

Peter Mezzina

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Successful technology business founder seeking to direct a challenging project. Uniquely qualified technical executive w/ 12 years leading a successful startup company & 10+ years with other organizations of various sizes & in diverse industries. Well suited to direct projects related to information systems or software.

Experience

1998-2010

Founder and president of Process Intelligence, Inc., highly focused firm consulting mission-critical enterprise systems development

- **Selling part-time and working solo grew revenue to 2M/yr within first 3 years:** revived firm twice after devastating recessions, liquid and equity-positive throughout.
- **Cost estimation and contract writing:** wrote fixed fee and time & material contracts ranging up to \$500,000 in size. Approach consistently produced accurate budget vs actual.
- **Individually developed creative system architecture to fit client budgets:** designed several world-class systems for clients. Work from this initiative formed basis for OpenGroup certification.
- **Directed the completion of 20+ projects with 12 different clients:** individually initiated & managed relationships, sizes from start-up to F100 to non-profit, long-term 10+ yrs. 100% delivery of projects that were fulfilled under our control.
- **Consistent ability to self-start, organize new initiatives & work under pressure**
- *(See adjoining document for project and management cases chronology →)*

1996-1998

Director of professional services at The Clarity Group, Inc., led a premier professional services practice, directly reporting to company president & responsible for 60% of company revenue & staff.

1994-1996

Regional services manager at Environmental Systems Research Institute. successful start-up of regional technical education program for the analytical software firm. Ramped to 1M/yr revenue within New England in 12 months for the 500M/yr GIS company.

1992-1994

Assistant program manager of GIS at US Dept of The Interior. helped to startup a geographic information system capacity within this federal government agency.

1983-1992

Various technical positions w/ IBM Corporation & US Federal Govt

Education & Certification

Certified System Architect, The OpenGroup (IBM, HP, Oracle, et al.);

MBA, George Washington University

BS Engineering, Stevens Inst of Technology

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Clients	<ul style="list-style-type: none">EMC Corporation, CTC Communications, Sitewatch Technologies, CasualMale Retail, TheMathworks, BankBoston, Savantis, EFFoundation, MRO, Staples, Broadvision, Expertek, Capital Resource Partners, Home Portfolio
Relationships	<ul style="list-style-type: none">Oracle/BEA/Sun, Cisco, EMC, Dell, Backbase, SAS, Broadvision, ATG, Iona, Microsoft
Innovations	<ul style="list-style-type: none">low cost Open-Source system development framework significant for its time (c. 2002),several system diagnostic and optimization toolsproprietary project costing methodology
Chronology of Key Mgmt Cases And Project Leadership	<ul style="list-style-type: none">1998 Founded company and started first project through contacts at BankBoston. Billed all work myself.1999 As consulting lead architect I produced a high volume transactional enterprise integration system design which was successfully implemented. In recognition of this system I was invited to and spoke at the prestigious NetWorld / Interop in Las Vegas.1999 Won contract to serve as prime vendor in a full scale enterprise integration project (CTC Communications) including significant internal staffing of high-level engineers.2000 First developed a relationship with a F100 company (EMC) which would last for 10 years of continuous work expanding the relationship through three different groups in the company.2000 As consulting lead architect I produced a system design for a high-end Internet-based customer self-service system which was leading edge for that time. In recognition I was invited and spoke about the system at the IonaWorld conference2001 Won contract to serve as a prime integration vendor for a major system within EMC2001 Developed an internal management system responsible for managing consulting operations; recognized among clients for its capacity to report accurate project progress.2001 Won contract to serve as prime vendor in development of a telecommunication self-service system which would later be featured foremost in an acquisition of the client companyFeatured in a highly-visible internal EMC white paper for accomplishments with a critical system2003 Inclusion in Massachusetts Telecommunication Council Governors Council Report involving a small group of selected Massachusetts-based business leaders2004 Won contract to serve as prime vendor in development of a online software distribution system and integration with internal sales management systems2006 Won contract to provide infrastructure architecture and project management on a \$12M project overseeing work of a larger vendor performed on three continents. Responsible for 30 indirect hires.2008 Personally designed and supervised development of a large customer-service application which received national recognition2009 Won contract to redesigned integrations between online retail site and back-end systems with a major online retailer