

DONALD GRANDMONT

1210 Greenwich Road
Stamford, CT 06892

d.grandmont@gmail.com

Home: (203) 834-1143
Cell: (203) 683-7562

INFORMATION TECHNOLOGY DIRECTOR

“Donald possesses a very rare combination of information technology expertise and leadership qualities that have been pivotal in growing our company to become an industry leader. We can offer our clients state-of-the-art finance tools not found elsewhere largely because of his insights.”

President and CEO, National Finance Networks

Sharp and well-rounded IT Manager whose career successes arise from leveraging technologies to achieve business goals. Consistently provides solutions that add revenue, sustain profitability, increase market presence and competitive edge, and streamline day-to-day operations. Deeply skilled in networking, software and hardware solutions. Widely respected and persuasive presenter and trainer.

Multi-faceted experience in:

▪ Technical Staffing, Mentoring & Managing	▪ IT Strategy & Execution
▪ Project Management	▪ Corporate IT Training
▪ Budget Management	▪ Software Development & Implementation
▪ Vendor Relations & Negotiations	▪ Technology Resource Management

—Microsoft MCP + Internet + MCDST and Novell CNE designations—

CAREER MILESTONES

- Managed the IT infrastructure and software development efforts over a 3-year period that facilitated the growth of the company from \$275 million to \$700 million as part of a 5-year corporate goal.
- Created a loan quoting prototype application that was used to fulfill a client's immediate need, resulting in \$15 million in new premium in 3 months.
- Led rapid IT development and implementation of a new system required to acquire \$200 million funding in order to keep the company in business when parent company experienced extensive financial challenges.
- Headed up loan processing project to deliver a highly sophisticated system that eliminated need for added staff despite company growth, and improved accuracy, handling up to \$3 million in daily transactions.
- Played lead role in technology and systems integration upon corporate acquisition by a \$3.5 billion company, ensuring that all newly integrated computer and telephony systems operated seamlessly.

EXPERIENCE and ACHIEVEMENTS

NATIONAL FINANCE NETWORKS (NFN), New York City, NY • 1987 - present

Ranked in top 12 finance companies, acquired by ABC Financial Specialists in 2008

Director - Information Technology Services (1996 - present)

Originally tapped to lead IT department in order to help provide critical input in business direction. Managed up to 5 application developers, 2 operators and 3 contracted programmers. Directed all software development initiatives and led projects. Oversaw entire hardware and network infrastructure and served as network administrator. Worked with treasurer to develop annual IT budget. Exhibited company's products and services at industry technical trade shows.

Currently acting in capacity as sole NFN information technology professional to manage systems post-acquisition and to provide expertise on system redesign projects for new parent company.

- **Initially challenged to address Y2K issue while concurrently leveraging IT to help grow the company's business:**
 - Mapped out a detailed plan for Y2K conversion and worked with company president and executive management to prioritize other mission-critical IT projects
 - Delivered Y2K solution on time, without a break in daily business operations and without need for external consultant, saving at least \$50k.
- **Led and managed project to replace PC-based quoting application with a web-based application that enabled the company to:**
 - Become more competitive in the industry and service more accounts without added staff
 - Provide up to 75,000 annual quotes (95%) online and enable staff access to quotes rapidly
 - Increase profitability, facilitating management of financial data and decreasing maintenance time
 - Build the foundation for future web enhancements and become gold standard in the industry.
- **Headed up IS project to rapidly modify core system in order to support new multi-million dollar funding facility with a large international bank:**
 - Performed extensive analysis and provided management and bank with vital data
 - Personally programmed much of code despite lack of well-defined business requirements
 - Created the infrastructure needed to support future funding opportunities.
- **Researched, selected and implemented a document management system to replace reliance on paper documents in daily business:**
 - Wrote software interface to mainframe system and held training classes on new software
 - Enabled all employees and agents easy and quick access to necessary paperwork
 - Saved the company thousands in moving costs by eliminating need for added storage space.
- **Oversaw replacement of core mainframe system saving \$245,000 securing a powerful replacement:**
 - Negotiated with Unisys to obtain a lower cost but effective system after researching all options.
- **Created company's IT disaster recovery plan and implemented it to recover hardware and data following a system failure:**
 - Averted declaring a formal disaster that would have invoked a substantial declaration fee
 - Kept system downtime to less than 1 business day.

Manager, Data Processing (1993 - 1996)

Oversaw 5 programmers and 4 operators. Directed all software development efforts and managed mainframe and LAN. Prepared department budget and ensured that expenses aligned with forecasts.

- Developed a software integration solution that enabled the company to land a \$10 million exclusive agreement with a business partner.
- Created a software solution to address changes in automated clearing house (ACH) processing that resulted in accurate automated processing. Applications in active use for 10+ years running.

EARLIER WORK EXPERIENCE - From 1987 to 1996, worked in positions as Programmer, Senior Programmer and Systems Analyst, consistently contributing to business results.

EDUCATION & TECHNICAL EXPERTISE

Master of Science, Computer Science - UNIVERSITY OF CONNECTICUT, Storrs

Bachelor of Science, Computer Science - HAMPSHIRE COLLEGE, Amherst, MA

Tools: Microsoft SQL Server, Dreamweaver, PlanetPress Suite, Microsoft IIS, Fireworks, Omtool
Accuroute, Sysinternals Tools, CVS, Datawatch BDS, Microsoft Office, Mercury Mail Server, AFS Image
Remittance

Operating Systems: Windows XP, Windows Server 2003, Unisys MCP, Windows Vista, Windows 2000,
Linux, Windows 7 (beta), Windows NT, Mac OS X

Programming Languages: Visual Basic, Coldfusion, SQL, Visual FoxPro, HTML, COBOL, dBase, CSS, Algol, Clipper, JavaScript, WFL