

# Phil Orion

## OVERVIEW

- Passionate technical and business consultant with over 20 years experience. Experienced Architect and Project Manager with Intranet/Internet applications, Portal, ECM/DCM, EIP/EAI, and business consulting engagements. Proven track record of driving solution that solve business problems including sales, infrastructure, line-of-business, mission critical systems. Self starter that takes ownership of opportunities and works independently. Qualified ALUI/Enterprise portal and ECM expert with large client deployments.

TECHNOLOGY / SKILLS	BEA ALUI, <b>(Expert)</b>	9	Project Mgmt (CPM Certified) <b>(Expert)</b>	16
	Java/J2EE/JSP Development w/Oracle DB <b>(Expert)</b>	8	UNIX -HP UX, AIX, Solaris Linux	20
	Web Architecture <b>(Expert)</b>	10	PeopleSoft	3
	AJAX Development	4	Oracle Financials	1
	Documentum Dev.	2	Enterprise SSO Solutions	3
	XML/XSL Development	4	Knowledge Mgmt/Taxonomy	6
	Javascript Development	10	Netegrity	2
	App Servers	6	Lotus Notes	5
	Websphere, Weblogics		WebSphere Portal 5.x	2
	Tomcat, JBOSS., Oracle (OC4J), Orion		SAP Portet Development	1
	Application Performance Turning	4	Mercury (QA/Load)	2
	<b>C# and VB.NET (Expert)</b>	6+	LDAP Portlet Development	2
	Microsoft SQL Server		Oracle Database	
	IIS		Portals – JSR168 Development	10
	Visual Studio <b>(Expert)</b>	6	Software Pro. Services <b>(Expert)</b>	10
	HTML/DHTML	5	Tech. Sales Engineering <b>(Expert)</b>	10
	ASP/VBScript	6	Requirements /Project Scoping <b>(Expert)</b>	15
			Technology Visioning	6
	EAI –BizTalk, SeeBeyond, Tibco, Vitria , WebSphere	3	Systems Integration	20
			Staff Management	12
	Legal Software	4	Product Selection	10
			Consultative Sales	10
			P&L	10

All skills shown in number of years of experience.

## PARTIAL CLIENT LIST

United Healthcare	Cox Enterprises
Anadarko Petroleum	Epoch Well Services
Kellogg Brown & Root	Plumtree Software
Halliburton	Schlumberger
Autotrader.COM	HealthVision/VHA
Cox Communications	Koch Industries
Administaff	Spherion
Intercontinental Hotel Group (IHG)	Porche
Pacific Life	Paranet

**Phil Orion**  
**Orion Smith Inc.**  
**832-876-5886**

EXPERIENCE

November, 2001 – present **Orion Smith Inc.**

Houston, TX

**President and CEO**

Responsibilities

- Provide expert level knowledge in technical areas, Requirements, Programming (C# and Java), Systems & Architecture – ALUI – All versions from 3.0 –to- 6.x. Collaboration Server, Studio Server and Publisher Expert.
- Microsoft Solutions Expert with Expert knowledge of VB.NET and C#, WSS and SharePoint
- Integrate multiple enterprise solutions together-SharePoint, ALUI, Documentum, Vignette
- Lead Projects to implement Portals and Enterprise Content Management, Multiple JAVA and C# custom Web based Intranet/Internet projects.
- Articulating portal system concepts and strategies. Act as Subject Matter Expert.
- Manage problems to resolution.
- Superior knowledge and focus on selling ideas and concepts.
- Sell Consulting Services. Propose and scope engagement. Document Requirements.
- Provide vision and strategy for implementing technologies. Full Systems Development Life-Cycle
- Excellent communicator to all levels of Management – C Level
- Qualified experience with .Net, J2EE, and MSF, TCP/IP – 7 layers of the OSI model.
- Certified Project Manager certification through the Project Management Leadership Group

Accomplishments

- 20 plus years providing technology consultative services. Rated Excellent in Customer Satisfaction
- Provided world class ALUI training. Instructed over 500 students 2002 – to present.
- Integrate ECM solutions
- Lead Architect – ALUI consultant for large Fortune 1000 Clients – Successfully led multiple ALUI implementations. Experience and Knowledge with all version including 6.5.
- Authored ALUI Utility for object Migration. ALUI API Complex Development.
- Utilized RUP to assist Oil Services Client in the implementation of a new software product line.
- Exceptional Customer Service and Client Management – Per References
- Implemented IBS Portal Framework for multiple Clients
- Implemented SAP EP at a Major Oil Services Company
- Implemented Interwoven at a Major Oil Services Company
- Developed Systems Architecture for Oil Services Company to integrate Java into ALUI

EXPERIENCE

August, 1999 – November 2001 **Plumtree Software**

Houston, TX

**Engagement Manager / Consultant**

Responsibilities

- Acted as Engagement manager for Fortune 1000 clients. Responsible for matching requirements and portal capabilities to form business solutions.
- Evangelize the Corporate Portal at trade shows and other public venues.
- Responsible for all aspects of Enterprise Portal implementations.
- Manage consulting staff
- Responsible for Portal Architecture, Performance, and Security Planning
- Experience with EAI (webMethods/Vitria/BizTalk), Document Management, CRM, Content Management (Interwoven/Stellent), and Business Intelligence Tools (Business object, etc..)

Accomplishments

- Was instrumental in closing \$4 Million in sales for territory.
- Developed Plumtree training program and have personally taught 300 IT professionals how to customize and administer the Plumtree Corporate Portal.
- Technical Leadership role: Duke Energy, Halliburton, Schlumberger, and Viant
- Evaluated EDI solutions for multiple companies.
- Integrated Interwoven and Stellent Content Management Tools into Plumtree Portal

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June, 1998 – August, 1999 **Sprint Paranet** Houston, TX

**Area Pre-Sales Manager**

**Responsibilities**

- Develop proposals in response to customer RFP's.
- Provide technical expertise in multiple areas in customer facing situations.
- Lead and direct technical consultants in a variety of tasks from sales to project implementations.
- Develop effective product marketing strategies and presentations.
- Estimate potential projects, manage the resource allocation, and forecast project cash flow.

**Accomplishments**

- Sales related activities supporting 14 business units resulted in over \$50 Million in sales.
- Led a team of 5 to provide Y2K Service delivery.

Oct, 1995 – June, 1998 **Norrell Corporation** Houston, TX

**Chief Architect - Manager**

**Responsibilities**

- Microsoft Front Office and Back Office product expert.
- Development and documentation of corporate LAN, WAN, Messaging, and Domain standards.
- Development of marketing, installing, configuring, designing, and running the Norrell Corporate Web Site.
- Development of all standards associated with the delivery of dynamic Web based content.

**Accomplishments**

- Architect 266 branch Microsoft WAN solution.
- Developed the corporate security plan using Windows systems policies.
- Grew the company to over 20 employees at its peak in 1998.
- Implemented Norrell's Microsoft Exchange messaging infrastructure.
- Implemented Microsoft SMS throughout Norrell.
- Developed tools in Visual Basic to facilitate network implementation projects.
- Trained hundreds of employees in Microsoft Back Office.
- Installed the first Citrix Winframe in Norrell to facilitate remote access to network applications. This success resulting in my development of a corporate implementation design involving over 40 Winframe servers.
- Major contributor towards the successful implementation of Resumix at Norrell.

1995 **Turner Broadcasting System** Atlanta, GA

**Sr. Technology Specialist – VB & Client/Server Development**

**Responsibilities**

- Evaluate vendor products for technical fit.
- Manage team of 4 developers.
- Assist in the maintenance of PC's and Local Area Network.

**Accomplishments**

- Developed the internal application development architecture used by TBS.

1993–1995 **Georgia Pacific Corporation** Atlanta, GA

**Law Dept. Systems Integrator**

**Responsibilities**

- Manage a 100 user Local Area Network.

**Accomplishments**

- Custom developed a Help Desk application that was used to resolve all IT problems.
- Code and tested full text retrieval system that retrieved visual images of documents and bibliography.
- Coded utility to monitor network for software distribution and updates.

1991–1993 **Independent Consultant** San Francisco, CA

**LAN/WAN Specialist – Programmer Analyst**

**Responsibilities**

- Develop enterprise applications for clients.

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**Accomplishments**

- Developed VB and SQL Server solutions for tracking customers, projects, operations.
- Developed Loan Processing applications in VB.
- Developed Personnel Tracking application in VB.
- Developed SQL Server application that had real time integration with corporate mainframe using RUMBA.

1985–1991                      Bank of America                      San Francisco, CA

**Consulting Systems Engineer**

**Responsibilities**

- Provide training in LAN theory, Lotus 1-2-3, DOS, RDBMS and Windows.
- Manage \$500,000 training budget.
- Ultimately responsible for all training and help desk issues.

**Accomplishments**

- Programmed office automation applications using Xbase, Paradox and Dataease.
- Negotiated contracts with numerous outside vendors.

**Systems Manager**

**Responsibilities**

- Responsible for 10 production systems that handled \$10 Billion worth of transactions daily.
- Manage 10 operators and technicians, including salary negotiations, performance assessments and staff planning.

**Systems Engineer**

**Accomplishments**

- Trained New York data center personnel problem and change management methodology.

1981–1985                      United States Air Force

**Sergeant**

**Accomplishments**

- Conducted systems software conversions.
- Coordinate with programmers and analyst in resolving software problems.
- Acted as liaison for Data Automation unit.
- Database Manager for both the Burroughs 4700 and Sperry 1100/60.
- Primary support for UNIX system.
- Trained personnel in all aspects of microcomputer operation.

**EDUCATION**

1991                              St. Mary's College                      Morago, CA.

*Bachelor of Arts, Business Management*

1984                              Sacramento City College                      Sacramento, CA

*Associates Degree, Mathematics*

**ORGANIZATIONS**

Brookhollow Baptist Church – Children's Ministry, Joshua's Men

Project Management Leadership Group - Certified Project Manager