

# Resume: William A. Pedersen

## Project/Program Manager – Business Development/Marketing Information Systems Consultant

- **Over 35 years experience diverse areas: sciences, technology, business and hospitality**
- **Technology and marketing are keys to business development**
- **Strong analytical skills and a keen sense of direction to drive projects to success**

### **Project Management • Technical Consulting • Business Development Marketing (Online and Traditional) • Negotiations • Client Relations Disaster Recovery • Operations, Financial Management**

#### **September 1984 to Present:**

CCSS – Computer Consulting System Services. OpenVMS emphasis with expertise in Windows, Unix, Linux and other operating environments. Project management, systems management, web development, e-commerce implementations, systems and application programming, operations management, disaster recovery planning and execution, on-call support – all part of the offerings delivered to clients in California, New England, the Carolinas, world wide. Responsible for financial and operational management of company: P/L, AP, AR, Balance sheet, hiring and firing. Company had up to a dozen employees and consultants with 3 to 6 people on any project.

#### Projects and accomplishments include:

- Designed and implemented a web-based self-paced training environment for OpenVMS integrating LAMP based training and testing system with OpenVMS lab and development system
- Implemented 13 acre campus wide WiFi network
- Design and implementation of web sites, some with real-time ecommerce support
- Designed and developed an active remote monitoring system using the Internet, Unix based version was spun-off as a separate company
- Disaster Recovery Planning and Testing
- Consulting and Hardware maintenance and support – sales, management, delivery
- Custom systems software development including system monitors, device drivers, command interpreter extensions among others
- Custom applications software development including EDI translators and data capture tools
- Server migration / consolidation from DEC hardware to Wintel-based hardware emulators
- World-wide 24/7 customer support and call dispatching to users of OpenVMS MRP system and network for a Fortune 1000 company
- Product development support (design and development of software components)
  - DECnet interface for Ross Systems
  - Server-side DB accessing dynamic HTML extensions, WYSIWYG editor for Globalink
  - CTERM protocol stack on MVS for Interlink Computer Sciences
  - Remote Printer Queue Support for Interlink Computer Sciences
  - Security System for VAX/VMS for Dial-Guard
- Systems management and operations support including DBA for Oracle DBMS
- Y2K Transition Projects for hospital and semiconductor manufacturer – no interruption in operations, remotely supported (UK/California)
- Developed and taught computer support and maintenance of VAX systems to students from People's Republic of China for DEC VAR – arranged for translations and worked with interpreters

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## Skills include:

Project management, distributed applications, network applications, peer to peer, client-server, web-based applications, e-commerce, disaster recovery, business continuity, system management, database administration, performance tuning and management, cluster management, systems programming, application programming, networks, device drivers

OpenVMS, Unix, Linux, Solaris, Windows, IAS, RSX-11M, RT-11, MVS, DECnet, TCP/IP, Java, DCL, HTML, ODBC, PHP, MySQL, LAMP, VAMP, Oracle Codaysl DBMS, Rdb, RDBMS; Dreamweaver UltraDev, osCommerce, JavaScript, MS Office, MS Project, Visio, Photoshop, VMS Clusters, FORTRAN, C, Macro-11, Macro-32, BASIC, COBOL, Algol, Pascal

VAX, Alpha, Integrity, Itanium, Intel-based white-box systems, Macintosh, Sun, PDP-11, WiFi, radio communications, Ethernet, networks, serial communications, Internet

## Customers over the years have included:

ADAC Laboratories	Interlink Computer Sciences	San Mateo County
AEHR Test Systems	International Imaging Systems	San Mateo County General Hospital
Altera Corporation	Lawrence Livermore National Labs	Santa Clara County
AMPEX Corporation	Litton Advanced Systems	Santa Rosa County
Analog Devices Corporation	Loral Space&Ranges Systems	Semiconductor Solutions, Inc
Avnet Computer	LSI Logic	Sierra Semiconductor
Base Line Engineering	McDonnell Douglas	SRI International
cc:Mail	NASA Ames Research Center	Stanford University
City of Berkeley	Naval Post-Graduate School	Stanford University Bookstore
City of Sunnyvale	NET.COM	TeleSensory Systems
Commerce Clearing House	Raytheon Aircraft Company	TIW Systems
Dial-Guard Inc.	Readicare	U.S. Geological Survey
Digital Equipment Corporation	Rosicruian Order	University of California (UCSF)
General Dynamics/Canada	Rugged Digital Systems	University of San Francisco
Gould	San Francisco Chronicle	US Navy
Globalink Technologies	San Francisco Heart Institute	Vertex Satcom Systems
Hewlett-Packard Company	San Mateo Community College	Vishay/Siliconix

## **January 2004 to May 2007:**

Rubigineux Saoirse, LLC dba Red Clover Inn, Mendon, Vermont. Innkeeper/Owner (with my wife Tricia Treen Pedersen) 14-room country inn with 70+-seat fine dining restaurant. Increased inn occupancy over 100% and restaurant covers over 200%. Developed and executed a marketing plan for local, regional and international exposure. Wine Spectator Award of Excellence annually. Wired 13 acre campus for WiFi. Developed and enhanced web site. Managed a staff of twenty. Responsible for financial and operational management of company: P/L, AP, AR, Balance sheet, credit card processing, hiring and firing.

## **July 1988 to November 1989:**

Dial-Guard, Inc., Foster City, California, Director of Software Development. Responsible for engineering of information security and computer access control systems utilized in the financial, government and contractor environments. Designed and developed the Security Front End Processor using Ethernet and X.25 technologies and a secure protocol using Message Authentication Coding. Managed development team of six.

# William A. Pedersen

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## **October 1983 to August 1984:**

UltiMed, Inc., Saratoga, California, Vice-President Engineering and Development. Lead engineer for a Hospital Information System. Developed network support for terminal front-end processor. Managed a team of ten developers and documentation specialists. Interfaced with hospital departments.

## **May 1978 to October 1983:**

Digital Equipment Corporation, Santa Clara, California.

May 1983 to October 1983 -

Western Regional Consulting Business Manager: implemented a standard proposal style within the Region. Developed over \$2 Million of business. Region included 10 western states.

July 1982 to October 1983 -

Western Regional Consulting Coordinator: responsible for quality assurance of consulting and developing new business. Taught project management to software specialists and consultant. Maintained project internal scheduling application for use by in-house projects. Oversaw projects ranging in size from one to 15 man-years. Region included 10 western states.

July 1980 to July 1982 -

District Software Consultant for Northern California and Northern Nevada: responsible for new business development and ongoing project quality assurance provided technical support for DECnet and custom networking products.

January 1980 to July 1980 - Principal Software Specialist

April 1979 to January 1980 - Senior Software Specialist

May 1978 to April 1979 - Software Specialist

Responsible for major customers in the district, including Intel, Chevron, Stanford University, University of California, National Forest Service, Livermore Labs, Sandia Labs, Berkley Labs, NASA Ames Research Center. Assignments included systems consulting, specialized communications software, network consulting, device driver development and high-level technical support to Sales.

## **August 1976 to May 1978:**

San Francisco State University, San Francisco, California. Project Manager for sea-going timeshared computer system, responsible for project coordination and systems support. Developed a multi-ship time-sharing system using duplex radio transmission, specialized graphics support for user devices, and distributed data acquisition subsystems using DECnet, field tested DECnet Phase-II for RSX-11M and IAS operating systems.

## **May 1974 to August 1976:**

University of Washington, Seattle, Washington, Research Engineer in the Oceanography Department. Developed device independent graphics software, software support for laboratory equipment and hardware support for a sea-going time-share system.

## **Education:**

HP OpenVMS Boot Camp – May 2008

DECnet-DOS and DECnet-Ultrix Application Seminar

IBM SNA Communications Products Technical Seminar

DIGITAL – Managing Project Managers

DIGITAL – Project Management

DIGITAL – Managing Interpersonal Relationships

DIGITAL – 3270 Protocol Emulator support training

DIGITAL – Effective Presentations

UC Santa Cruz – Summer Course: Reliable Computing

DIGITAL – Network Troubleshooting and Theory

San Francisco State University - Graduate Study Computer Science

University of Washington - Graduate Study Oceanography

University of Washington - Oceanography, BS 1974

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