

# Jack Spain

104 Covington Square Dr., Suite 200  
Cary, North Carolina 27513-4782

919.342.6502 | [jack <at> spaintechnovative.com](mailto:jack@spaintechnovative.com) | [www.spaintechnovative.com](http://www.spaintechnovative.com)

---

## Professional Experience

---

### **Spain Technovative Solutions - Cary, NC** **2005-present**

Professional Services firm providing management and information technology strategic planning, marketing, business development, market research, and management advisory services.

#### **Founder & President** 2005 - present

- Provide expert consultation to entrepreneurial technology firms and IT executives with unique blend of Fortune 250 and entrepreneurial leadership, management, technology, and business expertise for the innovative design and application of business processes and complex technology solutions to achieve strategic business objectives.
- Services delivered include Enterprise Strategic Planning, Entrepreneur and Leadership Mentoring, Marketing and Business Development Planning, Market Research, Product Management Life Cycle Planning, IT and Telecommunications Strategic Planning, Enterprise Architecture Program Development, Change Management Program Development, Business Process Institutionalization, and IT Intellectual Property (IP) Management.
- Published the book **IT Leadership Pyramid - Essential Leadership Imperatives for Leaders of Information Technology Organizations in the 21st Century** in January 2009, <http://stores.lulu.com/spaintechnovative>.

### **Fuentek - Apex, NC** **2006-present**

Fuentek, LLC is a consulting firm that provides intellectual property and technology management services with a specialization in technology commercialization.

#### **Senior Consultant / Consultant Director** 2006 - present

- Responsibilities include managing 40+ consulting resources; recruiting and on-boarding new consultants; initiating all work assignments; and manage Intellectual Property Asset Management database.
- Client Lead for strategic clients including NASA's Kennedy Space Center and NASA's Goddard Space Flight Center; Technical Advisor for Computer Software; Computer Hardware; and Telecommunications technologies; develop and maintain marketing-related processes.
- Perform technology screens, assessments, develop and execute marketing plans to support the commercialization efforts of strategic technologies in client's technology intellectual property portfolios.

### **Experture – Fairfield, CT ([www.experture.com](http://www.experture.com))** **2005-2007**

Global IT Research and Advisory firm that pioneered on-demand service delivery model.

#### **Chief Executive Officer & Executive Vice President, Research** 2006 - 2007

- Responsible for all operational aspects of Experture business including business partnerships, financial analysis, accounting, contracts, legal, human resource, and research services.
- Developed global virtual "Expert" network that included over 125 IT and Telecom experts to support client inquiries.
- Delivered expert research and inquiry services to CIOs and IT executives at Global 2000 firms in all industries, including publishing over 125 research notes and managing response process for over 620 client inquiry requests.

#### **Vice President – Research & Inquiry Services** 2005 - 2006

- Responsible for quality and timely responses to client inquiries; maintaining research agenda; publishing ground-breaking research notes; and managing Experture's global Expercycycle network of IT and Telecommunications analysts.

### **Progress Energy - Raleigh, NC ([www.progress-energy.com](http://www.progress-energy.com))** **2001-2005**

## ***Jack Spain - continued***

Technology department for a \$10.0B Fortune 250 integrated energy company in the southeast US.

### **Director – Technology Architecture & Services (Chief Technologist) 2001 - 2005**

- Lead the team that provided core services that included planning, strategies, enterprise architecture, product standards, policies, and technical and consulting services that delivered timely, cost effective, reliable, agile, and scalable IT and telecommunications infrastructure to support Progress Energy business initiatives (\$10 - \$15M budget, 5 managers, 65 - 100 staff members). Organization included five core teams: Database Services, Developer Services, Integration Services, Platform Services, and Security Services.
- Led the implementation of an enterprise cyber security and business continuity program for IT and telecommunications; enterprise architecture and strategic planning program; Web Services (WebSphere and .NET); enterprise Portal; Instant Messaging; wireless e-Mail; NAS; Wi-Fi; anti-virus / spam; annual technology conferences and expos; and the installation of webMethods as an enterprise EAI solution.
- Provided leadership for successful enterprise infrastructure upgrade including installation of Active Directory and migration to Windows 2000 for 500+ servers and Windows XP for 14,000+ workstations.

### **SciQuest – Research Triangle Park, NC ([www.sciquest.com](http://www.sciquest.com)) 1999- 2001**

Global solutions provider of private marketplaces and supply chain solutions for leading research enterprises.

### **Vice President – Strategic Channel Management 2000 - 2001**

- Responsible for identifying and managing strategic channel partnerships for SciQuest – including Ariba, Commerce One, GE eXchange Services, Oracle, and SAP Markets.
- Successfully facilitated and managed Punchout integration for customers with Ariba, Oracle, and Geac solutions.
- Provided strategic analysis and planning for executive team.

### **Vice President - Implementation Services 1999 - 2000**

- Responsible for creating and staffing a professional services organization to connect buyers and suppliers to SciQuest-hosted marketplaces. Aggressively recruited and staffed the Implementation Services team that included 24 project managers and 3 full-time trainers. Designed and created the SciQuest Product Management team.
- Managed implementation of 76 private marketplaces and e-Commerce relationships with dozens of strategic suppliers and distributors. Trained 2,500 scientists and 250 buyers on our marketplace solutions.
- Sold and managed the first SciQuest professional services contract (\$250K+) with a global pharmaceutical company.
- Created an incubator for Team Europe and implemented SciQuest premier international marketplace.

### **Strategic Resource Solutions - Cary, NC ([www.srs.net](http://www.srs.net)) 1997 - 1999**

Technology-based Facilities Maintenance Management and Energy Services company (**Progress Energy** subsidiary).

### **Executive Director – SRS e-Solutions 1999**

- Developed comprehensive business plan and obtained funding to launch Internet-based Facilities Maintenance Management e-Solutions and e-Commerce business for SRS.

### **Managing Director – Technology & Business Development ([www.actware.com](http://www.actware.com)) 1998-1999**

- Provided leadership to increase revenue from products & services by 100% during 1999 for Applied Computer Technologies subsidiary, providing Web-based facilities management solutions for schools.
- Managed ten team members for all technology, product marketing, and business development initiatives, including defining product roadmap; overseeing product development; managing beta testing program; introducing new technology to Sales and Service teams; delivering database, GIS, and CAD services; developing marketing plans; managing business alliances; and new business development.
- Responsible for launch of new Capital Planning & Management Services business responsible for 50% of revenue forecast for 1999. Services include Condition Assessments and Capital Planning programs.

### **Software Product Marketing Manager – Marketing & Business Development 1997-1998**

- Product Manager for 50 software products and responsible for introducing over 30 new products during this period. Responsibilities included market research, competitive analysis, business case and functional specifications for each product. These products were the market-leading Web-based CMMS products in the industry at the time – based on an object-oriented, n-tier, and component-based architecture.

## ***Jack Spain - continued***

- Initiated and developed strategic alliances for SRS including Microsoft Certified Solution Provider and Authorized Education Reseller, Oracle Alliance Partner, and Autodesk Unique Application Reseller.
- Defined and institutionalized the product life cycle and product prioritization processes for SRS, responsible for management of the Product Roadmap, and chair of the Product Steering Committee.
- Provided on-going support for proposal development, sales presentations, trade shows and overall leadership for the Marketing & Business Development team. Also provided strategic planning support for building automation and energy information solutions platforms.

### **Progress Energy - Raleigh, NC** (CP&L, Progress Energy Carolinas subsidiary)

**1993-1997**

Information & Telecommunications Services Department for a \$7B electric utility company in the southeast.

#### **Director - Information Technology Architecture & Standards**

1996-1997

- Managed the organization that defined IT architectural and strategic directions; standard desktop and server products; IT systems and asset management applications; Intranet, workgroup, document management, business intelligence, and messaging technologies for the enterprise (1996 - \$7.1M budget, 70 staff; 1997 - \$5.8M budget, 50 staff members).
- Completed successful migration of 6,000 Windows 3.1 desktop PCs to Windows95; 100 Banyan servers to Microsoft NT Server; 1,000 PCs from Soft Solutions to DOCS Open; and 6,000 users from OfficeVision/VM and Banyan e-mail to Microsoft Exchange in less than one year.

#### **Manager - Client/Server Systems Integration**

1994-1996

- Recruited and managed team of 14 systems integrators providing technical leadership for CP&L multi-million dollar investment in client/server and data warehouse initiatives residing on over 50 development and production HP 9000 servers running Oracle 7. Responsibilities include defining systems architecture and network design; providing server and workstation configuration; and leading application installation.
- Responsible for enterprise strategic direction and support for all DEC technology including extensive network of VAX VMS systems supporting process control and DEC Alpha technology supporting key business applications.

#### **Manager - Platform Product Services**

1993-1994

- Managed team of 8 analysts responsible for evaluating and identifying standard products for desktop, notebook, and LAN hardware; operating systems; and communications technology. Responsibilities included technical support for over 5,000 personal computers, 100 Banyan VINES LAN servers, and key information technology projects.
- Appointed member of the Compaq National Accounts Quorum representing the Southeast U.S. and the Utility Industry during 1994 and 1995. The Quorum met quarterly and provided feedback to the Compaq CEO and executive team on strategic products and services.

### **GE Transportation Systems - Erie, PA** (<http://www.getransportation.com/na/en/>)

**1978-1993**

Transportation Information Services Operation for GE's world class Locomotive and Transit Car business.

#### **Manager - Decision Support and Business Systems**

1992-1993

- Responsible for the application of new technology throughout the enterprise and leadership of six analysts to support Financial, Human Resources, and Environmental Health & Safety systems. Designed, developed, and implemented a client/server-based Product Cost Analysis system using PowerBuilder and Sybase on Sun servers. This strategic initiative was completed within 6 weeks and involved a 25 member multifunctional team. Lead architect on several other client/server initiatives in 1993.
- Authored Information Management Strategy and Architecture documents for the business, and appointed as a charter member of GE Corporate Object-Oriented Technology strategy team.

#### **Manager - End-User Services**

1986-1992

- Managed team ranging from two to five analysts for strategic planning, support, and training for PC and office systems hardware and software including 3,500 personal computer and electronic mail users.
- Developed IBM PC and Apple Macintosh networking strategies, implemented central Help Desk service for global base of PC and office systems users, and developed electronic mail strategy resulting in implementation of VMSSmail (1986-1989) and OfficeVision/VM (1990-1992) throughout the business.

## *Jack Spain - continued*

- Key participant in a telecommunications planning task force and an integrated manufacturing system study resulting in implementation plans for a communications backbone network and an integrated manufacturing system based on the Computer Associates' CAS software suite.

### **Systems Analyst / Project Manager** - Finance and Relations Information Systems 1978-1985

- Increasingly responsible positions to manage and support Finance and Human Resource systems. Supervised up to ten systems and programming analysts in support of Cost Accounting, General Accounting, Personnel Accounting, Human Resources, Fixed Assets, and Financial Analysis information systems.
- Implemented McCormack & Dodge General Ledger and PC Link systems; Product Cost system; corporate intra-company EDI system; Medical Claims system; Erie Plant Energy Conservation system; Accounts Payable on-line invoice entry system; and designed new Human Resources Management application – each initiative resulting in significant productivity improvements for the business.

---

### **Education**

- Coursework for M.S. Organization & Management, Capella University (*4.0 GPA, 12 credit hours*)
- 2,300+ hours of professional leadership, managerial, and technical training (*1978 – present*)
- Leadership in the New Energy Industry (*Apr 2002*), Duke University Executive Program, Durham, NC
- **GE Financial Management Program** (*Jun 1981*), General Electric Company – Erie, PA
- B.A. Economics/Accounting (*May 1978*), Edinboro University – Edinboro, PA (*Magna Cum Laude*)

---

### **Publications**

- **The IT Leadership Pyramid – Essential Leadership Imperatives for Leaders of Information Technology Organizations in the 21st Century** (*published by Spain Technovative Solutions, January 2009, <http://stores.lulu.com/spaintechnovative>*)
- Additional publications listed on <http://www.spaintechnovative.com/Publications.html>
- Blog: <http://www.spaintechnovativesolutions.com/>