

William Vincent Stevenson

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Objective

Leverage a proven leadership model and work ethic to help create market differentiation and align Information Technology with business objectives.

Where relevant, counsel other Chief Executives on the uses of technology, team management and current industry best practices to increase revenue, reduce costs, and help align people, processes and tools to work most effectively.

Qualifications

Innovator, serial entrepreneur, leader.

Contributed processes leading to the [Malcolm Baldrige Award](#) in the service category, given out personally by the President of the United States.

In cooperation with [General Alexander Haig and Maurice Strong](#) and the Chinese Ministry of Health, defined International Healthcare e-Commerce technologies, taxonomies and standards in China's Haidian district of Beijing.

As a [Saltwater Institute](#) graduate, motivated by strong business ethics.

Led the technology for a biotech startup through development stage to IPO and a \$500MM valuation.

Term as Board Member and Chairman for the Measurement, Analysis, and Knowledge Management Category for [Colorado Performance Excellence](#).

The senior IT professional for a \$160MM business unit of a Fortune 500 area Enterprise ([#520 in 2008](#)) that operated within very thin margins on a national scale.

Led the technology for an Asia-focused e-Commerce startup from inception through USD \$1.7mm+ in monthly revenue run rate to [acquisition](#).

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Employment Experience

VARIOUS ORGANIZATIONS

March 2012 - Current

Advisor to the CEO, Adjunct CIO & COO

CN / PH / HK / US

C-Level Executive, Board Member, Advisor, and Co-Founder in roles of COO/CIO/CTO.

CIO for a PII data business-unit of a ~200k employee European firm

COO for a multinational Cloud Technology company

Advisor to the CEO for a DevOps company

Areas of Focus:

Product Management

Strategic planning

Human Capital acquisition

Project Management Office

JIGOCITY

June 2010 - March 2012

Chief Technology Officer and Co-Founder

Shanghai, China

JigoCity, a social e-Commerce company powering daily deals in cities like Hong Kong and across Singapore, Malaysia, Taiwan, China, South Korea, Australia, Brazil and the United States, [announced](#) the acquisition of BDM Global Ventures, the company behind JigoCity, for a combination of stock and warrants, in a deal worth up to \$65 million.

Selected achievements at JiGoCity:

- Recruited, hired, trained and retained the core team of software engineers, architects, dev-ops, q/a and supporting tech staff on an 18-month execution plan from initial concept through to sale.
- Led the multi-continent team through design, architecture and development on extremely aggressive deadlines in a highly competitive marketplace to build a multi-language, multi-currency, multi-country eCommerce platform with over 1mm users and a monthly revenue run rate of \$1.7mm.

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CAPITIS HEALTHCARE INTERNATIONAL

June 2006 - March 2008

Chief Technology Officer and Co-Founder

Beijing, China

Capitis Healthcare, a privately held Healthcare Technology company held a mission to provide applications that integrate all members of the healthcare supply chain; improve the quality, cost, and safety of healthcare delivery; and enable those responsible for purchasing healthcare products with critical information for informed decision-making.

Selected achievements at Capitis:

- In cooperation with **General Alexander Haig and Maurice Strong**, built the infrastructure for China's first internationally reaching Healthcare eCommerce platform.
- Prepared and presented Capitis' **inaugural keynote address to the Chinese Government** on our role in Chinese Healthcare reform.
- Built the **Technology Framework and Taxonomy** for China's first international e-Commerce Medical/Surgical & Pharmaceutical **API standards**.
- Led our mixed-culture development team on an agile framework **6-month live deployment** in the Haidian District of Beijing.
- Developed the **IPR Strategy** for our end-to-end supply chain including USPTO market-gap analysis.
- Aligned the technology for the **acquisition of a Malaysia-based Microsoft Gold Certified** software company.
- As acting Vice President of Human Resources, wrote the corporate draft policies and procedures.
- **Grass-root recruited** local Chinese staff through local meetings and conventions.
- Led the authoring of Bar-coding, HIS & AP/AR/GL API **interface standards** for Chinese Hospitals.
- First on-the-ground member of Capitis Leadership team in China.

MOVAI TECHNOLOGIES

February 2005 - June 2006

Founder and Chief Technology Officer

Denver, Colorado

Movai Technologies, Inc., a development stage company that developed DomoDrive™, built the first product that transparently restores your optimized system – OS, applications, settings and data – in minutes following any software system malfunction.

Selected achievements at Movai:

- Created, developed and protected marketability and sustainability for Movai by authoring **3 patent applications** for DomoDrive, Movai's premier product.
- Architected, scripted, and implemented Movai's personal storage management **prototype demo-unit** using Visual Studio libraries, Windows Scripting and custom-code.
- Pitched DomoDrive development-stage demo and developed ongoing relationships with top **Denver Venture Capital firms** such as iSherpa, Sequel, Wolf and Mobius.
- After securing Term Sheets, produced Movai's **competitive analysis summary, market requirements, product landscape, is/is-not facts and assumptions, use-case scenarios**, and 6-month Agile methodology development plan and budget.
- Developed Movai's **go-to-market strategy** including web distribution model.

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LIFELINE THERAPEUTICS

August 2004 - February 2005

Chief Technology Officer

Denver, Colorado

Lifeline Therapeutics, Inc. (now Life Vantage), a publicly-traded health and nutrition company (OTCBB: LFVN) based in Denver, Colorado, launched their premier product [Protandim](#), on national television programs [Extra](#) and [Primetime](#) to a valuation of \$500M.

Selected achievements at Lifeline:

- Provisioned a thin-margin, high yield infrastructure for the profit-centered product fulfillment business function.
- Developed the Pre-IPO **strategic and operational plan** for Internet eCommerce.
- Along with product fulfillment for the purpose of ensuring that both content and infrastructure were aligned with expectations and specifications.
- Managed the back-end infrastructure through [Primetime live TV launch](#) resulting in 1000 orders/minute load.
- Wrote the draft office IT policies and procedures for infrastructure management.

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OPERATIONS MANAGEMENT INTERNATIONAL

March 1997 - March 2004

Board-reporting Information Systems Manager

Denver, Colorado

OMI is part of the CH2MHILL 'family of companies', a [Fortune 520 Enterprise](#) dating back to 1946 and is built on honesty, ethics, and morals with a global presence of more than 30,000 employees in regional offices worldwide.

Financially stable with gross revenues of \$4.3 billion in 2007, Operations Management International, Inc. offers CH2MHILL and it's customers a wide range of services in government and industry. OMI employs over 1500 individuals with revenues of \$160M in International projects.

OMI was also a recipient of the prestigious [Malcolm Baldrige National Quality Award](#) in the service category for the year 2000.

Selected achievements at OMI/CH2MHILL:

- Led and Nurtured 11 direct-reporting IT professionals (100% Staff retention for 7+ years) within a lean \$1.4 Million dollar budget (less than **1% of annual revenue**) responsible for all international corporate technology needs.
- Also led 23 direct-reporting GIS engineers, software developers and implementers for a **\$3.7MM direct customer-facing web-enabled Oracle-backed government application** with a proforma forecast of \$11MM.
- Developed and coded an Oracle (Oracle Masters DBA Certified) positive-pay EDI application on Solaris to stop the cashing of fraudulent checks during the absence of a full-time DBA.
- As part of a \$3 billion dollar enterprise, worked with several dozen **cross-organization technology teams** to ensure in-margin and on-schedule delivery of technology projects, products.
- As an alternative to expensive Cisco edge firewall equipment, deployed custom-rolled hardware, kernel and firewall rules on 1U gray-box OpenBSD servers saving \$75k in a fiscal quarter.
- Wove IT and business objectives by leading the **Strategic Planning for Information Technology** Team.
- Aligned the IT Vision with the Vision of the Enterprise by developing a 5-year rolling strategy.
- Focused IT developments on areas which extended the business and created market differentiation.
- Managed **Agile-methodology internal and external development efforts** for hosted web applications, desktop applications and hardware-based appliances to create market differentiation for the enterprise.
- Created the **vision for and deployment of a low margin, high return infrastructure**; leveraging innovations significantly ahead of industry timing such as *Diskless Servers*, *Storage Area Networks*, *network based PBX systems*, and a seamless blend of appliances with Microsoft and Unix-derived platforms.
- Maintained **Raving Fans for Customers** (4.1/5.0 customer satisfaction) by innovating where technology did not exist.
- Founded the **Technology Needs Team**, responsible for company-wide IT governance and satisfaction.
- Embodied a multi-tiered democratic approach toward technology selection.
- Ensured that customers have greatest influence but maintained IT Department's critical role.
- Created a membership balance based on demographics, personality alignment and positional authority.
- Earned OMI the "**Premier Data Consolidation Company in Denver**" Award.
- Mitigated IT security risk, surviving a full @Stake security audit using white-hat, outside-the-box technology practices (honeypots, SMTP tarpits, MAC address blackholes, etc), with minimal exposure leading to presentations at the DefCon Security Conference in Las Vegas.

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IBM—Boulder, Colorado
Network Manager

June 1996 – March 1997

Selected achievements at IBM:

- Managed a **500 OS/2 server** and **10,000 Windows workstation** network spanning the state of California.
- In total, wrote over **15 production REXX programs** to handle processes such as global admin password changes, security profiling, software updates, and system availability reporting for all 10,500 machines in a 4 hour window.
- Asset manager for entire project.
- Measured and managed system reliability and guaranteed Service Level Agreements.
- Responsible for management of software distribution concepts and rollout for all managed servers.
- Sole responsibility for data collection and **reporting for server and network availability and performance compliance** from initial concept through final development.
- Wrote custom programs to measure system reliability and guarantee our Service Level Agreement.
- Maintained sole responsibility of Infrastructure Security standards development and rollout.
- Built the Office Automation and User Administration support program for remote sites.
- Highest tier support for help-desk related issues when problems were mission critical or beyond help-desk support capabilities.

FAY'S PHARMACEUTICAL INCORPORATED—Syracuse, New York
MIS Supervisor

August 1994 – June 1996

Fay's Inc. was the nation's 12th largest drug-store chain at the end of 1995 and the largest operator of super drug stores in the Northeast. After the sale of an office-supply division in mid 1996, it consisted of 273 discount drug stores, almost all in New York and Pennsylvania.

Selected achievements at FAY'S:

- Deployed corporate-wide Remote Access to 2 Novell 4.1, 5 RS/6000 and 3 AS/400 systems.
- Managed communications, cabling and network duties, and standards.
- Spearheaded corporate cabling reconfiguration to managed distribution and Category 5 specifications.
- Developed production Point-of-Sale platforms on IBM OS/2 for 280 retail store locations.
- Acted as one of four AS/400 Security Officers.

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DART COMMUNICATIONS—Deansboro, New York
Visual C++ & TCP/IP Kernel Developer

May 1994 – August 1994

Dart Communications, located in upstate New York, has been designing and developing Internet communication components since 1994. More than a decade later, three lines of products, PowerTCP and PowerSNMP for ActiveX and .NET, and PowerWEB for ASP.NET, are well known throughout the world; becoming a successful part of projects for small businesses, consultants, and Fortune 500 companies.

Selected achievements at Dart:

- One of two developers responsible for **TCP/IP protocol development**, writing to the **Winsock interface in Visual C++**, under Windows 3.1 and Windows NT with direct commits to the kernel (ring 0).
- Wrote functions and function-callbacks for **undocumented features** against the then immature windows SDK for socket programming.
- Built SDK's (.dll's and sample code) that were sold to companies like Motorola and Black & Veatch for 'internet enabling' sets of applications that were not previously designed to do so.
- Wrote comprehensive developers manuals to supplement our products, which implementers used to deploy the toolkits.
- Designed sample user interface applications to demonstrate implementations of our SDK and provided some top-level technical support to those same software developers.

JEFFERSON COMMUNITY COLLEGE—Watertown, New York
Learning Skills Center Lab Manager and Administrator

August 1990 – May 1992

- Provided computer training and assistance for students with learning disabilities
- Convinced Macs and PCs to play well together

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Education

Oracle Masters Certification in Financial Database Administration

Oracle Corporation: Redwood Shores, CA

CIO Boot Camp

Gartner (MetaGroup): Stamford, CT

Seven Intentions of Value-Centered Leadership

Saltwater Institute: Portland, ME

Bachelor of Science in Computer Science

SUNY Polytechnic Institute: Utica, NY

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Addendum

Leadership Feedback

- "Will became the de facto project leader and took ownership to facilitate all tasks and functions required to open our first Capitis HQ office in Beijing."
- "Will has provided technology leadership for Capitis with regard to platform decisions, infrastructure decisions, hosting facility build-out, partnership decisions as well as been instrumental in finding a variety of solutions for prospective customers interested in joining our healthcare exchange network."
- "Will has provided keen insight into the vision of where we should take Capitis in order to achieve our vision, despite a consistently adapting mission."
- "Will took total ownership and successfully resurrected our MDN/CHX product development process which included both Capitis and our partner IDN. This process was floundering prior to Will's involvement."
- "Will has consistently provided strong leadership-by-example and structure within the company."
- "Will has also facilitated a wide variety of internal office functions such as human resources, general office management, and others. He has also taken an active role in the professional assessment and development of employees."
- "Will has consistently acted as a professional and valuable representative of the company to partners, customers as well as external strategic advisors."
- "Overall, Will is an '*exceeds expectations*' employee."
- "Will's desire to help '*knock my socks off*' should get best department award."
- "Will is always extremely upbeat and positive in all my interactions."
- "Will is extremely knowledgeable and has assembled an excellent staff."
- "Can tackle any of the daunting tasks this department has."
- "His technical knowledge is superb."
- "His team does a good job, very responsive."
- "I personally have received great service."
- "They are expected to overcome any hurdle placed in front of them and provide Mercedes service around the globe on a Kia budget, all the while trying to explain things to their superiors who don't understand the technicalities of their work."

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Personality Typology

Jung Myers-Briggs

eNTj

"Intuitive, Innovative Organizer": Analytical, Systematic, and Confident

Insights Discovery

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"Creative Observing Reformer"

Associated Consultants

ET

"Expressive Technical"