

DANIEL GIACOMELLI

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PROFESSIONAL EXPERIENCE

CANON TECHNOLOGY SOLUTIONS

SOLUTIONS ARCHITECT / PROGRAM MANAGER APRIL 2006 – PRESENT

Solutions Architect for Canon Technology Solutions (CTS), a division of Canon, specializing in Solutions Architecture, Project and Program Management. Responsibilities include: Solutions Architect, Senior Consultant, and Project/Program Manager. Direct involvement with sales supporting cycle from opportunity identification through project planning, inception and delivery including financials and final deliverables; Strategic Planning of products and services (product, placement, pricing, promotion and partnering); Identifying, negotiating, establishing & managing partner relationships; Quality Assurance Manager; Project Program Manager setting up clients in time and resource tracking systems; Financial and pricing analyst for proposals, Statements of Work, and internal reporting. As a consultant, abilities range in a variety of project roles including: Project/Program Manager; Business Analyst; Solutions/Technical Architect; Process Engineer; Governance and Strategic Advisor. Key accomplishments include:

- Assisted in obtaining Microsoft Gold Partner status as the Primary Program Contact. Presents on behalf of Microsoft at Microsoft sponsored Events and is known as a Microsoft Technology Specialist by key Microsoft resources within the region (Office, SharePoint, UC, Business Productivity Application Services (Microsoft Online Services SaaS), and Collaboration expert).
- Successful Process Engineering and implementations with SharePoint Technologies (WSS 2.0/3.0; SPS2003; MOSS2007) for a wide variety of clients and internally. Specializes in understanding and creatively using native SharePoint features versus customization.
- Consulting and Project/Program Management expertise for clients and internal team members including advisory services and Subject Matter Expertise (SME) roles as needed. SME related content includes: Document, Records, and Content Management; Taxonomy; Governance; Analytics; Process and Standards creation.
- Assisted President in identifying, acquiring and generating over \$1M in business. Grew projects from \$30K fixed price into reoccurring managed support operations that exceed over \$350K in annual revenue.
- As a key member of the Executive Leadership team, assisted with developing strategic and tactical plans for internal development and client delivery integrating leading edge technology.
- As a Strategic Advisor, assisted with establishing governance, strategic business design and supporting vision planning models with senior and executive management.
- Known for enhancing unstructured data/information into structured executive dashboards, governance/standards/compliance models, and strategic insight planning.
- Designed and help create the Client Demo Environment consisting of Virtual Servers (3) hosting SharePoint Demo and Proof of Concept servers (10) used for Microsoft Events, Sales and client delivery.
- Web Analytics and Business Intelligence specialist responsible for defining metrics from legacy sources and driving them to measurable results and actionable insights. Specialty includes defining/designing taxonomies with limited artifacts and information to Search Engine Optimization (SEO) and Level 3 Analytic Maturity models.
- Recognized speaker/presenter for sponsored Microsoft and CTS Events on: SharePoint Technologies; Unified Communications; Governance; Office Server Solutions; Web Analytics; Collaborative Solutions and Taxonomy related Organizational Change.

**CIGNA GROUP INSURANCE (CGI); STRATEGIC
INITIATIVES AND QUALITY MANAGEMENT (SIQM)**

**SENIOR PROJECT MANAGER
NOVEMBER 2004 – APRIL 2006**

Senior project Manager for the Strategic Initiatives and Quality Management (SIQM) department of CIGNA Group Insurance (CGI) specializing in supporting the business with tactical and strategic planning and program management. Key responsibilities include: Strategic department and organizational planning, direction, and management; Recruiting, retention and management of staff; Methodology integration; Organizational mentor and culture change agent. The following are key accomplishments while working for CIGNA:

- Successful implementation of 1View, a Siebel CRM package focusing on Employer and Contact Management for CGI Account and Client management. Lead Project team of over 30 people from concept to production and future visionary and strategic thinking ([Video](#)). Project came in under budget, ahead of schedule, with approved expanded scope, and with positive organizational impact. Replaced 4 legacy systems, enhanced existing processes, and providing accurate metrics on Account/Client Management performance. This was the first CGI project to implement, utilize and govern Services Oriented Architecture (SOA) as part of a CGI Strategic Roadmap.
- Considered the Microsoft Office and SharePoint expert for SIQM with responsibility for all new department site designs, setup and administration. Is a fundamental resource in introducing new CIGNAtized SharePoint Services CIGNA-wide and is on the beta test team for new services and features.
- Assisted Finance with reengineering budget planning and tracking forms for Program and Project Management reporting to the Senior Management Team.
- Heavily relied upon for support and promoting a creative climate solution towards longer-term goals, vision and framework of concepts.

CDI INNOVANTAGE, A DIVISION OF CDI CORPORATION

**PRACTICE LEADER, PRINCIPAL CONSULTANT
MAY 2002 – NOVEMBER 2004**

Senior Manager for CDI Innovantage, a \$40M Division of CDI (NYSE: CDI) specializing in IT Functional and Project Outsourcing reporting directly to the Business Unit Director and Vice President. Key responsibilities include: Consulting Division Manager / Program Manager for all consulting and project engagements including financials and deliverables; Strategic direction of product, placement, pricing, and promotion; Technology champion; Recruiting, retention and management of operational staff; Identifying, negotiating and establishing business partner and alliance relationships; Project Manager and Solutions Architect; Financial and pricing analyst for bids and proposals; and Business/Technical Strategist. Selected accomplishments include: Assisting with: generating \$15M of new business; Developing strategic and tactical plans for Practice development (business and technology); setting one, three and five year goals for Business Unit with other members of the Senior Leadership Team. Developed sales pipeline, operations tracking and forecasting system for business unit. Responsible solely for Microsoft partnership, Methodology integration (people, process and technology), Technology Leadership and Enterprise Integration.

Extensive Infrastructure Management experience promoted focus allowing quick identification of business requirements, the ability to translate them to technical designs and solutions, and present those solutions in the form of proposals, solution documents, and technical models to clients, partners and internal executive team members. Continues to act as a project manager and technical subject matter expert for key partners and projects as needed. Industry focus included Technology, Manufacturing, Life Sciences (Healthcare and Pharmaceutical), and Government.

**MICRO ENDEAVORS, INC. (MEI)
CONSULTING SERVICES, MICROSOFT CTEC**

**SENIOR TECHNICAL ARCHITECT
JULY 2001 – APRIL 2002**

Senior Technical Architect and Microsoft.NET Instructor participating in projects as a developer, solutions architect, project manager, and advisor. Skills included application and infrastructure evaluation, design, implementation, and integration. Primary role was to define and translate business requirements into technical specifications. Experience includes: migrating applications from VB5 to VB6; assisting with creation of a central code library; and establishing standards and best practices for development and IT resources. Manufacturing and Technology experience includes projects with Smart Card Tracking and Security Auditing; and Microsoft.NET readiness and migration. Document Management experience includes projects with a custom VB/SQL application to track convention legislation; and with Microsoft SharePoint Technologies.

**COMPUTER SCIENCES CORPORATION
CONSULTING & SYSTEMS INTEGRATION**

**SENIOR TECHNOLOGY SPECIALIST
SEPTEMBER 1994 – JUNE 2001**

Senior Technical Architect for CSC Consulting. Healthcare industry experience includes projects at Johnson & Johnson, DuPont, Red Cross, and Independence Blue Cross. Chemical and Energy Industry experience include projects at PECO, PP&L, DuPont, DuPont Dow Elastomers, and Equiva. Manufacturing experience includes projects at Safeguard Business Systems, Antioch Publishing Company/Creative Memories, Project Management Institute, and DuPont. These experiences helped to develop a wide range of technical knowledge, as well as strong interpersonal, partner, and client facing skills. High profile projects and positions include:

Project Manager/Senior Technical Architect

June 1995-June 2001

As the Internet Special Interest Group Leader since 1995, led an internal group in designing, developing, and implementing the Community Intranet, and was then replicated to an Extranet. Functionality included a live 24-hour web-cam, SQL Server database with ASP dynamic driven pages, Message Board, and file repositories using FTP and HTTPD to put/serve requested files from/to users. Acted as the Solution Demonstration Lab Manager upon completion of the internal project and was responsible for training approximately 45 people in Internet Technologies.

Project Manager/Senior Technical Architect

February 2001-April 2001

Acted as Project Manager and Senior Technical Architect for DuPont Agriculture integrating mobile solutions. The objective was to design, develop and implement mobile solutions to support Field Technical Representatives; Integrating Enterprise, Desktop, and Mobile applications. Validation of ROI through yearly savings gained Business acceptance to the amount of \$1,000,000 per year.

Project Manager/Senior Technical Architect

August 1999- April 2001

Performed leading edge research on the benefits and opportunities for mobile and wireless technology covering mobile and wireless devices, services, solutions, products, vendors, security, and industry analysis. The goal was to implement innovative mobile solutions for Road Warriors and develop strategies for introducing new technologies into large established enterprises. The team learned extensively about the requirements, technology, and business processes relating to wireless technologies with Internet-based collaboration and pervasive messaging.

EDUCATION, BUSINESS AND TECHNICAL COMPETENCIES

Education: West Virginia University, Morgantown, WV (1994)

Bachelor of Science in Business Administration, Major in Operations Management, Minor in Industrial Engineering

Environments, Development Languages, and Software Packages

Microsoft: Windows Vista/XP/2003/2008; Virtual Server/PC; Access; SQL Server; ODBC/OLEDB; Operations Manager; Office 2003/2007 Expert/Developer; Excel; Project; Visio; PowerPoint; SharePoint Technologies (WSS 2.0/3.0, SPS, MOSS); Live OneCare/Messenger/Communicator/Meeting (Server); Outlook/Exchange; FrontPage; SharePoint Designer; Expression Web; IIS; Media Center; Movie Maker; Publisher; Office Communications Server
Web Analytics (Google Analytics, Urchin, WebTrends); VMware; Adobe Acrobat/Writer/Elements; WebEx; Requisite Pro; eCopy Connector/Desktop;

Additional Business Related Areas

Social Engineering; Internet/Web Research/Analysis; Web Analytics; Business Intelligence and Metrics Analysis; Program Management and Governance Advisory Services; Domain Analysis and Management; Anti-cyber-squatting; 2600 Affiliate; Internet Law advisor; Mobile Application Theory; Industry Analysis; Solutions Analysis/Design; Organizational Change; Strategic Planning; Vision and Strategy;

Professional Affiliations, Certifications, and Awards

Microsoft Certified Professional (MCP 943516); Institute for Electrical and Electronics Engineers (IEEE #40249910); Association of Internet Professionals (AIP #010837); Project Management Professional Certified (PMP ID 485396); eCopy Server/Connector/Desktop Certified; IT Infrastructure Library (ITIL) Foundations Certified; Front Line Manager certified (DDI); Canon Spirit Award Winner 2008

Additional Business Competencies

CSC Catalyst & Catalyst 4D Methodologies
Help Desk Institute (HDI)
Microsoft Operations Framework & Solutions Foundation (MOF/MSF)
Micro Endeavors, Inc. ProjectVertex Methodology
CIGNA CPS/PMP Methodology certified
Rational Unified process (RUP) trained

Business Systems Analysis and Redesign
Entity Relationship Modeling/Design
Business Process Modeling and Redesign
Data Modeling and Relational Design
Senn Delaney Leadership Program
PMI Scheduling