

Spain *Technovative* Solutions

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Spain *Technovative* Solutions, Inc. (STS) is a professional services firm focused on providing expert consultation to entrepreneurial technology firms and IT executives. STS provides clients a unique blend of Fortune 250 and entrepreneurial leadership, management, technology, and business expertise for the innovative design and application of complex technology solutions to achieve strategic business objectives.

The STS unique value proposition for entrepreneurs and IT executives is a focus on proven technology leadership to provide your firm with a strategic competitive advantage. Services delivered include:

- Enterprise Strategic Planning
- Entrepreneur and Leadership Mentoring
- Marketing and Business Development Planning
- Market Research
- Product Management Life Cycle Planning
- Technology Strategic Planning
- Enterprise Architecture Program Development
- Change Management Program Development
- Business Process Institutionalization
- IT Intellectual Property (IP) Management

Qualifications

Executive Technology Leadership Experience

Jack Spain has been providing strategic leadership for over twenty-five years with increasing responsibilities in technology organizations for **Fortune 500** and entrepreneurial **start-up** companies.

Product Management Experience

His career includes extensive **product management** and **product marketing** experience over the past ten years in multiple industries and technology platforms. He has designed, developed, and institutionalized comprehensive product roadmap planning processes for hardware and software technology solutions for technology producers and consumers.

Process Focused

Throughout his career, Jack has provided leadership as an organizational champion resulting in **process institutionalization** based on a foundation of excellent formal training and application experience with continuous process improvement and total quality management techniques at GE.

Seasoned Change Agent

A hallmark of Jack's career includes successfully leading change through the design of effective and comprehensive **change management programs**. He has provided leadership to consistently deliver strategic technology solutions that capitalize on the latest cost-effective innovations, techniques, and tools available.

Technology Development Experience

Jack has been designing, developing, deploying, and supporting **hardware, software, and telecommunications technology solutions** for over twenty-five years including the introduction of emerging and innovative technologies including distributed, client/server, and Internet-based applications; B2B ecommerce applications; wireless email; enterprise application integration technology; and local-area wide-area, wireless, and transport telecommunications infrastructure.

Proven leadership delivering innovative technology services & solutions to accelerate the realization of your business objectives

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CAREER HIGHLIGHTS as a TECHNOLOGY EXECUTIVE

Fortune 500 Technology Leadership: Over twenty years managing technology initiatives and providing strategic, architectural, and change leadership for global Fortune 500 companies. Experiences include Chief Technologist for entire spectrum of IT and telecommunications platforms from application development and software package integration to computing hardware and networking technologies.

Entrepreneurial Start-up Experience: Provided critical leadership for building and growing four leading entrepreneurial technology companies by an order of magnitude, including a successful IPO.

Proven Managerial Experience: Have accepted increasing levels of managerial responsibilities for over twenty-five years, including creating and restructuring organizations that included 100 associates.

Varied Industry Experience: Extensive industry experience includes utilities and energy services; Internet e-commerce; pharmaceutical, biotech, life sciences, and analytical sciences; public and higher education; and transportation and heavy manufacturing.

Education: Pursuing MS Management– Capella University; BA – Edinboro University, Accounting & Economics; and over 2,000 hours of professional training and education with GE and Progress Energy.

SELECTIVE ACHIEVEMENT AND SKILLS

- ❑ **Created effective virtual network of over 125 global IT and Telecommunications professionals for Experture** to deliver expert advisement to hundreds of Global 2000 clients.
- ❑ **Developed effective product life cycle management processes for Strategic Resource Solutions, SciQuest, and Progress Energy.** Provided leadership for successful implementation of diverse technologies including wireless solutions for railroads and utilities; e-Commerce solutions for scientists and facility managers; Web Services-based B2B solutions; and webMethods enterprise application integration for trading applications.
- ❑ **Institutionalized an evergreen enterprise architecture and strategic planning process for Progress Energy IT organization.** Process continues to drive effective decision-making and governance for all technology platforms and key decisions for the company.
- ❑ **Conducted research and published business plan to launch eSolutions business for Strategic Resource Solutions in 1999.** Launched new application solutions provider business line after considerable market research, competitive analysis, and solutions engineering analysis.

CAREER SUMMARY: ENTREPRENEURIAL AND FORTUNE 500 EXPERIENCE

- **Spain *Technovative* Solutions** – Founder & President 2005 – Present
- **Experture** – CEO & EVP Research (*start-up Global 2000 IT Research & Advisory firm*) 2005 – 2007
- **Progress Energy** (*Fortune 250 integrated energy company in the southeast US*)
 - **Information Technology** – Chief Technologist | Director, Architecture & Planning 2001 – 2005
 - **Strategic Resource Solutions** – Executive Director, eSolutions | Product Marketing 1997 – 1999
 - **Information Technology** – Chief Technologist | Manager, Integration Services 1993 – 1997
- **SciQuest** – VP Implementation Services | VP Channel Management 1999 – 2001
- **GE Transportation** – Chief Technologist | End-User Services & Applications Manager 1978 – 1993

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