

Robert M. Presser

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Over 20 years in IT Management & Consulting, Application Development and Support

- ❑ **Designed and developed hundreds of business applications for many IBM i (iSeries) clients.**
 - ❑ **Provided a wide range of IT and business consulting services to these same clients.**
 - ❑ **Responsible for establishing methods and procedures to improve operations and trim costs.**
 - ❑ **Specialist in identifying and eliminating both common and hidden cost producers.**
 - ❑ **Methods employed have enabled clients to grow beyond their expectations.**
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Odyssey Data Systems, Inc.

White Plains, NY

President & Senior IT Consultant (1975 – Present)

Many short and long term assignments for a host of clients in the NYC tri-state area. (This item overlaps all non-employee-related histories, detailed below.)

- ❑ Served as IT Consultant to many companies who were customers and users of IBM mini- and micro-computers; namely: System/360, System/3, System/32, System/34, System/36, System/38, AS/400 (iSeries, i5, System i, IBM i), PC and PS/2.
- ❑ Functioned in many capacities over the years: executive, marketing and sales, personnel and project management, primary client contact, applications designer and analyst, programmer, client technical support representative, security administrator, standards developer, educator, etc.
- ❑ Primary IT Consultant and Application Developer for Hearst Magazines, Hearst Books and Hearst Corporation continuously for sixteen years (since 1976). Consolidation of Corporate Service Center operations and relocation to Charlotte, NC terminated long-standing relationship.

Ocè Business Services

New York, NY

IT Consultant (Jul 2008 – Sep 2009)

Senior IBM i consultant responsible for reviewing IT operations, suggesting changes, and assisting in implementing those recommended changes.

- ❑ Evaluated activities and performance of all IT personnel and reported to senior IT management
- ❑ Performed various assigned projects to catch up on backlog and reported on same at weekly Directors meetings
- ❑ Identified tasks that could be improved through automation and implemented those improvements using WinBatch
- ❑ Acted as project manager and technical support person for major high-availability undertaking
 - Evaluated vendors and made recommendations
 - Worked with vendor to install, customize, test, train and use their MIMIX product
 - Documented everything necessary for in-house IT staff to take over operation

Various Clients

IT Consultant (Apr 2007 – Dec 2011)

Several capacities for:

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|--|----------------|
| <input type="checkbox"/> New England Motor | Elizabeth, NJ |
| <input type="checkbox"/> Yorktown Pennysaver | Yorktown, NY |
| <input type="checkbox"/> Ford Foundation | New York, NY |
| <input type="checkbox"/> Toyon Associate | Concord, CA |
| <input type="checkbox"/> Leonard Buzz | Spring, TX |
| <input type="checkbox"/> Scarsdale Adult School | Scarsdale, NY |
| <input type="checkbox"/> Bronxville Adult School | Bronxville, NY |
| <input type="checkbox"/> Greenwich Adult School | Greenwich, CT |

Milberg Factors, Inc.

New York, NY

IT Consultant (Nov 2004 – March 2007)

Initial capacities:

- Performed Security Review and Analysis, and presented findings
- Implemented extensive Security changes that I recommended
- Created and implemented IT policies, procedures and standards
- Restructured, reorganized and upgraded IT department
- Identified cost producing and time wasting manual procedures
- Designed, developed and implemented automation for those manual procedures

New application design – Client Information System:

- Gathered and presented requirements for new Web-based on-line system
- Analyzed requirements and produced extensive and comprehensive system specifications
- Identified proper platform for application implementation (IBM Host Application Transformation Services – HATS) based on current staff expertise and ease of development
- Worked with in-house technical staff to guide, program, test and deploy both SQL-ILE-RPG programming effort and extensive HATS customizations and transformations
- Produced extensive system and end-user documentation
- Assisted in roll-out to existing Clients
- Follow-on engagement to produce major enhancement to existing application

IT Consultant (Various capacities – detailed on request):

<i>(2004 Part-time)</i>	<i>CyberHomes, Inc.</i>	Monroe, NJ
<i>(2003 Part-time)</i>	<i>Toyon Associates, Inc.</i>	Pleasant Hill, CA
<i>(2003 Part-time)</i>	<i>Barsa Consulting, Inc.</i>	Purchase, NY
<i>(1998 – 2002 Part-time)</i>	<i>SBLI Mutual Life Insurance Co., Inc.</i>	New York, NY & Newark, NJ
<i>(1998 – 2001 Part-time)</i>	<i>Archer Management Services</i>	New York, NY
<i>(1997 – 1998)</i>	<i>Anadigics, Inc.</i>	Warren, NJ
<i>(1995 – 1997 Part-time)</i>	<i>Louis Vuitton, Givency, CPI, Cushman & Wakefield</i>	New York, NY
	<i>Scholastic, ACS Financial</i>	New York, NY
	<i>Barsa Consulting Group, Graner Company</i>	Port Chester, NY
	<i>George Little Mgmt</i>	White Plains, NY
	<i>Bookazine</i>	Bayonne, NJ
	<i>BMG Entertainment</i>	Lyndhurst, NJ
	<i>HMV Music</i>	Stamford, CT
	<i>Orix Credit Alliance</i>	Seacaucus, NJ
	<i>Save the Children</i>	Westport, CT
<i>(12/1994)</i>	<i>Columbia University</i>	New York, NY
<i>(05/1994 – 10/1994)</i>	<i>Lenox, Inc.</i>	Langhorn, PA
<i>(10/1993 – 04/1994)</i>	<i>Chemical Bank</i>	Hicksville, NY
<i>(1976 – 1992)</i>	<i>Hearst Magazines</i>	New York, NY
<i>(1978 – 1992)</i>	<i>Hearst Corporation</i>	New York, NY
<i>(1980 – 1986)</i>	<i>Hearst Books</i>	New York, NY

Professional Skill Set

(In addition to those detailed under Odyssey Data Systems, Inc., above)

IBM i (iSeries, i5, System i, AS/400) OS/400 & all Utilities • IBM RPG/400 & ILE RPG/400 • Control Language • Client Access/400 • IBM WebSphere (WDSC and HATS) • MIMIX • Hawkeye Pathfinder • Implementer • TAA Tools • Microsoft Windows & Office • Clarion for Windows • WinBatch • Various Accounting Packages • Various Graphics Packages • A wide range of industry-specific applications • A wide range of industry knowledge

Education, Related Activities & Recognitions

Bachelor of Science in Mechanical Engineering, Drexel University, Philadelphia, PA

Numerous courses and seminars at IBM, technical conferences and end-user groups.

Extensive reading of related technical materials and trade publications.

Active member of COMMON - an IBM Users Group and Long Island Systems Users Group (LISUG).

AS/400 Librarian for COMMON.

Frequent speaker at COMMON, IBM and other local users groups.

Invited to attend a one-month residency at IBM, Rochester, MN to assist in developing an IBM Redbook entitled "AS/400 Applications: Moving to the 21st Century"

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