

Professional Profile

Richard Schramm

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Richard has more than 25 years of leadership experience in the technology industry. He has extensive experience launching new technology products and services while leading domestic and off-shore technology teams across a wide range of business domains.

He has worked in all aspects of information technology with organizations ranging from small startups to some of the world's largest enterprises including Cargill and Kroger. Additionally, he served in a variety of executive positions with affiliates of venture capital firm, Vora Ventures.

Projects of note include:

- As CIO, re-architected and led the implementation of the technology Infrastructure for AIM including network design/security, back office systems, and ERP.
- As CIO, built ground up internal infrastructure and hosting environment for SaaS business. Designed and launched SaaS product used by Honeywell, General Electric and other large aerospace OEMs.
- As CTO, conceptualized and led the implementation of location-based social marketing product for R&D arm of venture capital group.
- As the webmaster, developed and launched the first NASDAQ.com website in 1996.

Career Highlights

- Launched B2C SaaS business focusing on solutions for ADHD families
- Launched B2B professional services firm focused on contract CTO services
- Launched and led new product unit in multinational venture capital group
- Launched and led R&D tech lab in multinational venture capital group
- Led technology operations and development for aerospace consulting firm
- Led technology operations for multinational aerospace company
- Designed and led development of a multinational web-based HRMIS product
- Designed and led development of a cross-enterprise SaaS based MRP system licensed to GE, Honeywell, and other Fortune 50 organizations
- Led the web and architecture practices for large professional services firm
- Designed and led implementation of a hosting environment (200+ sites) for large media company
- Developed UI and led operations (webmaster) for first implementation of NASDAQ.com
- Led web operations / launched intranet for NASD / NASDAQ



Key Business Skills and Experience

Technology Leadership -
Domestic Team Leadership
Offshore Team Leadership -
Solution Architecture -
Product Management -
Pricing / Licensing Strategy
M & A Due Diligence

Program Leadership -
Program Management -
Project Management -
RFQ Development -
Data Analysis/Reporting -
Risk/Scope Management
Cost/Benefit Analysis

Sales and Marketing
New Business Development
Pursuit Lead
Market Analysis
Proposal / SOW Development
Vendor Negotiation
Reseller/Partner Development

Key Business and Technology Domains

Business Domains -

Professional Services
Venture Capital
SaaS
Aerospace
Digital / Print Media
Financial

IT Operations

ERP Management -
Network Operations -
Network Security -
Hosting (Onsite / Cloud) -
Systems Administration -
Tech Support / Helpdesk

Dev/Ops

Methodology / tool selection -
Source control / management
Continuous Integration -
Operational docs / logging -
Development standards -
Collaboration technologies

Key Technology Skills and Experience

Development Languages
Java (J2EE, JSP, JSF, Struts
AJAX, JDBC, JPA)Java
Spring Framework Swift
(iOS) / Android JavaScript
(Angular / Node.js) Ionic
Mobile Framework Cordova
Mobile Framework Alexa
Skills (Amazon Echo)

Methodologies

Agile
Waterfall

AWS (Amazon Web Services)

EC2 Virtual Servers
Elastic Beanstalk
Lambda Functions w/ Node.js
API Gateway
SNS

Database Technology

Couchbase DB
Dynamo DB (AWS)
Mongo DB
MySQL
Oracle

Operating

Systems Mac OS
10.13 Windows 10
RedHat Enterprise
RedHat Linux
CentOS Linux Sun
Solaris Unix
Digital Unix

Business Tools

Microsoft Project
Microsoft Visio
Slack / Asana

EXPERIENCE

iGotThis, LLC.

iGotThis is a software company that provides a web and mobile life planning solution for families with kids that have ADHD.

Co-Founder, CTO, Managing Partner

- Business strategy and execution
- Solution design and architecture
- Completed seed round funding 3/2016
- Oversaw prototype development, completed 3/2016 - 11/2016
- Led the public launch of the business in October, 2017

Fairwind Technologies, LLC.

Fairwind Technologies specializes in creating cutting edge solutions through the innovative use of emerging technologies and processes, as well as helping other businesses do the same.

Founder, CTO

- Providing contract CTO services to startup businesses, including technology strategy, product visioning, solution design, and project leadership.
- Customers include startups in digital advertising, retail, and professional services

OpenCommerce, LLC.

OpenCommerce is a subsidiary of Vora Labs that commercializes and licenses concept technology developed in Vora Labs.

Co-founder, General Manager and Chief Technology Officer

- Led the transition of B2C social/mobile/location software to a B2B Proximity Marketing Platform, ThingZingo (www.thingzingo.com), enabling brands to leverage the power of relevance, context, and in-store micro-locations with iBeacons.
- Conceived, designed, and led development of the “ZingoDisplay” product, allowing businesses to showcase products on shelves behind transparent LCD panels with touchscreen controls, allowing customers to touch the glass in front of a product to bring up more information and videos about the product on the glass.
- Conceived, designed, and led development of the “ZingoSurface” which turns retail dead space (support columns, walls, etc.) into interactive touchable services using projectors and MS Kinect devices.
- Led acquisition of TinyBrick.com, which creates modules to extend the functionality of the Magento eCommerce platform.

Vora Research Labs, LLC.

Vora Labs is a sister company of Ascendum and R&D and Intellectual Property development arm of Vora Ventures, LLC.

Chief Technology Officer

- Led innovation in the Vora group of businesses by providing thought leadership in conceiving, designing and overseeing the development of IP initiatives.
- Conceived, designed, and led development of a B2C product that utilizes social, mobile, and check-in technologies to allow businesses to interact with their customers in ways never before available.
- Conceived, designed, and led development of a patent pending social shopping solution.
- Conceived and designed several mobile applications now publically available to purchase on the Apple app store.

Ascendum Solutions, LLC.

Ascendum Solutions is the professional services arm of Vora Ventures, LLC.

Associate Vice President and Global Practice Director, Emerging Technologies

- Founded the Emerging Technologies Group within Ascendum to focus on identifying and implementing solutions for customers that used the latest emerging technologies and open source solutions.
- Developed service offerings for Mobile App development, Liferay Portal (open source Java portal), Magento (open source eCommerce Platform), and Java custom development
- Marketing tools for business development
- RFP response, Proposal and Statement of Work (SOW) development
- Personnel management of a large team of consultants
- Oversaw the delivery of multiple engagements around these solution sets
- Achieved and maintained the highest revenue and profitability of all Ascendum business units

Global Practice Director, Web Technologies

- Led the web technologies practice at Ascendum Solutions, focused on implementing customer solutions using web based technologies in both the Microsoft .NET and Java technology paths.
- Developed service offerings and marketing tools for business development
- RFP response, Proposal and Statement of Work (SOW) development
- Personnel management of a large team of consultants
- Oversaw the delivery of multiple engagements from Fortune 500 companies to two person startups.

Perficient Inc.

Perficient is a national professional services company focused on IBM technology services.

Operations Director, Cincinnati / Kentucky Region

Supply Dynamics, LLC.

Supply Dynamics, an aerospace raw material aggregation technology and business services

Vice President and Chief Information Officer



Aerospace International Materials, Inc.

Aerospace International Materials is a privately held aerospace materials supplier and manufacturer.

Chief Information Officer

Divine, Inc.

Divine, Inc. was a publicly traded technology professional services, software and hosting organization.

Practice Leader, Web Development Consulting Practice

Managing Architect, Web Development Consulting Practice

Technical Architect Consultant, Web Development Consulting Practice

The E.W. Scripps Company

The E.W. Scripps Company is a publicly held multimedia company that owns television, newspaper and cable channels throughout the United States.

Lead Internet Technical Analyst

NASDAQ / NASD (National Association of Securities Dealers),

NASDAQ is an electronic stock market overseen by the NASD.

Webmaster / Internet Technology Analyst

Systems and Software Analyst

Micro-Systems Support Analyst

United States Coast Guard

Assistant Supervisor

System Administrator

Military Service

Honorable Discharge: United States Coast Guard

Marine Science Technician, Petty Officer Second Class

Honorable Discharge: Ohio Army National Guard

Combat Medic, PFC