RICHARD L. BEER

EXPERIENCE SUMMARY:

MANAGEMENT

Project Management: 29 years project management experience in technical and military settings. Skills: Technical/business analysis; project plan development: WBS, cost estimation/budgeting, resource identification/assignment, scheduling, process improvement; problem solving; risk, conflict, and change management; project/progress briefings; progress reporting; project review.

Business Management: Over 27 years general management experience. Founder, President, and CEO: Innovative Computer Professionals, Inc (ICP), since 1996. More than 10 years as United States Army/Army Reserve officer, also served as Safety Officer, Convoy Commander, Investigating Officer. Managed numerous multi-million dollar projects. Three plus years as President: Knights of Columbus Home Association. Primary negotiator in $1.6 M+ sale and transition of K of C Community Center.
Responsibilities and Leadership Skills: Directly responsible for all facets of ICP management - staff development, employee interviews & reviews, product roadmap, business acquisitions, budget planning, business case development, RFP development, employee and contract negotiations, personal and professional mentoring. Prime negotiator for all ICP, Inc. contracts.

SOFTWARE

Systems and Development: Windows Server and Client OS, Linux, OS/2, IBM MVS and DOS/VSE JCL, OS, TSO, CICS, VSAM, VTAM, NCP, DB2, SQL Server, Oracle, SQL*Plus, ISPF Dialog, TSO CLIST, COM+, Terminal Server, Visual Source Safe, Data Expert, Panvalet, TMON, CEDF, Intertest, Abend Aid, File Aid, Microfocus COBOL, Change Man, UCC7.

Languages: C#, VB.NET, ASP.NET, ASP, VB6, VBA, C, SQL, Transact-SQL, PL/SQL, SQR, PeopleCode, dBASE, FoxPro, Clipper, COBOL, FOCUS, BAL, REXX.

Application and Utility: VS.NET, Visual Interdev, SQL Server DTS, SQL Server Reporting Services, Crystal Reports, Linux tools, EFT, ACH, EDI, Credit/Debit Card Transaction Processing/Settlement, Credit/Debit Card Encoding/Embossing, QMF, TRMS, MS Project, Visio, Timeline, GEAC (D&B) HR/Payroll, ADP CSS/HRizon/Peoplesoft/AutoPay, Quick Books, Lotus, Microsoft Office Series.

Messaging & Protocols: ISO8583, IFX, Diebold 91x, NCR NDC/NDC+, Triton Standard, Visa II, IBM SNA/SDLC, 3275, 3271, 2780/3780; Burroughs TC500, TD800, RJE, NJE, FTP.

Technical Writing: SDLC documentation: Project Vision, Software Architecture, Software Requirements, Functional and Technical Specs, Project Plans, RFP, RFP response, RFC, test plans, technical/operational manuals, online help. Authored cash advance industry patents.

HARDWARE

Computer Systems: IBM S390, Intel/AMD based platforms; Diebold, NCR, Wincor, IBM, Triton, Hyosung ATM

Communications: Routers/Switches/Hubs, CSU/DSUs, Modems, Data Line Monitors, break-out boxes, RS232 pin-outs and cabling, network wiring.

Security/Encryption: Attalla, Thales, Excrypt, KeyUP HSMs; Sagem, Verifone, Ingenico.

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EMPLOYMENT HISTORY:

Innovative Computer Professionals, Inc. Founder, 1996 – Present

In addition to the technical roles described below, served as project manager, lead consultant, and sales manager on all company projects. Orchestrated acquisition of Delta Data, Inc., Compliance Systems, Inc. and FutureSoft, Inc. in 2014. Fully responsible for the ongoing customer relations, financial, and project management of the following accounts:

Global Cash Access, Inc (GCA on NADASQ): Design, Develop, implement, and support ATM/POS authorization, capture, settlement, and transaction acquiring system. System includes custom POS and ATM client applications that support credit card cash advance, POS debit withdrawal, check cashing, electronic wagering account management, and ATM transactions. Back office components include transaction capture, settlement, balance and recon, commission calculation, merchant statements, internal and external reporting, device configuration and monitoring, cash management, and transaction analysis portals. Ongoing support and maintenance of legacy ATM/POS switch.

Cash Systems, Inc (CKNN on NADASQ): Software development and problem resolution contract: Identified issues/risks with current All-in-1 ATM solution and resolved. Architect and support in-house ATM/POS system with custom user exits to support All-in-1 ATM, cashclub, powercash, and electronic check applications resulting in savings of 20% over outsourced processing and provided platform for rapid development of custom offerings. Manage staff of 12 developers. Authored four patents and other intellectual property related to the cash advance industry.

The First National Bank in Sioux Falls: Ongoing software support and project management contract covering client-server applications. Designed, developed, and support custom applications that replaced IBM 9221 mainframe with client-server equivalent. System utilizes Microsoft Windows Server, SQL Server, VB.NET, VB 6.0, ASP, JAVA Script, FTP, RJE, SMTP Mail, Crystal Reports. Visa audit and CISP compliance documentation and technical support.

Paragon Data Services: Diagnose and correct issues with custom natural gas billing application. Design and develop enhancements. 3DES enhancement project for 1/Link system written in BAL on IBM VSE Systems.

AtomicEFT: Architect, develop, and manage recurring payments project for EFT startup.

InkFree Payments: Recurring payments (credit card and ACH) and Check 21 processing company. Assist with architecture and development of products. One of three co-owners.

Ecolab (ECL on NASDAQ): Support CSS/HRizon HR/Payroll Client Server Application (PeopleCode, SQR, Oracle) Support D&B HR/Payroll system written in Command Level CICS, COBOL, Focus and BAL. Design, analysis, development, technical support, and conversion to ADP CSS/HRizon system.

Diebold, Incorporated (DEB on NASDAQ): Problem resolution and enhancement of Security Terminal application using BAL and CICS. Project Management - Y2K conversion of same. Ongoing technical sales support. Designed automated gift card ATM dispensing solution and Allin1 ATM solution.

The Nurse Connection: Debug /enhance Clipper scheduling application developed by another contractor. Analysis, design and development of Fax Automation System in VB6 and Clipper.

Landvest Homes: Debug/enhance home construction tracking system written in VB, Crystal Reports, SQL Server 2000.

Westamerica Bancorporation (WABC on NASDAQ): Design, develop, manage, and support ATM/POS transaction claim tracking application written in VB6. Write user manual for same.

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EMPLOYMENT HISTORY CONTINUED

Portable X-Ray and EKG: Design/develop reporting application in VB, Crystal Reports.

Electronic Design Company: Develop/support Automated Vehicle Locating applications using VB, VC++, and CA-Clipper. Design warehouse management system using RFD tags.

EMR Innovations: Developed enhancements to ATM cash management system in MS Foxpro.

Cash Systems, Inc.   Vice President of Technology , 2005 – 2008
Principal architect all software development projects. Responsible for operation and technical support of company's internal 24/7 ATM/POS processing switch. Information Security Compliance: PULSE/STAR TG3 and Visa/MC PCI. General staff management: interview/review/reward/train/correct. Manage and mentor staff of 12 developers.

SafeNet Software, Inc. Consultant, 1995 - 1997
D&B HR/Payroll, CICS, COBOL, Focus. Project Mgt, Design, analysis, coding, tech support.

Diebold, Inc. Project Manager/ Systems Engineer, 1990 - 1995
IBM S390 and PC system software and applications. Project Management, development, support of Automatic Teller Machine, Access Control, Electronic Security, Communications, Data Encryption, Terminal Availability applications. ATM and POS switch certification on VISA, Plus, and regional networks. On call 24/7.

Minnesota Department of Jobs and Training   EDP Senior Programmer, 1989 - 1990
Technical Support Team, Wage Detail Project. Designed/developed project workbench utilities. Supported CICS, DB2, TSO, COBOL, ISPF, Design/1, Install/1, OS/2 SNA Gateway.

EMR Software Innovations, Inc.   System Consultant, 1987 -1990
Designed/Developed dBASE III Plus, Pascal, COBOL, Basic applications.

Minnesota Department of Transportation Paraprofessional Senior, 1987 - 1988
Designed/Developed Municipal and Utility Agreement Units agreement tracking application.

United States Army Reserve   Captain - Maintenance Management, 1988 - 1996
Managed 38 personnel in the Tank Auto Div, 19th CMMC. Activated in support of Operation Joint Endeavor in 1995. Awarded ARCOM for achievements.

EDUCATION:
UNIVERSITY OF MINNESOTA   1994 - 1995
MBA courses with concentration in MIS.

DIEBOLD AND IBM   1991 - 1995
Project Management, BAL, VTAM for Practitioners, DB2, ATM, Controller, Network Messages, Diebold/IBM ATM Programming, ATM App. Software Design. Agilis Power Development.

MANKATO STATE UNIVERSITY   1983 - 1987
DEGREE : B.S. August, 1987; **MAJOR**   : Interdisciplinary Computer Science
MINOR   : Military Science; **GPA**   : 3.1

ACTIVITIES AND HONORS:
Memberships: ATMIA, Better Business Bureau, Prior Lake Chamber of Commerce, Reserve Officer's Association, American Legion, Knights of Columbus; President: K of C Home Association; President: Master Traders, LLC; Youth Sports Coach; 1995 Diebold Systems Engineer of the year; R.O.T.C. scholarship recipient; National Honor Society; Dean's list.

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