

“Best Ideas That Work”
(Proven Track Record of Completed Projects)

- Offers many years experience
- Development of productive applications such as:
 - accounting*
 - administration*
 - capacity planning*
 - data conversion*
 - financial*
 - insurance*
 - networks*
 - payroll*
 - personnel*
 - scheduling*
 - utility billing*
 - web design*
- Installation of hardware and software
- Database, Web design & maintenance
- Training



***All I need is some idea as to what you want to accomplish
and I will make it happen***

I offer a distinctive blend of vision, creative problem solving & computer skills with a collaborative style of leadership that gets quick results that everyone can use.

Try to envision how a few of my project solutions would help your organization:

Example (1):

A quote from a Micro Focus Cobol newsletter:

“With project failure rates considered the “worst in decades”, the challenges of distributed teams, numerous automation tools, and multiple methodologies, mean today’s software development teams are inherently burdened with a tremendous amount of complexity. Yet despite increasing failure rates, teams continue to ignore the true reason for these failures – requirements definition.”

I read this stuff all of the time. My projects do not fail because I take all steps necessary to achieve expected results.

Example (2):

The position I liked best & most responsible:

With only 3 years of computer development experience (and NO Unisys experience – this would be unheard of in the consulting business of today – too bad because clients lose a lot of good people), the best position I have had with my career was 10 years as IT Director / Systems Analyst / Programmer for the Concord School District. I liked that position best because I created the Unisys mainframe computer system 6-months after CSD purchased their computer. I added applications (payroll, budgets, account receivable / payable, personnel, student records / scheduling, health records, food services, attendance, report cards, guidance analysis, utility usage (electricity, fuel oil & gas), etc.) most purchased from Unisys and extensively altered or custom built to meet the ever changing user needs.

After working a couple of weeks, I asked the hiring manager
(Norman Demers – Treasure of Concord School District – Assistant Director (Retired)
of Concord Water Department

Home Phone: (407) 884-5920

DemersN@embarqmail.com)

“Why was I hired with NO Unisys experience ?”. He said, “You can think !!!” (good answer).

I designed & installed equipment to network the computer system that tied all 12 schools together with the business office. This was my most productive work environment because I was free to do everything that was necessary to solve computer-related problems. The only reason I am not with Concord today is because of budget cuts.

It seems I did this so well that Unisys technical staff, from throughout New England, visited the school district’s data center to understand what I was doing that was so much better.

(One team manager told me that nobody was utilizing computer resources and producing results like I was. At the time, I didn’t think much about this comment but over the years I have learned he was correct – not very many computer systems work well – most IT departments & software vendors are not responsive to user needs).

Example (3):

Most challenging project completed:

I rewrote the Unisys financial package that did not work at all. This is a very long story but the net result is that the school district had a full functional financial system and Unisys paid the school district \$10,000 for my batch program changes that they could not fix themselves. Unisys did not want my new on-line program (workhorse of the system - theirs didn’t work at all) because they thought it was too complicated. My on-line program was 50% smaller and accomplished more. Over time, I rebuilt the payroll & financial systems, taking the best features of each totally unrelated application and making them work seamlessly together.

Example (4):

Very good working with clients:

At the Bank of Boston, the payroll systems manager told me I was the only consultant that gave him what he wanted. (Again, I provide service, I get things done correctly)

Example (5):

Creative computer processing:

On a Y2K project, one phase was to merge on-going development from other departments with source code that had already been Y2Ked. With my process, I could merge **125 programs per day**. Other contractors would merge **5 programs per day**. I offered to share my process with other Y2K contractors but they were not interested (nor did the company care).

Example (6):

Flexible creative computer projects:

The past few years, I have donated consulting days to our Public TV Auction, Channel 11, Durham, NH (1 day per auction day – 87 consulting days in 9 years). These consulting days are very diverse – that is, I need to be very creative instantly.

Again, plain and simply, I get things done. With my extensive experience, I have many supporting stories. Just ask, chances are I have already solved your typical kinds of problems elsewhere.

TECHNICAL PROFILE:

HARDWARE: PC, iPad, iPhone, PS/2 – Mainframes: IBM 1401, 370, 3090, 9021/982, 9672,
Unisys B1865, B1990, Honeywell 2040A

NETWORKS: Local/Wide Area, Novell, Peripherals.

OPERATING SYSTEMS: Windows 3.1 / 9x / NT / ME / 2000 / 2003 / XP,
MVS/XA, VMS, VS, DOS/VSE, MCP/II, MS-DOS, OS, OS/2.

PROGRAMMING LANGUAGES: BAL, DAP, NDL, JCL, Cobol, Cobol/2,
Micro Focus (MicroFocus) NetExpress Cobol, SP2, RM Cobol,
C, C++, 4GL, Fortran, Quick, SPD Professional & Visual BASIC,
HTML, Microsoft .NET Technology.

APPLICATIONS: Microsoft, Data Conversions, data editors BRIEF & Multi-Edit,
Insurance, Payroll, Financial, Education, Administration, Retail,
TSO, ICCF, Cande, Endeavor, PVCS, IQ Report Writer, On-line HELP.

EXPERIENCE:

COMPUTER SUPPORT in 4 States ————— US 2020 Census

COMPUTER CONTRACTOR ————— Many Projects

IMPLEMENTATION SUPPORT SPECIALIST ————— Horizon-Boss

SYSTEMS DEVELOPMENT ————— CCR Data Systems

SYSTEMS DEVELOPMENT SPECIALIST V & VI ————— State of NH

COMPUTER CONTRACTOR —————

Sun Life of Canada, Fidelity Investments, The Bank of Boston,

Anderson Systems, Inc., Genesys Software Systems, City of Concord

SPECIAL PROJECTS PROGRAMMER ————— RealWorld Corp.

ADJUNCT PROFESSOR ————— NH Technical Institute

IT DIRECTOR / SYSTEMS ANALYST / PROGRAMMER – Concord School District
(Best position)

PROGRAMMER ————— Concord Group Insurance

Other resumes available at
www.roycefamily.com/resume.htm

including
Complete with References
