

Robert A. Wray, PMP

Professional Profile

IBM Certified Senior Consultant with excellent reputation for providing world class services to support delivery of commercial solutions with commerce packages at their core. Over twenty years experience in implementation and knowledge transfer of Information Technology. Dynamic facilitator and experienced in designing critical work products. Served in Russia, Latvia, Ireland, Italy, Canada and Mexico as assigned.

Experience and Accomplishments

2018 - Present

Substituting at Brevard Public Schools

2006 – 2018

Independent Writing Projects

Engaged in various authoring projects. Serve as a tour director for World Wide Data Link, an international firm located in Phoenix. Working on CISSP certification in cyber-security.

ACS

2005 – 2006

Senior Consultant/Commercial Solutions/Project Manager

- Senior Consultant serving as trusted advisor and lead for ad-hoc projects to support the Managing Director of AMS. Lead project manager for hosted commercial applications including McDonald's, IDEX and SATCOM. Support for sales staff.

IBM

2001 – 2005

Senior Communications Manager

- Supported General Manager and seven vice presidents of AMS (IGS). Managed websites, developed sales pitches and speeches for a division of 10,000 worldwide at IBM headquarters in Somers, NY.

1999 - 2001

Certified Senior Consultant

- **Authored** a custom Developer's Guide for Siemens. This document presented Use Cases, Sequence Diagrams, and Java code samples to enable Siemens developers to easily implement Websphere Commerce Suite 5.1 in various divisions.
- **Performed** an in-depth, detailed evaluation of The Pennsylvania Employee's Credit Union's (PSECU) project management process. The analysis and recommendations led to additional initiatives to improve their software development methodology. The nine recommended initiatives are under development and will enable them to complete more complex deliverables.
- **Facilitated** a critical Design Validation session for Lillian Vernon, Inc. Was instrumental in achieving consensus between customer and IBM team. **Successfully** developed and implemented training and knowledge transfer plan for Websphere Commerce Suite 5.1 initiative.

- **Developed** globalization strategy and evaluated vendors for HSBC, a global banking firm with 6,000 offices in 81 countries. Customer wanted to consolidate their web presence to one image using a leading content management system. The study identified and analyzed the leading globalization vendors to present content in seven languages.
- **Served** as Project Executive for the micro and build phases of new proprietary trading system for EBS, the second largest processor for spot trading in the world currency exchange market. Project still in development.
- As e-business Consultant for Prudential Securities Project, provided business analysis and led customer teams. Job required management and methodology assistance.
- Facilitated Strategy Workshop for the CIO and heads of IT for Campbell's Soup (Godiva, Pepperidge Farm) to survey and baseline existing infrastructure readiness for e-business initiatives. Workshop output was used to establish e-business IT strategy.
- Served as lead consultant for the launch of nrs.com, website for Noyove Russkoye Slovo, the largest Russian daily newspaper in the US. The site is published entirely in Russian. Project completed within three weeks to meet a customer requirement.
- Led over twenty-five Web Strategy Workshops using self developed process across a variety of industries including utilities, manufacturing, chemical process, insurance, banking, distribution, and pure "dot-coms" such as Atotech, PricewaterhouseCoopers, ITT, Foxwoods Casinos, Lonza Chemical, Pass-Seymour and Twinlab.

netImage

1995-1999

- AMP (now Tyco) project was basis for launching netImage, which opened for business in October, 1995. As President, Wray, provided website design and hosting as well as electronic commerce solutions. In 1997, sales reached \$1.2 M with over 30 talented professionals. The customer base included GE, Honeywell, U.S. Navy and AMP.
- Finalist in the 1998 Ernst and Young Entrepreneur of the Year Award.

INDEPENDENT CONSULTING

1986 - 1995

AMP (Tyco Electronics) - \$5B electronics and electronic component company

- Provided production services for extensive, parametrically searchable on-line catalog of 100,000 of their products on the Internet.
- Was sole trainer for the Virtual Sales Office - Field Sales Automation project and trained over 1,000 sales engineers and executives nationwide on proprietary sales tools, Windows, Word, Excel, Powerpoint, Access, and MS-Mail. Developed the training manual.
- Project leader for original, federally mandated TORECS project with responsibility for all data collection, processing and report generation to government agencies concerning AMP's treatment of hazardous materials. Retained and managed over 50 part-time data entry personnel using three human resource vendors. Management included payroll, acquiring office space, renting computers and quality control.

Harmon-Motive - Major manufacturer of components for the automobile industry

- Trained staff and implemented database systems currently in use at Ford and General Motors.

Harsco, BMY Combat Systems

- Developed two tracking systems. MIS Change Requests were tracked and documented by management, programming staff and customers. The system was designed using structured methods, JAD sessions and CASE tools and contains over 22,000 lines of code.

HAAC and Penn State

1983-1986

- Served as a full time Information Systems Instructor at Harrisburg Area Community College and the Pennsylvania State University for three years teaching programming in IBM Assembler, dBASE, BASIC, COBOL, and RPG as well as Systems Analysis and Design.

Cumberland Valley School District

1974 – 1983

- Five years as a music teacher – orchestra, vocal, choir and jazz band. Four years as Gifted coordinator, focused on early PC models using BASIC (self-taught). Developed BASIC test for the Educational Testing Service (SAT).

Education and Certifications

- Bachelor of Science, Education, Messiah College
- Master of Arts, Humanities, Pennsylvania State University
- Certified, IBM Consultant
- Member, Project Management Institute, PMP
- ITIL Foundations Certified

Publications

Wrote a complete college text and course dBASE III PLUS Programming. Boston: Boyd & Fraser Publications including instructor manual and tests. Third edition including dBASE IV sold over 45,000 copies over 200 colleges and universities.

Developed and conducted "Database Modeling and Design: Automating the Development Process" for the Software Productivity Group, publishers of CASE Trends.

Course leader for American Institute, a national training vendor. Developed materials and managed the services of other instructors for the dBASE programming course. Total responsibility for set-up and presentation of the course nation-wide.