

RESUME

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EXPERIENCE

1/04-11/14 EXECUTIVE VICE PRESIDENT PRODUCT DEVELOPMENT AND MANAGEMENT (retired)

JDA Software, Inc. 14400 N. 87th St., Scottsdale, AZ 85260

Company officer reporting to the CEO, responsible for product vision and strategic direction, as well as the overall design, development, delivery and maintenance of JDA's product portfolio. During my tenure, the portfolio grew, primarily thru acquisition, from approximately 20 products focused on enterprise merchandise planning for retailers to over 140 products aimed at enterprise supply chain planning and execution. JDA's base of 3500+ customers included the largest manufacturers and retailers in the world. Most of the products were leaders in their respective market segments. Other key accomplishments during my leadership tenure included: (1) Establishment of a Center of Excellence in Hyderabad and Bangalore, India with over 2400 JDA employees in development, support and consulting. In 2013-14 the turnover was 6%; (2) Acquisition/Merger of several product lines and companies including two of the leaders in enterprise supply chain software — Manugistics and i2. Development staff and budget grew from approximately 250 to 1400 employees and \$30M to \$130M, respectively. Company revenues grew from around \$250M to \$1B; (3) Introduction of Agile design, development and delivery in 2006. Since that time all development at JDA has employed Agile methods. Has resulted in 95% on time/on scope delivery; and (4) In 2012 participated with other company officers in the sale of the company to New Mountain Capital (\$3B cap) and subsequent merger with Red Prairie software.

8/03 -12/03 VICE PRESIDENT PRODUCT PLANNING

Geac Computing Company, 555 Briarwood Circle, Ann Arbor, MI 48108
(734) 994-6132

In August 2003 Geac acquired Comshare. In my role with Geac I reported to the CTO and was responsible for product vision, planning and management for their Performance Management product division worldwide. Left Geac to take a position with JDA Software.

8/97 – 8/03 SR. VICE PRESIDENT OF PRODUCT DEVELOPMENT AND CHIEF TECHNOLOGY OFFICER

Comshare, Inc., 555 Briarwood Circle, Ann Arbor, MI 48108

Company officer reporting to the CEO, responsible for conceiving, executing, and promoting Comshare's strategic technology direction, as well as leading Comshare's product development, customer support, and e-learning organizations. The combined group had a budget of approximately \$14 million

and a staff of approximately 140 professionals responsible for product management, development, maintenance, support, documentation and technical training. During the 6-year period, the group produced a completely new web-based, performance management product line with 6 major applications, resting on a common multi-dimensional model and database structure. Additional responsibilities included: the identification and management of strategic technical alliances and 3rd party vendor relationships; and championing and communicating Comshare's product and technology directions at users' groups, trade shows, professional meetings and in professional journals and trade publications.

4/91- 8/97

DIRECTOR OF APPLIED TECHNOLOGY AND RESEARCH

Comshare, Inc., 555 Briarwood Circle, Ann Arbor, MI 48108

Reported directly to the CTO. Eventually responsible for six teams charged with identifying, designing, and developing Comshare's decision support tools and products. The product lines included (thick and thin) client, application server, and database server components running on a variety of platforms. Additional responsibilities included: promoting Comshare's strategic technological direction at technical conferences, professional meetings, and trade shows; and identifying and managing alliances with development partners.

4/84 – 4/91

DIRECTOR, ADVANCED PRODUCT DESIGN AND DEVELOPMENT

Execucom Systems Corporation, Austin, Texas

Led the design and development of "new" pc-based and (Unix) workstation decision support products and the integration of "leading edge" features into existing products. These latter features were used by marketing and sales as key differentiators between Execucom's products and those of its competitors. Responsible for the specification of Execucom's DSS products. Assisted in the conception and promotion of Execucom's strategic direction and vision. This included: serving as a member of the senior management strategic planning committee; authoring over 25 technical papers and publications; representing Execucom as a plenary and invited speaker at several International DSS, EIS and expert systems conferences; serving as program and panel chair at a number of professional meetings; serving as an associate and contributing editor of professional journals, and as chair and member of professional association committees.

3/83 - 4/84

TECHNICAL MANAGER, PRODUCT DEVELOPMENT

Execucom Systems Corporation, Austin, Texas

Managed a staff of software engineers involved in the enhancement, maintenance and conversion of Execucom's mainframe decision support packages including: IFPS, Optimum, Dataspan, and Sentry. The packages ran in over 30 operating environments. Additionally, responsible for the design and development of a new product called Dimension - a SQL relational database management facility for IFPS.

9/82 – 3/83

SENIOR RESEARCH ASSOCIATE, RESEARCH AND DEVELOPMENT

Execucom Systems Corporation, Austin, Texas

Designed and developed interfaces from Execucom's DSS packages and various statistical packages.

TEACHING AND CONSULTING POSITIONS (1969-1982)

Full time faculty member responsible for teaching undergraduate and graduate courses in statistics, research methods, mathematical and computer modeling at Old Dominion University, University of Maryland Baltimore County and University of South Carolina (1969 to 1982). During the same time-period served as a consultant to a number of private and governmental organizations including the World Bank, Center for Disease Control, New York University Medical School, Eastern Virginia Medical School and North Carolina Department of Mental Health. Voluntarily left teaching and research in 1982 to take my first position in enterprise software development (with Execucom).

EDUCATION

- 1974 Ph.D. in Sociology with minor in Mathematical Statistics
University of North Carolina, Chapel Hill, N.C.
- National Institute of Mental Health Research Fellow
Dissertation: *Feedback and Reciprocal Causation: Monte Carlo Study of the Small Sample Properties of Simultaneous Equation Estimators.*
- 1967 Masters in Sociology with minor in Mathematical Statistics
University of North Carolina, Chapel Hill, N.C.
- 1965 Bachelors in Sociology
University of North Carolina, Chapel Hill, N.C.

PROFESSIONAL ACTIVITIES

- 2015-Present Independent Consulting. Provide expertise to consultancies, and private equity and other investment firms in the supply chain execution space including ISVs involved in sales, development and service of supply chain planning systems of record, warehousing systems, transportation systems, and retail management planning systems.
- 2015-Present Dataffiti LLC. Principal. Blog focused on application of data mining, analysis and visualization of data focused on popular culture phenomena (a segment of digital humanities).
- 1997- Present Co-Track Chair (with Alan Dennis Indiana Univ.), Internet and the Digital Economy, (IEEE) Hawaiian International Conference on Systems Sciences (HICSS). Proceedings can be found at:
computer.org/csdl/proceedings/hicss/index.html
- 2011-2015 HICSS Tutorials: (2011) Digital Traces and Trails: Extracting Intelligence from the Collective Interactions of Web and Mobile Users; (2012, 2013, 2014) Social Media Mining and Analysis; (2015) Visual Mining and Analysis of Social Media.
- 1988-2006 Member of the Industrial Advisory Board, Information Systems Program University of Georgia, Athens, Ga.
- 2001-2006 ITAA InfoSec Committee
- 1997-2005 Research Fellow. International Center for Electronic Commerce Yonsei University, Seoul Korea

- 2001-2004 Advisory Board, International Academy of Advanced Decision Support.
Peter Kiewit Institute, University of Nebraska.
- 1996-2004 DCI Data Warehouse Conference, Session Speaker
Web and other Advanced Technology Topics
- 1998-2000 Internet World, Top 10 Session Speaker. New Database Technology for the
Dynamic Web and Intranet and Extranet Data Warehousing

COMPUTER-IT RELATED PUBLICATIONS AND PAPERS (1995 - Present)

- 2018 Introduction to Electronic Commerce. Co-Author with E. Turban.
Springer.
- 2018 Electronic Commerce. Co-Author with E. Turban, J. Outland, J. K. Lee,
and D.C. Turban. Springer.
- 2015 Electronic Commerce: A Managerial and Social Networks Perspective
Co-author with E. Turban and J. Lee. Springer.
- 1998-2010 Electronic Commerce: A Managerial Perspective. Co-authors E. Turban, J. Lee,
and H. Chung. 7 editions starting in 1998 Prentice-Hall.
- 2008 & 2011 Business Intelligence: A Managerial Perspective.
Co-author with E. Turban, R. Sharda, and Dursun Delen. Prentice-Hall.
- 2003,2009,
2011 Introduction to Electronic Commerce
Co-author with E. Turban. Prentice-Hall.
- 2003 Strategy Gap. Co-author with Michael Coveney, Brian Hartlen, and Dennis
Ganster. Wiley.
- 2000 "Web Warehouses: Business as Usual." DM Review. May.
- "Intranets: The Web within an Enterprise." The Handbook of Electronic
Commerce. Academic Press. (Ed) Mike Shaw.
- 1998 Internet and the Digital Economy. Decision Support Systems.
Special issue co-edited with Robert Blanning.
- "Comshare Inc.: Putting Decision Support Technology to Work for Effective
Decision Making." Co-authored with Doug Hockstad. In Decision Support in the
Data Warehouse. (Ed) Paul Gray and Hugh Watson. Prentice Hall.
- 1997 "OLAP Agents: Monitoring the Data Warehouse." Data Base Management, (1-8)
- 1996 "Intelligent Executive Information Systems,"
IEEE Expert: Intelligent Systems and Their Applications,
With Dan O'Leary, December 1996, pp. 28-35.
- "Software Agents." Data Management Review, September, pp. 52-53
- "Fortune 500 on the Web." IEEE Proceedings of 29th Annual HICSS Conference
- Organizational Intelligence: AI in Organizational Design, Modeling and Control.

Edited with Robert Blanning. IEEE Computer Society Press.

1995

“Intelligent Support Systems.” In Decision Support for Management.
Ralph Sprague and Hugh Watson, Prentice Hall.

“Competitive Intelligence, Software Robots and the Internet: The NewsAlert
Prototype” with Kirk Jones, IEEE Proceedings of 28th Annual ICSS Conference
on Systems Sciences, pp. 624-631.

“Bridging the 4th & 5th Generations: Linking Relational Data Bases with Expert
Systems.” Decision Support and Executive Information Systems. Prentice-
Hall.