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PROFESSIONAL SALES ENGINEER/EXECUTIVE

A seasoned technologist with a full range of high-level experience in technical sales, marketing, management, technical support and software development. Demonstrated abilities to develop international clientele and interface with management, engineering, technical and operational staff:

- Creates a “friendly” culture within the customer decision makers, allowing for a controlled environment to develop or revise technical specifications and establish the leading solution.
- Produce detailed proposals that accurately articulate a client’s requirements and subsequent project specification. Produces highly persuasive printed and/or multi-media presentations, that simplify the client’s decision making processes and supports the entire project rationale.
- Ensure that project development is on time and meets the client specification - and expectations. By closely working with the client staff and project manager, ensure that related activities meet objectives and all targets are met in a timely manner.

DEMONSTRATED ACHIEVEMENTS

- **Professional sales-engineer with a proven record of success:** Chief architect in successful, multi-discipline installations, involving state-of-the-art technologies within critical enterprise environments.
- **Excellent communication, interpersonal and organizational skills:** Adaptive from one-on-one or small-to-large groups: able to effectively communicate in a wide range of environments.
- **Articulate and creative - offering innovative and practical solutions:** A solid understanding of work-flow processes, operating procedures and the underlying business rules that drive them, allows for the creative application of cutting-edge technology and common-sense methodologies to provide the winning solution.
- **Capable of managing multiple complex projects concurrently:** Routinely involved in numerous projects at various stages of development - as sole architect, team leader or team member.
- **A solid understanding of underlying technology systems - operating systems, storage, networking, wireless and digital media technologies:** Decades of experience in the design, development, deployment and support of multi-discipline projects.
- **Valued by customers:** A consummate sales professional and technologist, recognized by clientele as a valued partner with insight, innovation and intelligence in solving their business or technological problems.

CAREER EXPERIENCE

Cube-Tec International, Bremen, Germany - Toronto, ON – Manufacturer Agent 2008 - Current

Part-time agent/manufacturer representative, charged to develop the media archiving markets in North America. Cube-Tec manufactures a full range of digitization, ingest, and post-processing tools for the media archiving markets, including workflow and metadata management tools.

- Produce and cultivate sales leads through conference activities and web-site marketing.
- Produce persuasive and interactive sales presentations and proposals developing complete business and workflow processes for media archiving facilities.
- Speaker at media archiving conferences around the world: including NAB, AES, IASA, JTS and ARSC.
- Managed a North American clientele that included, Library of Congress, National Archives, Libraries and Archives Canada, The Smithsonian, US Navy Archives, National Public Radio, Hoover Institute, Texas-Tech University, Virginia Tech University, Baylor University, The Media Preserve, Chace Audio by Deluxe, Dial Global and CBC.

Riedel Communications, Wuppertal, Germany - Toronto, ON – Manufacturer Agent 2009 - Current

Part-time agent/manufacturer representative, charged to develop Riedel market penetration in the Ontario broadcast markets. Riedel Communications designs, manufactures and distributes real-time networks for video, audio and communications for broadcast, pro-audio, event, sports, theatre and security applications worldwide.

- Produce and cultivate sales leads through conference and direct marketing activities.
- Produce persuasive sales presentations and proposals including technical drawings for building large-scale communications and signal distribution platforms for broadcasters.
- Managed a Canadian clientele that includes, Global Television, Rogers Television, CTV/Bell Media, Seneca College School of Broadcast and more.

Sennheiser Canada, Montreal, PQ - Toronto, ON – Technical Consultant 2007 - 2014

Technical consultant focused on pre-sales engineering support for the various business directors managing broadcast and commercial sound/system integration products: RF audio systems design, digital video/DCI products, audio conferencing systems and control-room/speaker calibration. Activities focused in sales/engineering proposals, systems design/installation drawings and technology consulting for the internal sales team as well as Sennheiser's dealers across Canada.

- Specialized in designing large, complex RF systems for broadcasters and large events, where requirements for multi-zone combining, facility-wide frequency coordination and systems integration are the norm. Major client installations including CTV/Bell Media, Rogers Television, CBC, and Global Television.
- Managed the Sennheiser service shop at the Vancouver 2014 Winter Olympics, where a team of RF experts provided technical support for IOC host broadcast partners during that time-frame.
- Consulted with Industry Canada regarding the 700 MHz digital transition, and the upcoming 600MHz transition. He has also developed tools to determine Canadian DTV environments for 30 major cities.
- Contributed as "architect" on the software development team for the Professional Setup component of *Wireless Systems Manager* (WSM). WSM is Sennheiser's software tool for managing wireless devices and frequency coordination.
- Provided support to Sennheiser's partners - agents, consultants, system integrators, engineering groups - for the specification, design, deployment and support of audio conferencing systems for both Sennheiser and Televic Systems.

Sascom Marketing Group, Oakville, ON - Sales Engineer

1996 - 2007

Provided leadership in the strategic development of Sascom as a major supplier of digital and computer based products for the broadcast, post-production and archiving markets, in Canada and the US. Functioned as product manager/specialist where a unique combination of technology and applications experience was a primary factor for the demand of Sascom's products by premier facilities in the world. (See Special Projects addendum for details on 'projects of interest'.)

- Product sales specialist on a wide range of high-end broadcast and professional multi-media equipment – most of it computer based equipment employing current technologies.
- Directly responsible for the demonstration, installation, configuration, commissioning, training and support of 'high-end' broadcast and pro media products across Canada and the US.
- Maintained a Toronto area clientele for sales related activities for the aforementioned products. Customers included CBC, CTV, Atlantis-Alliance, TSN, Deluxe and Technicolor.
- Provided sales/engineering and technical support for the aforementioned products at prestigious US facilities such as: George Lucas' Skywalker Ranch (San Rafael), Todd AO (Burbank), Disney (Hollywood), Capital Records, and the Library of Congress. (Washington DC)
- Developed print and multi-media based sales tools, technical documents and training material for Sascom's client base and suppliers.
- Provided field engineer activities on the above products including, beta-testing, debugging, load testing, systems integration, designing custom control systems, documentation, etc.
- Specified new software features and products for Sascom's computer based equipment suppliers through analysis of customer needs, market analysis and the competitive landscape.
- Attended 70+ North American and European trade shows as an exhibitor, manufacturer representative, speaker and attendee.
- Designed and implemented a technical support portal for supplying a services and software repository world-wide. This included a CMS, an automated HTML newsletter generator, an automated Service Bulletin notification system, Asset Management, Membership Management, Skinning Engine, RSS Newsfeeds and other community building tools.

Fanshawe College, London, ON – Prof., Digital Apps., Music Industry Arts Program 1994 - 1996

Designed and authored an advanced 1-year post-diploma program for computer applications in audio post-production and multi-media. Instructed a lecture and lab oriented "post-graduate" program on applying current computer workstation technologies in the fields of television, film post-production and multi-media.

- Successfully lobbied industry manufacturers for +\$100,000 in equipment donations.
- Created complete courseware, labs and projects-based evaluation system for the program.
- Liaison with industry contacts for course content, seminars, field trips and graduate placement.
- Provide training and support to department staff, where upgrading to computer-based technologies was necessary.
- Instructed computer systems and software technologies as applied to various multi-media fields with the following subject matter:
 - Computer Operating Systems: DOS, Windows, Mac OS, Linux
 - Computer Hardware: Architectures, Storage Systems, and Network Systems.
 - Software Applications & Digital Technologies Fundamentals.
 - Audio Workstation Technologies: Sonic Solutions, Digidesign ProTools, and Logic Audio.
 - Video Editing & Graphic: Adobe Premier, Adobe graphics suite, and 3D graphics tools.

Adcom Electronics, Toronto, ON – Manager, Audio Systems Group

1990 - 1994

With nearly 200 employees and 10 offices across Canada, Adcom was the largest multi-supplier of broadcast, multi-media and telecommunications equipment and services in Canada.

- Managed a group of sales and technical staff for the Montreal and Toronto offices to work closely with Adcom's clientele, as well as Adcom's Video Systems and Engineering/Implementation Groups.
- Developed integrated systems solutions in response to the new-technology problems facing Adcom's clientele: the emerging digital and computerized broadcasting and multi-media work place.
- Directly responsible for setting and meeting monthly/annual budgets and a complete P & L. (Sales, expenses, inventory, marketing, etc.) The 1994 budget was \$4.1 Million.
- Developed customer solutions by applying numerous current and emerging technologies: FDDI, ISDN, data compression, DBMS, routing systems, enterprise server systems, workstations and other broadcast digital audio/video technologies.
- Involved in the design, installation, and commissioning of numerous prestigious installations such as: the IBM Audio/Visual Training Centre (Toronto), the (CTV) Barcelona and Lillehammer Olympics, DOME productions/TSN (Toronto), CBC Radio Drama Production Facilities (Toronto), La Cite Collegiate Television and the Radio Broadcast School (Ottawa).
- Developed and maintained a mutually profitable relationship with a wide range of broadcast and computer equipment manufacturers and suppliers from around the world.

Adcom Electronics, Toronto, ON – Sales Engineer, Audio Systems Group

1988 - 1990

Provided technical support, sales, engineering and training services for the Audio Systems Group. Responsible for the complete understanding of the underlining computer technology used in current digital workstations, recording consoles and signal processors used in the broadcast and audio post-production industries. Exceeded targets and successfully maintained personal sales in excess of \$1 million/year.

- Taking advantage of emerging technologies, developed new operational procedures and production techniques that maximize client staff performance and task efficiency – all required to meet the ever shortening production dead-lines.
- Speaker at numerous technical organizations trade shows. Highlights are AES and SMPTE.

Saved By Technology - Recording Engineer/Computer Music Product Specialist

1986 - 1988

Over a two-year period, numerous responsibilities included recording engineering, music programming, sales and technical support of computer based electronic music systems.

- Recording engineer and MIDI programmer for a 24-track recording studio. Various projects included album pre-production, overdubs, television and radio commercial music, music for film and television as well as full album projects. Clients included: Stevie Wonder, Rush, CBC, TV Ontario, Declan O'Doherty (Rita McNeil) and Harris Cole Music.
- Product specialist for Macintosh and Atari music software, MIDI electronic instruments, samplers, synthesizers, digital signal processors and synchronization systems. Beta tester for numerous artificial intelligence based composition software.
- Designed and installed large complex computer music systems for professional musicians/composers including Canadian recording artists, Tom Cochrane, Glass Tiger, Larry Gowan, Platinum Blonde, Jane Sibbery and Eddie Schwartz. MIDI "programmer" and MIDI system designer for international recording star Robert Palmer, for his "Heavy Nova" world tour.

McClellan Place Recording Studios, Toronto, ON - CD Pre-Mastering Engineer **1984 - 1986**

In conjunction with the only three existing CD mastering plants in the world, developed a CD pre-mastering technical specification and quality assurance policy, which would create a reliably playable CD with low block error rates and accurate technical requirements.

- Digital editing for masters, CD pre-mastering and compilations for major record labels; Capitol Records, WEA Canada, RCA Records, A & M Records, CBS Records, MCA Records and the CBC.
- Liaisoned between clients and CD manufacturing plants around the world in order to ensure that their product met the emerging technical and formatting standards.

FORMAL EDUCATION

Fanshawe College, London, ON **1984**

Diplomas – Music Industry Arts Program – Music Production/Recording Engineering

- First student to complete all courses for a dual-diploma in two years.
- Won 'Outstanding Production' Music Industry Arts award.

Berklee School Of Music Arranging Correspondence Course **1983**

Completed Jazz Arrangement and Composition Course

- Mail correspondence course.

Grant McEwan College, Edmonton, AB **1982**

Diploma – Music Program (Performance)

- 2-year jazz performance program.

University of Alberta, Edmonton, AB **1978**

1 year – Education (Physics Major)

- Calculus, Chemistry, Physics and various Education courses.

PROFESSIONAL DEVELOPMENT

Numerous Technology Certifications **1997 - 2014**

- Completed numerous technology certification courses in related broadcast and IT technologies that includes: XML/XSL, RF wireless systems, control room acoustics and calibration, Flash and more.

SQL Server & Web Development Courses, Toronto, ON **1997**

- SQL Server 6.5 intermediate program: installation, management and applications development focused on web-based implementations.

ASP & Visual Basic Course, Toronto, ON **1997**

Using Visual Interdev, SQL Server and Visual Basic to create advanced web-based applications.

Whitehead Management Training Course, Toronto, ON **1990 - 1991**

- Management training courses focused on P & L, business rules for expense controls, costs control, sales forecasting, marketing, and strategic planning.

AFFILIATIONS

- AES: Audio Engineering Society – Toronto Chapter
- SMPTE: Society of Motion Picture & Television Engineers (Toronto Chapter)
- ARSC: Association for Recorded Sound Collections

CONFERENCE SPEAKING / PAPERS

- Annual Conference 2015 – Las Vegas, NV, USA** May, 2012
- [“Quality Control Services for Media Factories using FIMS”](#)
- ARSC 45th Annual Conference – Los Angeles, CA, USA** May, 2011
- [“Dobbin Case Studies: Processing Workflows in Audio Archiving”](#)
- IASA/AMIA 44th Joint Conference – Philadelphia, PA, USA** November, 2010
- [“Six Sigma and the Lean Factory Approach for Media Ingest and Processing”](#)
- ARSC 44th Annual Conference – New Orleans, LA, USA** May, 2010
- [“Dobbin Case Studies: Processing Workflows in Audio Archiving”](#)
- ARSC 43rd Annual Conference – Washington, DC, USA** May, 2009
- [“From Ingest to web-site: Creating a Preservation Master and Automating On-Line Access”](#)
- Joint Technical Symposium 2007 – Toronto, Canada** June, 2007
- [“Automated Workflows in Mass Audio Archiving”](#)
- 122nd AES Convention 2007 - Vienna, Austria** May, 2007
- [“World Class Noise Reduction...”](#) “[QUADRIGA... The Archiving Solution](#)”
- NAB Annual Conference 2004 - Las Vegas, NV, USA** May, 2004
- National Public Radio Technology Session – “Digital Signal Processing”
- AES/SMPTE Toronto Chapter Joint Meeting – Toronto, Canada** June, 1990
- “SMPTE Time-code and MIDI Time-Code”

PROJECTS OF INTEREST

RF PROJECTS: BROADCAST & COMMERCIAL

Rogers Television – Technical Consultant – RF System Design **Toronto, ON - Sept 2012**

- Designed and commissioned a multi-zone/antenna RF combining system for both Rx and Tx, providing complete building-wide coverage: from the exterior roof-top shooting location to the basement facilities.
- Complete exterior coverage of Victoria Square - which sits between the Eaton Centre and the Rogers TV building - as well as sidewalk locations along the north and west sides of the building - was part of the coverage requirement. The antenna system was combined at each floor using an RF-over-fiber DAS. Filters and amplifiers at both Rx and Tx nodes were employed to manage gain structure.
- The system required combining a total of 58 antennae, distributed across 7 floors plus exterior locations on the 7th floor roof and the main floor building entrance. This is the largest combined antenna system in a fixed installation in Canada.
- Facility-wide frequency coordination for all wireless device over 100 microphones, intercom, IFB's and wireless camera systems. Configured IP based management and monitoring systems.
- Provided all commissioning documentation and system training.

CTV/Bell Media Television – Technical Consultant - RF System Design Agincourt, ON - Sept 2010

- CFTO Agincourt is the flagship station and central broadcast head-quarters for the CTV/Bell Media network in Canada. In 2010, CTV overhauled its RF systems partly due to the Canadian 700 MHz "digital-dividend" transition.
- Provided a facility-wide harmonized RF system/frequency coordination, where any wireless device could be used in any facility studio. At the same time, there were requirements for combining certain logical production areas by employing a distributed antenna system. The system was updated again in 2014 to add 8 channels of D9000 digital RF microphones.
- The complete RF coordination for nearly 100 microphones, 40 stereo and mono IEM/IFB/Intercom channels was required for 10 production studios, and an exterior production location. The exterior production location was also antenna combined with two other primary productions studios.

Edmonton Remand Centre – Technical Consultant - RF System Design Edmonton, AB - Sept 2013

- The Edmonton Remand Centre is the largest, most technologically advanced remand facility in Canada. The total facility area is 59,511m² and includes 53 Video arraignment courts providing a direct link to court rooms throughout Alberta.
- Lead RF consultant for the design of security guard communications systems in conjunction with Alberta Infrastructure engineers. Defined a complete specification to provide a robust IFB type communication system so that security guards could coordinate the transportation of inmates from facility cells to one of 53 video arraignment areas.

CUPE - Ontario Regional Offices – Multi-room Wireless Conference System Toronto, ON - Sept 2012

- The Ontario CUPE offices were built in 2012 as a new installation requiring a wireless audio conferencing system for three boardrooms that could be combined in any combination: individual rooms, 2-room combinations and a combination of all three areas.
- Designed and commissioned a system with three WICOS systems with wireless access points along with three Televic 5500 conferencing systems were used to provide this functionality. A web server application is used to configure the various combinations and to load the various encryption keys used for securing the wireless system.

BROADCAST EVENTS & INSTALLATIONS

CBC Television – Technical Consultant - World Cup Hockey – Gold Medal Toronto, ON - Sept 2004

- One of CBC's earliest High-Definition broadcast sporting events. Set-up an uncompressed high-definition record; configure the RAID array, interface to the broadcast system signal flow and supervise equipment while recording the game.

Toronto Sky Dome – Supply & Installation of TSN & Dome Productions Toronto, ON Fall - 1991

- Supply of audio systems installed at two television broadcast facilities (TSN) plus Dome Productions on-air production facilities. Coordinated with engineering and installation team during the installation period.

CTV Calgary Olympics – Supply & Installation of Audio System Calgary, AB Fall - 1988

- Contributed to the specification for the supply of audio components. Co-originated with engineering and installation departments for audio system applications.

CBC Radio Drama, Toronto – Supply and Installation of DAW Systems Toronto, ON 1990-1991

- Chief design architect and supplier of one of the first large-format networked digital workstation system employing Sonic Solutions on an FDDI network.
- Chief supplier of workstation and network components. Oversaw workstation, and network installation including commissioning, stress testing, training and on-going technical support.

CBC Juno Awards – Technical Consultant Vancouver, ON 1990-1991

- Contracted to ensure the reliable operation of the AMS Audiofiles, used for instant replays of audio tracks during award ceremonies.

MEDIA ARCHIVING

Library Congress – NAVCC – QUADRIGA Installations

Culpepper, VA - Sept 2008

- Located in Culpeper, Virginia, the Library of Congress Packard Campus of the National Audio-Visual Conservation Center provides storage for the largest collection of both audio-visual and sound collections in North America.
- In 2008, two multi-stream QUADRIGA systems were purchased to ingest tape reel and compact cassette audio formats. The cassette system included machine control to ingest 8 parallel streams via Tascam 122 Mk.II cassette decks.

National Archives and Administration – Dobbin Installations

College Park, MD - Dec, 2009

- The National Archives and Records Administration (NARA) is an independent agency of the United States government charged with preserving and documenting government and historical records and provide public access to those documents. This includes multi-media files.
- In order to handle the large amount of parallel ingest a Dobbin automated file-based workflow system was ordered to handle automated QC.

Chace Audio by Deluxe – Automated QC & Restoration Processing

Burbank, CA - Oct, 2012

- Chace has earned a reputation as a world leader in the field of soundtrack restoration, preservation, and 5.1 / 7.1 mixing. Chace Audio by Deluxe provides complete audio post production services, with a dedicated team of specialists in both historic material and cutting edge technology.
- Chace uses Dobbin and Cube-Workflow for custom quality control processes in their post-production facility. The requirement for this project was to provide specific automated QC processes for film post-production projects: Digital and analog file corruptions, automated extraction of audio streams to BWF from Pro-Res AV files, optical sound track QC using Psycho-acoustic correlation between master and transfers, CALM based Loudness Correction, automated camera/gen noise removal from dailies.

The Media Preserve, Toronto – QUADRIGA & Dobbin Installations

Pittsburgh, PA 1990-1991

- The MediaPreserve is a division of Preservation Technologies, a world leader in collections preservation. Media Preserve is a services company created to handle audio visual preservation and restoration.
- Supplier of two AudioCube workstations for restoration processing as well as QUADRIGA ingest and Dobbin automated workflows for QC and generating master preservation files and derivatives.

Westwood One (Dial Global) – QUADRIGA, Dobbin and CubeWorkflow

New York, NY 1990-1991

- Westwood One is an American mass media company headquartered in New York, New York, specializing in radio syndication and audio content.
- Installations in New York and Los Angeles with QUADRIGA ingest, CubeWorkflow management systems and Dobbin post processing for QC, derivative creation and metadata.

FILM – TELEVISION POST PRODUCTION INDUSTRY

Skywalker Ranch - Technical Consultant

San Rafael, CA 1990-1991

- Installed the first 24-bit digital dubbing system for one of the first "all digital" dub-stages at George Lucas' Skywalker Ranch. Assisted in interfacing, training, documentation, etc.
- Provided training and technical support during Aladdin (Disney), Jurassic Park II (Spielberg) pre-dubs and other projects over a six month period.

IMAX Super-Speedway – Technical Consultant

Toronto, ON 1990-1991

- Provided set-up, training and technical support for a 24-bit digital system on an IMAX feature.

"The Magic Door" Bist-Ley Productions – Sound Effects Designer/Editor

Toronto, Fall - 1988

- Sound design and sound effect editing for 13 episodes of a children's show aired on TVOntario.

MUSIC/RECORDING INDUSTRY

Juno Award Judge – Producer of the Year.

Toronto, ON - Fall 1995

- Final round judge for 1995 as well as secondary judge from 1990-1994.

Tom Cochrane “Mad Mad World” Album – Technical Consultant

Oakville, ON - Fall 1991

- Technical consulting and logistics for an early all digital album project.

Rush North American Tour – MIDI/Sound Programming

Toronto, ON, Winter - 1988

- Sound programming/sampling for Rush North American Tour.

Larry Gowan (Gowan / Styx) – Technical Consultant

Toronto, ON, Spring - 1988

- Consulted on home studio design and configuration of computer systems.

Robert Palmer World Tour – MIDI Systems Design/Programmer

Toronto, ON, Summer - 1988

- Designing electronic MIDI systems for the keyboardist, drummer and percussionist for international recording star on a world tour.
- All sampling and programming for drums, percussion and keyboards including performance considerations such as electronic triggering systems, set-changes, redundancy capability, etc.

Stevie Wonder Session – Recording Engineer/MIDI Programmer

Toronto, ON Fall -1986

- Chief recording engineer and MIDI programmer for a Stevie Wonder recording session during his 1986 North American tour.

SOFTWARE DEVELOPMENT

Sennheiser Electronic GmbH – Wireless Systems Manager – Architect, WSM Pro, 2010 - 2015

- Contracted to provide a new approach to professional frequency coordination in Wireless Systems Manager - Sennheiser's software tool for managing wireless devices and frequency coordination. The Professional Set-up component was completely redesigned to accommodate complex coordinations for large wireless systems that included multi-brand devices in a graphically intuitive software environment.
- Professional set-up features a unique RF charting tool that allows the user to re-configure for any television system in the world and any RF environment. Rob was involved as the main architect as well as GUI designer, and was also the main developer for the Regional Grid Bar XML schema and the XML/XSL standards for reporting.
- Constructed and manages the WSM Forums web-site - a private portal for the WSM software development team and beta-test team. The portal features a repository for RGB files, device files, scans and similar downloadable resources. It also includes an article system and a forum for the beta-test team.

Disney Records/Buena Vista Records – Flash Programming,

2007 - 2010

- Sub-contracted to produce CD-Extra Flash programming for all Disney Records and Buena Vista Records ECD's for the 2007-2009 releases. Develop creative and artistic interfaces to access extra content on compact disc releases including corporate promotions using Flash, ActionScript 2.0 , Action Script 3.0, Illustrator and Photoshop.

www.skin3.com – Professional Skinning for the DotNetNuke portal system

2005-2012

- Bridging the disciplines between graphics, web development and .net programming, DNN skinning provides a perfect outlet for combining those elements in a commercial on-line entity.
- Skins use a combination of web graphics, Flash, XML, JavaScript and HTML to create skin package assemblies that install into the DotNetNuke portal system.
- DNN Forum Project team member in charge of graphics and skinning.

www.cube-tecforums.com – Developed tech support site and forums/portal **On-line, current**

- Designed and implemented a technical support portal for an important Sascom supplier, which is the basis for the technical support and software update distribution system world-wide. Over three years, this included the development of a Content Management system, an automated HTML newsletter generator, an automated Service Bulletin notification system, Asset Management, Membership Management, Skinning Engine, etc.

Treble Stef / Orion (sub-contract) – Crystal Reports for an Engineering Firm **Fall/Winter - 1998**

- Created stored MS Access queries accessed by Crystal Reports Professional within Visual Basic Application
- Created report layouts to client specifications.

Treble Stef / TD Bank (sub-contract) – “Capacity Model” Access application **Fall -1998**

- Co-developed a custom application that imported mainframe data into Access tables for data processing and analysis. This allowed bank managers and other administrators to determine efficiency/capacity for nearly 500 branch offices across Canada.
- Created a set of VB/DAO based procedures, to import historical data from an earlier Capacity Model system (Lotus 1-2-3.) Created about 30 import routines and over 100 queries and procedures to import, parse, and pre-process .prn text files exported from an IBM AS-400 mainframe computers.
- Produced queries and reports for compiling branch data for nearly 500 branches across Canada.

TMP / Bell Mobility – Custom Access database application **Summer -1998**

- Developed an Access application that automates sales related activities for TMP Canada. TMP books advertisements on behalf of Bell Mobility, in telephone directories across Canada. The application was used to maintain Canadian Bell Mobility dealer and billing information as well as automate weekly mail merges for printing advertising approval forms
- Created Access queries to import flat-file database files into a relational database model.
- Developed application rules/logic for the main application function.
- Produced queries and reports used to create bi-lingual advertising approval forms.