



David Mays Senior Consultant & Director, Client Services

Experience Summary: David's background includes over 20 years experience in operations management, ERP & CRM applications, communications, strategic planning, financial modeling, software development, program management, IT services and software development outsourcing, organizational development, and client relationship management.

Engagement Experience:

- **Financial Modeling:** IT Financial models, application development, feasibility study, strategic planning.
- **Training:** Organized, managed, and delivered end-user training program for ERP/HRM system deployment, training strategy and implementation, SharePoint library development and training, multi-media training material development.
- **Business Management:** Executive management experience in small and large companies. Served as General Manager for software quality assurance and testing organization. Managed project managers for software development and implementations, including mission critical software used in airborne systems and equipment. Co-founded and managed two technical services/software firms delivering performance modeling solutions for distributed computing systems and building software models of complex systems. Areas of strength: P&L, business strategy and execution, guiding start-up companies, internal and external marketing plans.
- **Software Development and Outsourcing Strategy:** Provided consultation on outsourcing strategies for software development. Knowledge of global outsourcing market and when/how to outsource.
- **Software Development (GIS):** Developed product requirements and implemented an on-line GIS mapping application.
- **Organizational Development:** Analyzed and documented formal and informal processes for decision-making Business analysis to determine critical path for important decisions, estimating, and expedited decision-making with key stakeholders.
- **Contract Negotiation and Management:** Facilitated and led negotiations for professional services and software development outsourcing contracts.
- **Global Accounts Manager:** Directed client services and managed some enterprise accounts. Liaison and information conduit for executive management teams to align vendor programs with client interests.

Clients (Partial List):

- **US Department of Agriculture,** (Contract management, IT strategy and planning)
- **Intel, Microsoft, Hewlett-Packard** (software development, software quality assurance services)
- **Texaco, Intalco, Natl Council State Boards of Nursing** (long-range IT plan and financial modeling)
- **Tacoma School District** (training plan for HRM implementation)

Certifications:

- BA, Philosophy, Minor Biochemistry, Pacific Lutheran University (cum laude)
- BS, Electrical Engineering, University of Portland (magna cum laude)
- Member, Eta Kappa Nu, Electrical Engineering Honor Society
- Member Delta Epsilon Sigma

Affiliations:

- Washington Software Association
- Oregon Technology Business Center
- Software Association of Oregon
- Oregon Entrepreneurs Forum