P&L Management
Solution Sales Leadership
Community Outreach
System Architecture

Team Building
Strategic Planning
Planning and Organization
Leading Change

PROFESSIONAL EXPERIENCE

SOGETI – DES MOINES, IA

January 2018 – Present

Vice-President Iowa and Nebraska

Sogeti is a leading provider of technology and engineering services. Sogeti delivers solutions that enable digital transformation and offers cutting-edge expertise in Cloud, Cybersecurity, Digital Manufacturing, Quality Assurance & Testing, and emerging technologies. Sogeti combines agility and speed of implementation with strong technology supplier partnerships, world class methodologies and its global delivery model, Rightshore®. Sogeti brings together more than 25,000 professionals in 15 countries, based in over 100 locations in Europe, USA and India. Sogeti is a wholly-owned subsidiary of Capgemini SE, listed on the Paris Stock Exchange.

- P&L ownership for two geographies delivering \$25MM in revenue.
- Lead 150 Information Technology Professionals.
- Contract and price negotiation.
- Relationship building with executive level leaders in the information technology community.
- Recruit, build and fortify information technology professionals.

LIGHTEDGE SOLUTIONS – DES MOINES, IA

November 2016 – December 2017

Director Cloud Integration Services

LightEdge is an enterprise-grade cloud service provider, colocation and consulting company focused on the needs of businesses with sophisticated, critical IT requirements. LightEdge services are backed by industry-leading security, end-to-end customer care, and a 24/7/365 monitored NOC. LightEdge's comprehensive product and service portfolio provides top notch cloud, on-premises and hybrid offerings through our state-of-the-art local Data Center facilities in Altoona, IA, Kansas City, MO and Omaha, NE.

- Lead Compute, Storage and Application Delivery Professional Services.
- Grow client base while maintain and enhance existing client base.
- Grow consulting practice staff through adding net new staff and developing existing staff.
- Focus on integrating public cloud offerings with existing LightEdge private cloud offerings.
- Active participation in leadership of Professional Services at LightEdge.

HEALTH OUTCOMES SCIENCES – OVERLAND PARK, KS January 2012 – November 2016

Health Outcomes Sciences is propelling the practice of precision medicine through its patented content enablement platform, ePRISM®, which translates scientific models into evidence-based decision support solutions. The company's solutions are specialty agnostic, scalable at the enterprise level and employ a cloud-hosted software-as-a-service (SaaS) model.

Vice President of Innovation July 2015 – November 2016

- Active member of Senior Leadership Team.
- Lead Implementation Services.
- Leverage new and emerging technologies for advancement of product set, including public cloud.
- Represent company on healthcare industry standards boards and initiatives.

National Director – Professional Services January 2012 – July 2015

- Developed a client service and support structure to manage and monitor client satisfaction.
- Product improvement through feature and function definition and vision.
- Developed and refined an implementation process for a new product set and client base.
- Strategic initiatives for increased client satisfaction and engagement.

THISSPACE, INC. – DES MOINES, IA January 2010 – January 2013

President and Owner

ThisSpace, Inc. was established with 2 key clients secured and engaged.

- Establish business including all set up, incorporation paper work, and processes.
- Responsible for all phases of the business including delivery, invoicing, and client management.
- Develop new clients while delivering results for existing client base.
- Organize and plan multiple initiatives simultaneously.
- Quickly grasp new environments, systems, and technologies.
- Delivery of Solution to 10 marquee healthcare facilities across the U.S.

SOGETI USA LLC – DES MOINES, IA 2009 – 2010

Director, Microsoft Practice

Responsible for Microsoft Professional Services in the Iowa market. Ensure client satisfaction and successful delivery of professional services engagements leveraging Microsoft technologies.

- Developed and supported sales of new client engagements.
- Key team member in helping customers establish vision for technology use to solve business problems while providing acceptable level of return and risk.
- Defined and executed system implementation plans managing to budget and solution requirements.
- Built and managed relationships with new and existing clients. Addressed specific client challenges and opportunities.
- Recruited and hired delivery professionals.
- Key part of the team to enhance the relationship with the local Microsoft Account Teams to increase Sogeti's visibility and engagement with Microsoft customers.

MICROSTRATEGY – (HQ: MCLEAN, VA, TERRITORY: CENTRAL US) 2008 – 2009

Director, Professional Services

Responsible for Professional Services in the Central U.S. Enable MicroStrategy customers to succeed with MicroStrategy products through professional services engagements.

- Increased services revenue in region from \$1.2MM to \$1.6MM delivered year over year.
- 100%+ increase in active services clients in the region.
- P&L management with 35%+ gross margin delivered in 2008.
- Defined business value technology opportunities through return on investment analysis scenarios.
- Defined and executed system implementation plans managing to budget and solution requirements.
- Built and managed relationships with new and existing clients.

HERSHEY SYSTEMS, INC. – DES MOINES, IOWA

2007 – 2008

Director, Professional Services

Responsible for growing professional services to augment Hershey's Singularity software product revenue. Hershey Systems focuses on the Higher Education market to deliver software and services to help colleges and universities automate various processes.

- Built and implemented plan for how to grow professional services revenue.
- Implemented a professional services P&L to manage profitability by project.
- Authored a new statement of work standard template for the firm.
- Managed multiple successful client engagements implementing the company's software.
- Built and managed relationships with new and existing clients.
- Recruited and hired delivery professionals.
- Worked as part of leadership in establishing future direction and vision for organization.

PCUBED (PROGRAM PLANNING PROFESSIONALS) – CHICAGO, ILLINOIS

2006 – 2007

Senior Account Manager/Principal Consultant

Responsible for leading profitable growth in this emerging market. Growing delivery capability and channels. Become engaged with key clientele accounts in a service delivery and account management role. Complex Program Delivery, Enterprise Program/Project Management, and Portfolio Management are the key offerings of PCubed.

- Engaged with organizations to evaluate, manage, and execute portfolio of IT programs and projects.
- Worked as integral and hands on part of service delivery engagements with key clientele.
- Drove all aspects of new business development for the Chicagoland market – existing and new clients, hiring, team building, and market awareness.
- Relationship building with partner firms and exploration of alternative delivery channels.
- Business community involvement including Technology Executive Club of Chicago, Project Management Institute (PMI), and Microsoft Project Association (MPA).
- Built sense of team and community among existing delivery team while growing delivery capacity and expertise.
- Managed P&L for Chicago market.
- Established relationships with external board of directors to cultivate new client engagement opportunities.

QUILOGY – ST. CHARLES, MISSOURI

1996 – 2006

Vice President – CRM and ERP National Practice, 2005 – 2006

Responsible for a growing and emerging consulting services and product sales practice. Revitalized an emerging business unit with high potential. Sales, marketing, and delivery of product and services for Microsoft CRM and Microsoft Great Plains packages. Staff of 10 with annual sales quota of \$2.5 million.

- Delivered 33% of Quilogy's overall profit in FY 2005 through results of these two practices.
- Directed 5 CRM and 3 Great Plains implementations over a 6-month period.
- Finalized and executed exclusive deal with Factiva (Dow Jones/Reuters joint venture) to provide unique service to clients. Service integrated Factiva data directly with MS CRM data. Developed pricing and marketing for this offering.
- Led a 30-city road show in conjunction with Microsoft, promoting the Quilogy/Factiva CRM offering. Delivered demonstrations of the Quilogy/Factiva Product to acquire new business.
- Initiated aggressive recruiting and retention measures for existing staff and to attract new employees.
- Contributing member of Quilogy's Executive Business Leadership Team. This team set strategic direction for firm, formulated new offerings, and executed on current vision.

Vice President and General Manager, St. Charles, Missouri, 2003 – 2005

Responsible for Quilogy's flagship St. Louis consulting practice with staff of 50 consultants and 5 sales people. P&L responsibility generating \$9.5 million of revenue with consistent profitability. Managing sales funnel and activities, responsibility for successful delivery of consulting engagements, promotion of the firm in the community, employee recruitment/hiring/retention. Reported directly to President and CEO.

- Directed the largest office in the organization from a trend of negative growth to positive growth and reinvigorated employee morale.
- Oversaw a key consulting engagement billing \$1.5 million in revenue. Engagement deployed wireless handheld technology for a key client. Engagement became a marquee case study for Quilogy.
- Built executive level relationships with new and existing clients.
- Re-designed employee review process to incorporate client feedback and more objective measure of performance. This review system was subsequently adopted by entire firm.
- Contributing member of Quilogy's Executive Business Leadership Team.

Vice President – Business Development, St. Charles, Missouri, 2001 – 2003

Responsible for 6 Quilogy Branches each with a General Manager. Traveled extensively to field offices to help local General Managers grow the business. Engaged in high profile client relations. Worked as a liaison between executive leadership and field sales and operations. Reported directly to President and CEO.

- Led \$12 million roll up sales budget for 6 Quilogy Branch Offices.
- Established a new Strategy consulting practice offering IT Strategy, IT Project Portfolio Analysis, and IT Project Auditing. Included hiring team to deliver services, developed offerings, and generated new clientele.
- Received Microsoft Field Sales nomination as member of Microsoft Partner Advisory Council. This group provides feedback to Microsoft Corporate Product Groups and Marketing for improvement and ideas. Involvement with Microsoft Redmond based product groups in setting direction for future Microsoft products and enhancements.
- Re-designed and implemented an improved variable compensation plan for General Manager Position.
- Contributing member of Quilogy's Executive Business Leadership Team.

Vice President – Sales and Marketing, St. Charles, Missouri, 2000 – 2001

Led 25 person sales force in 12 locations. Provided public relations, press interaction and interviews, and community involvement for firm. Reported directly to CEO and President.

- Instituted process and metrics for sales activities and pipeline of \$40 million sales budget.
- Initiated and executed adoption of Solution Selling® sales methodology for firm.
- Led re-branding of company from Solutech to Quilogy. Planned and coordinated communications around re-branding to press, clients, employees, and 12 national re-branding events – event in each Quilogy location.
- Contributing member of Quilogy's Executive Business Leadership Team.

Regional Director, St. Charles, Missouri, 1999 – 2000

Re-located from Nashville, Tennessee to Quilogy Headquarters in St. Charles, Missouri. Became a member of Quilogy Executive Leadership. Responsible for 6 field offices with General Managers as direct reports.

- Led sales and delivery efforts for 6 offices producing \$15 million in revenue. P&L roll up responsibility for these offices.
- Identified, promoted, and shared best practices across multiple Quilogy offices.
- Significantly improved local relationships of offices with key partners including Microsoft and Oracle.
- Managed a newly developed product offering that included IT Strategy, IT Project Portfolio Analysis, and IT Project Auditing.
- Hired and trained team to deliver services, developed product offerings, and developed new business.

General Manager, Nashville, Tennessee, 1997 – 1999

Re-located from Des Moines, Iowa to Nashville, Tennessee to launch a new Quilogy Office. Led all phases of this start-up operation including establishing operations, office space build-out, equipment acquisition, market awareness, and hiring local staff.

- Grew operation from \$0 to \$3.5 million in revenue and from 1 to 28 employees in 17 months.
- Secured initial consulting engagement with major entertainment company in Nashville market. Engagement billed \$1.5 million in revenue. Architected and directed engagement to re-write royalty rights management system from mainframe platform to web based application.
- Established local client and technology partner relationships.
- Spearheaded Quilogy's entrance into the Oracle technology space. Instituted first Oracle Authorized Education Center. This relationship inaugurated Quilogy as 1 of 9 exclusive Oracle Education Partners in the world.
- Led all local operations, autonomously making business, HR, and client engagement decisions.

Senior Consultant and Practice Manager, Des Moines, Iowa, 1996 – 1997

Responsible for successful delivery of technology consulting projects. Primary technologies included Visual Basic, PowerBuilder, and SQL Server. Software engineer in a leadership position delivering business results for clients.

- Led multiple consulting engagements and teams of 4-6 developers. Interacted with client to define and deliver engagements. A key engagement included delivering a property management system for a major financial services organization. Engagement billed \$800,000.
- Mentored new employees in technical and project management skills while leading projects.
- Provided technical leadership for the practice. Reviewed application design and architecture providing comments and feedback around best practices.
- Authored a technology course on Active Server Pages with a team of two other consultants. This course was developed before vendor certified material was available to the market. Course generated more than \$500,000 in revenue.

McGLADREY & PULLEN, LLC – DES MOINES, IOWA

1996

Consultant

Responsible for analyzing, defining and delivery of client IT solutions. Worked as part of a team of other consultants and senior leaders in the firm.

- New system development with Oracle Forms, Visual Basic, and PowerBuilder. Oracle and SQL Server as back end databases.
- Built client relationships to develop new business.
- Explored new technologies for client adoption.

THE PRINCIPAL FINANCIAL GROUP – DES MOINES, IOWA

1992 – 1996

Systems Analyst

Responsible for interacting with business partners to define, code, test, and deploy mission critical business solutions.

- Mainframe CICS Online and Batch system development and maintenance for Group Life and Health Insurance billing and census management. Team leader in re-writing and maintaining mission critical business solutions.
- Full life cycle development and deployment in a high transaction environment. Structured application promotion/transfer and sign off process.
- Pioneered this Fortune 100 Financial Services Company's use of mainframe data on the PC platform. Delivered underwriting applications able to access and analyze data to perform experience analysis and rating.

EDUCATION

Washington University – Olin Business School MBA (Executive MBA Program), <i>Global Tycoon Business Strategy Winner</i>	St. Louis, Missouri July, 2006
Fudan University Executive Leadership Residency – School of Management, <i>Doing Business in China</i>	Shanghai, China May, 2006
Morningside College BS – Double Major - Business Administration & Computer Science, <i>Summa Cum Laude</i>	Sioux City, Iowa May, 1992

Below is a reference letter from the President and CEO of Quilogy. I reported to the President and CEO for 9 of my 10 years with Quilogy during which time I helped build Quilogy from a \$7MM to \$40MM Company.

To Whom It May Concern:

John McCartan was an employee at Quilogy from 1996 through 2006. Originally hired as a consultant in our Des Moines, Iowa office, John's talent and skill at understanding technology, client needs, and business leadership resulted in rapid and successful professional growth at our company. During his employment at Quilogy he held the positions of General Manager, Vice-President of Sales, Vice-President of Operations, and Vice-President of Business Systems.

John's first major assignment was in Nashville, Tennessee where he started a new office and grew it into one of the most profitable offices in our 14 location operation. After establishing that office, he moved to St. Louis to take the position of Vice-President of Sales where he played a key role in rapidly growing our sales and continuing further development of our sales team. When a need arose to place an executive as the head of our St. Louis office John took that position as Vice-President of Operations. Later, when we needed a special focus on growing our Great Plains and CRM business John stepped up to run this division of our operation as Vice-President of Business Systems.

John also was an integral member of our Business Leadership Team. This team is comprised of the top executives of our company, responsible for establishing a strategy and monitoring the overall business to make sure that the company is achieving profitable growth.

During almost all of John's time at Quilogy he reported directly to me. He showed himself to be a competent, creative, and knowledgeable executive. He played a significant role in Quilogy's success over the past 10 years.

John left us to focus on his pursuit of an MBA at Washington University in St. Louis. I would recommend him to your company and would be glad to talk to you in further detail about his accomplishments and competencies.

Respectfully,
President & CEO
Quilogy

RESUME ADDENDUM

- Twenty years of analyzing, defining and developing software; leading teams, and delivering business results.
- Significant industry experience in Healthcare, Financial Services, Manufacturing and Education segments.
- Exposure to International Business through International Residency in China as part of MBA at Washington University.
- Leveraged experience as a software engineer and applied technology to solve business challenges.
- Peer and management assessment includes: highly motivated, results-oriented team player with proven ability to effectively communicate with all levels of management and willingness to accept increasing responsibility and challenges.
- Delivered Tablet PC Launch presentations jointly with Microsoft at 6 launch events in the Central U.S.
- Technical reviewer for *Pure Visual Basic* by Dan Fox. Dan engaged me as a technical reviewer for this book.
- Authored Active Server Pages class for delivery before Microsoft Official Curriculum course was available.
- Field nominated member of Microsoft's Partner Advisory Council.
- A founding member of the St. Louis Chapter of the International Association of Microsoft Certified Partners.
- Industry Certifications Held: Fellow, Life Management Institute (FLMI), Health Insurance Association of America – Health Insurance Associate (HIAA).

SELECTED PROJECT EXPERIENCE

- Real Time Inventory Management System - Executive Leadership for a real-time inventory tracking system. This system was architected using a Services Oriented Architecture (SOA). The application frame work served multiple business uses. A front end hand held mobile device was used to update inventory in a real time manner via a wireless network. The hand held also was used to print invoices to a mobile printer via blue tooth. A team of 11 developers participated in this project.
- Music Catalog Royalty Rights Management System - Worked with a major music publishing label to make royalty information available to writers via web interface. Re-wrote a mainframe system to a web server and database server platform. Very complex algorithms to calculate royalty commissions were defined and re-coded. System required sub-second response time to match performance of legacy mainframe system. Team of 6 developers.
- Electronic Medical Records System - Lead architect and designer for this project. Implemented three tier and object oriented concepts and principles. Designing and deploying in a object oriented manner allowed for ease of division of labor during the development process. It also facilitated re-use of major services in the application. System was designed in a three tier manner with a defined set of business services distinct from the user interface and data services. Led development team of 7.
- Insurance Business Management System - Complete re-design and implementation of insurance business management system. Functional areas of system included Policy Issue, Billing, Notice of Cancel, Reinstatement, and Amendments. System was developed as a web application. Lead system architect, data modeler/implementer, and project manager. Development team of 4.
- Host Integration Server (SNA Server 4.0) - Spearheaded and delivered implementation of SNA Server 4.0. Employed COM Transaction Integrator as a piece of web application. The system was constructed to allow Amazon.com transactions to invoke a CICS mainframe transaction to return book inventory in multiple warehouses across the U.S. This project involved complex protocol translations between IBM Mainframe and server platforms. At request of Microsoft, presented this project to technical audience at Microsoft Tech-Ed USA and Europe.
- Underwriter Decision Support System - Implemented a decision support system for group health insurance underwriting decisions. Data extracted in real time from VSAM files and used to populate DB2 tables on an IBM mainframe. The data was then extracted to Excel spreadsheets to allow underwriters to perform what-if analysis and experience rating. Sybase MDI gateway was utilized to automate the extract of data from DB2. System architect and technical lead for this project with a development team of 4.

TECHNICAL BACKGROUND

Application Architecture and Development, Project Leadership and Management, Envisioning, Planning, Delivering Results

Technical Certifications: MCSD, MCSE, MCP, MCT, CPD, CPI

Platforms: Azure, Windows Server, IBM-3080 Mainframe, RS/6000

Languages/Tools: C#, ECMA Script, JQuery, Bootstrap, HTML, Visual Basic, Visual Basic for Applications, PowerBuilder, SQL, Oracle Forms (PL/SQL), COBOL, C, Pascal, HL7/FHIR, XML/XSLT, Visual Studio

Databases: SQL Server, DB2, Oracle, MS Access, Data modeling and design

Software: All Microsoft Office Suite Products (Excel, Word, Access, Outlook, FrontPage, Visio, OneNote, InfoPath), Microsoft Project, Microsoft SharePoint Portal Server and Windows SharePoint Services, Strong understanding of Microsoft Server and Desktop products, Experience with Tablet PC and mobile applications and development. MicroStrategy product suite.