

EDWARD L. SCOTT

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OWNER/DEVELOPER, SCOTT RESOURCES

Business Operations Strategies / Filemaker Pro Database Design and Implementation / Filemaker Integration with Existing IT Infrastructure

25 years using Filemaker has positioned me to understand its unique capabilities and effectively apply them to accomplishing organizational goals. Particularly adept at using best practices and advanced features to implement departmental work flows critical to streamlining overall organizational operations. Other strengths:

- Interviewing and listening skills for investigating and understanding requirements**
- Providing technical options for solving given organizational process requirements**
- Implementing solutions in a time-efficient and technically-effective manner**
- Coordinating with other technologists and delivering under challenging deadline pressures**
- Strong graphical, verbal and written communication skills, and dedication to fulfilling commitments**

Colleagues and employers have praised me as an effective communicator who transforms complex technical requirements into effective solutions implemented as Filemaker Pro™ database applications. Adept in the relational features of the product and applying them to solve difficult business process support requirements.

SELECTED ACCOMPLISHMENTS

Consult/develop a front-to-back operational database for a roofing company. Integrated project management with sales and sales-compensation tracking to replace unwieldy spreadsheet-based operational work flows.

Consult/develop a front-to-back operational database for an Engineering Services Flex-Labor company. Integrated contract job management with labor resource assignment, online web-based time-card system, and automated interface to accounting and ADP payroll processing. Fulfilled unique requirement that all users access the database application via Filemaker's Instant Web Publishing (IWP) capability using web browsers.

Consult/develop a front-to-back operational database for a flooring supply and installation company. Database application encompassed company-wide operations for a \$50M/Yr. company operating in the one-day-turn-around market for installing new floor coverings in multi-tenant residential buildings. Included innovative re-useable "order scenarios", complex inventory management and interface to accounting package.

Consult/develop a public-facing web application for a political research entity. Worked as the primary Filemaker implementation resource for customer personnel driving requirements. Required close integration with a Microsoft SQL database as a Filemaker data source. Responded effectively to rapidly changing requirements being generated on-the-fly.

Overhaul and rescue of database damaged by disgruntled employee. A medical provider in the mental-health field was jeopardized when their DB developer sabotaged their system and disappeared. Assisted by quickly re-building it and getting it back online for them from backups.

CAREER HISTORY

Owner and Chief Consultant, Scott Resources, 2009 to now. Support project after project requiring advanced Filemaker consultation advice, design and implementation. Used Filemaker in every job listed below plus others not listed.

CTO, X Tech Fab Ready Solutions. A startup in the technical-flex-labor market engaged me as a salaried employee in order to address the extensive database plans they had in support of their new company's business plan.

VP of Business Development & Marketing, Synchron Advanced Technologies, Inc., 2005 to 2009. A restart software development company. Designed strategic business and marketing plans, ROI and financial justification models. Targeted and sold first contracts to strategic technology leaders. Led systems engineers in development of demos, evaluation platforms and training materials. Managed a budget of \$75K and four IT professionals.

VP of Sales & Marketing, SiliconAid Solutions, Inc., 2004 to 2005. An IT consulting services company specializing in Design for Test services. Recruited from competitor to lead business development and marketing. Directed relations with clients such as **Texas Instruments** and **Freescale/Motorola SPS**. Increased company revenues by 150% in one year, acquiring licensing to resell Motorola proprietary JTAG EDA product.

Area Sales Manager, LogicVision Corporation, 2002 to 2003. \$15M software development company. Drove sales of embedded test technology in frontend software segment and test and backend hardware for the Central Region. Repaired damaged relationship with Texas Instrument, saving contract and adding new revenue over time.

Earlier: Director of Sales, Cynergy System Design. Director of Sales & Marketing, Silicon Valley Research/Quality IC Corporation. Central Regional Manager, Silicon Valley Research. Senior Account Manager, i-Logix Inc. & Quickturn.

Additional Interests: Accomplished musician (finger-pick style guitar), write/produce digital recordings in my home studio, enjoy working-out and a healthy lifestyle.