

BRIAN D. ROBINSON

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SUMMARY

Senior systems architect and project manager with 15+ years experience in applying technology to solve client business problems. Proficient in design, analysis, and implementation of technology solutions with specific expertise in web application architectures, fundraising/alumni applications, and database technology. Outstanding communication skills, able to work with a broad range of clients with varying degrees of exposure to technology and technology issues. Excellent problem analysis and resolution skills.

EXPERIENCE

ACCELERATED RECEIVABLES MANAGEMENT SOLUTIONS, LLC, Needham, MA 2007-present

Systems Architect (2007-present)

- Provides technology direction and support for this firm specializing in insurance collection activities. Incorporates disparate systems and databases into a consistent data model for processing and reporting. Provides roadmaps for systems integration, bringing together the data from multiple systems for reporting, administration for and maintenance of ARMS' databases, creating data extracts and reports, and maintaining ARMS' proprietary collections application.

BRIAN ROBINSON SYSTEMS CONSULTING, Needham, MA 2004-2008

Independent Consultant: Provide technology and business process consulting

- Currently the acting VP of Technology for Core Group, Inc., a Minnesota-based data analysis firm serving the fund raising operations of higher education institutions. Designed and implemented technology infrastructure components, produced data analysis, and improved the efficiency of ETL (extract, transform, and load) tools.
- As a subcontractor to The Wayland Group, surveyed the gifts and records processing operation of Boston University. The overall study made organizational and procedural recommendations to the VP for Alumni Affairs and Development that will improve the organization's effectiveness.

HARVARD UNIVERSITY, Cambridge, MA 1998-2004

Director, Development Technology Services (DTS) (2003-2004)

Supervised staff of 27 in maintaining and developing technology for central alumni affairs and development programs.

- Led the organization and its \$4MM budget through the transition from a custom development organization to one that would be supporting a University-wide product installation (SunGard BSR Advance). Focused resources first on limited strategic projects, then only to critical maintenance efforts. Money saved in FY'04 was directed to the BSR Advance implementation and helped limit the project's expected cost.
- Co-led the University-wide implementation planning effort to simplify and standardize data models and business practices in alumni affairs and development. This six-month process transformed the way that schools at Harvard work together in this area, laying the critical foundation for a University-wide implementation of the BSR Advance product.
- Created an issues tracking system to support the BSR implementation planning phase. The simple and elegant approach provided a structure for tracking and addressing issues, and documenting resolutions. This repository became a key communication vehicle for informing the implementation project.
- Facilitated the consolidation of DTS' data center operations staff with Harvard's central IT organization. The move supported Harvard's centralization strategy and provided possible transitions within Harvard for these staff (who would have faced layoffs otherwise).

Director, Systems Architecture and Technical Services (2001-2003)

Responsible for designing and implementing the underlying technical architecture that supported staff and alumni applications for Alumni Affairs and Development (AA&D). Responsible for database administration and technical services staff of three.

- Managed the governance process through which new development work was prioritized. Introduced changes that encouraged collaboration in the priority-setting process and aligned a limited technology budget with the organization's strategic goals.
- Designed and developed a broadcast email facility that allowed Harvard staff to send customized messages to any subset of the alumni/donor population. The project was accomplished within the existing technology budget and allowed the University to send 2.4MM messages in 2002 that would have cost over \$900K if sent via postal mail.
- Designed a new organization structure to support the dual needs of keeping existing business running while applying resources towards the BSR implementation. The new structure, coupled with a transitional governance approach, aligned staff and other budget resources with University strategy.
- Led the project to convert AA&D's web application architecture from NetDynamics to J2EE running on BEA's WebLogic Server using a combination of internal resources and outside consulting expertise. Provided key technical consulting on architecture and system performance issues. Brought \$600K effort in on time and under budget.

Systems Architecture and Senior Project Manager (1998-2001)

Responsible for defining the hardware and software architecture needed to support AA&D's expansion into web applications. Managed key design and implementation projects.

- Designed and implemented the underlying technical architecture that allowed AA&D to begin providing web services to alumni for no additional cost (flat budget).
- Managed the 2000 Alumni Directory project more cost effectively than any previous directory project. Leveraged the \$1.2MM income stream from hard copy books to fund an online alumni directory, expanding AA&D's web architecture for alumni and staff. Brought major project in \$200K under budget.
- Designed and implemented a document imaging system for Harvard's Recording Secretary's Office (RSO). The web-based system was integrated with existing legacy applications and provided the foundation for AA&D's internal web application (AADNet), all for less money than outside bids for standalone imaging applications.
- Managed key migration/upgrade projects related to AA&D's technical infrastructure.

BRIAN ROBINSON SYSTEMS CONSULTING, Needham, MA

1992-1998

Independent Consultant: Designed and implemented technology solutions for higher education and non-profits. Primary client was Harvard University.

- Designed and implemented a campaign reporting architecture that supported the information needs of Harvard's 1992-2000 University Campaign. Proposed a simple, cost-effective approach that was chosen over other, more costly solutions (e.g., major system replacements).
- Led the management team that implemented a client-server application to support Harvard's fundraising staff. The new application was the first to support University-wide access to fundraising information at Harvard. Designed key architecture components for the system.

AMERICAN MANAGEMENT SYSTEMS (AMS), Chicago, IL

1981-1992

Principal: Responsible for the fundraising consulting practice within AMS' Government and Higher Education business unit. Managed fundraising and student system implementation projects. Responsible for the profitability of AMS' alumni affairs and development package.

- Managed a development system product installation and customization project for the University of Notre Dame.
- Managed the installation of a student information system product at Wayne State University.
- Lead designer and day-to-day project manager for the installation of a custom development system for Harvard University.
- Analyzed the complex legal relationships within the account structures of Citibank's largest customers in their Money Market Division.
- Led the project to design a document scanning component to assist in processing financial aid applications at Columbia University.

EDUCATION

BS, Industrial Engineering, *Operations Research and Systems Analysis*, PURDUE UNIVERSITY, West Lafayette, IN
MBA, *Management Information Systems*, UNIVERSITY OF ILLINOIS, Urbana-Champaign, IL