

# Warnock, Tanner & Associates, Inc.

e-Business · Applications · Application Integration · Business Intelligence · Custom Development · DBA · Application Platform Technology

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## ROGER WARNOCK

**Founder, Owner and President  
Warnock, Tanner & Associates, Inc.**

### Professional Summary

Roger has thirty years of information systems experience including 28 years of management responsibility of analysis, design, programming, data conversion, implementation, and user training. That includes a strong background in custom development, project management, staff leadership, information systems architecture, process development, standards, and software package implementation. HE have extensive experience in the entrepreneurial approach to systems sales, implementation and deployment. This includes automating entire companies, departmental implementations of business solutions, both custom development and package application implementation, and finally pure business systems consulting to study, evaluate, and recommend software package purchases. This extensive experience in different company sizes and models of business solutions allows WTA to respond quickly to industry needs and trends.

### Professional Experience

#### **Warnock, Tanner and Associates, – Toledo Ohio**

**1993 to Present**

**Founder and President** – He is responsible for all areas of sales, administration, services, client relations, and customer support. He continues to be actively involved in all aspects of current technology including the business and consumer uses of the Internet. Equally important to our services offerings is the management of our relationships, including our partnership with Oracle, Critical Business Analysis/Primavera, ImageSource, Cisco, Quest Software, and a growing list of valuable and productive partners. These partnerships have continued to support double-digit growth in both software and consulting opportunities. Our local emphasis in services is now becoming nationwide with engagements from New York to Los Angeles and Mississippi to Michigan. This national exposure is a result of our creative and progressive partnerships.

#### **Warnock + Associates, – Sylvania, Ohio**

**1989 to 1993**

**Independent Consultant** – For approximately 4 years he performed a broad variety of business / technology consulting engagements that included EDI, Decision Support systems, custom development, software package evaluation and selection, accounting systems implementations, business consulting, and database consulting. These experiences and customer relationships directly led to the formation of Warnock, Tanner & Associates, Inc. A merger of Warnock + Associates and New Frontier Development became Warnock, Tanner & Associates, Inc.

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**Systems Alternatives, Inc. – Toledo, Ohio**

**1981 to 1989**

**Founder and President** – SAI was a company founded to service the metal and paper recycling industry. In the eight years of his involvement with SAI they grew from 4 employees to over 30 and with customers in almost every state. Their products were written in Business Basic and usually followed failed attempts by companies as large as 1.5 Billion dollars in annual sales to automate their own operations His responsibilities also included managing a robust hardware service organization.

**Business Planner Incorporated – Toledo, Ohio**

**1976 to 1981**

**General Manager of Systems Development and Support** – BPI was very active in custom software and hardware development that included such major projects as automating Buckeye Cablevision, Kuhlman Corporation, Bartz Viviano, McGranahan Distributing, Acme Manufacturing, BanCorp Auto Leasing, West Bloomfield Township, and many others. His direct responsibilities included Personnel Management, Senior Analyst, Sales Support and Project Manager of a variety of custom developed packages in the wholesale distribution, manufacturing, auto leasing, cable services, public sector utility billing, and other industries.

**System Aids, Inc.**

**1976 to 1981**

– **Wholly owned subsidiary of Business Planner Incorporated.**

**President** - SAI was a hardware service company that was created to maintain the propriety systems that were sold and programmed by Business Planners. He was the original technician for the first ten systems and then hired three more hardware systems technicians to manage maintenance contracts from as far away as Davenport Iowa to Pittsburgh, Pennsylvania. Revenue grew from startup to close to six hundred thousand dollars per year. Their responsibility included systems installation, systems enhancement, remedial maintenance down to the chip level, and ongoing preventative maintenance.

**Ohio Plate Glass Company, Toledo, Ohio**  
**Programmer and Data Processing Manager**

**1972 to 1976**

**Questor Corporation, Toledo, Ohio**  
**Operations**

**1969 to 1972**

**Education**

**University of Toledo – 1978 – Sociology**

**Programming and Systems Institute – Columbus, Ohio – 1969**

**Systems Experience**

- Various Open Unix based systems from HP, IBM, to Sun and Intel based computers.
- Proprietary systems from Point 4 and Randall.
- NCR Century Series.
- Honeywell Mainframes

**Software Languages**

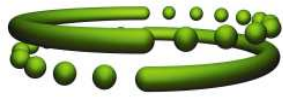
SQL, Oracle PL/SQL, Informix 4GL, Sterling Mentor EDI Mapping, Unix Scripting, Foxpro, Ashton Tate DB2, Business Basic, Easycoder, Autocoder, Cobol

**Databases**

ORACLE                      Foxpro                      CISAM                      MS Access

**Personal Computers**

Web Solutions              Windows 95/98/NT      MS Project              MS Office  
MS Exchange              Novelle Networks      TCP/IP                  Reflections X



# WTA CONSULTING

*A division of Warnock, Tanner & Associates, Inc.*

Internet Technologies · Applications · Application Integration · Business Intelligence · Custom Development · DBA · Application Technology Support

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## SCOTT DAVIS

### Practice Manager, Project Management Integration WTA Consulting

Scott is the practice manager and primary business analyst of Project Management Integration at WTA Consulting. Scott has over 18 years of experience in financial, project management and operational systems, where he has designed, developed and implemented many web-based, client/server, and host-based applications and interfaces. He has experience in all aspects of the information technology project life cycle, with very strong technical skills and an excellent understanding of business processes. Scott is the primary architect of a series of integration technologies for connecting disparate business systems. One of Scott's specialties is integrating the Primavera Project Management Suite, including the latest P6, to various enterprise business systems.

### RELEVANT EXPERIENCE

Mr. Davis' accomplishments include:

- Designed and implemented systems at a nuclear power plant that integrated mainframe based maintenance systems with Primavera Scheduling Software. Reporting functionality that was not available in the Primavera was developed in a web site that became the organization's most used intranet site.
- Created a Data Warehouse for schedule performance analysis from Primavera data for a large national utility company.
- Integrated Maximo Work Management and Primavera Scheduling System for several large energy companies.
- Integrated a timesheet application to Primavera Scheduling system for one of the top 10 engineering firms in the US.
- Developed J2EE-based portlets on Oracle Applications Server for a Fortune 500 customer facing web site.
- Taught courses in Oracle PL/SQL.
- Provided primary operational Database Administration and development support for Sybase databases and applications for a Fortune 500 global manufacturing company.
- Designed, developed, and implemented multi-point integrations from internal business systems to Citibank services for local and SWIFT international electronic funds transfers, for the Asia-Pacific division of a Fortune 500 global manufacturing company. Countries involved in the project included Singapore, Indonesia, Malaysia, Japan, Hong Kong, Australia, New Zealand, and India.

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- Provided primary technical development, application, and upgrade support for a Corporate Shared Services implementation of SmartStream Financials.
- Developed a framework enabling rapid development of secure, stable, and functionally rich application scripts to be used in conjunction with SmartStream Financials, including integration to external systems (bank system, procurement card systems, payroll systems) and internal systems (ERP systems, HR management systems) for a multi-national Fortune 500 company.
- Designed and developed a browser-based database front end allowing personnel throughout the world to update information regarding the status of computer systems, software, peripherals, vendors, installations, components, compliance data, and ownership responsibilities.
- Developed a real-time multiplexing interface between radio frequency barcode reader guns and MFG/PRO system to instantly record inventory transactions, increasing inventory accuracy and reducing cycle time.

### **PARTIAL LIST OF CLIENTS**

The industries in which Mr. Davis has specific experience include Energy and Manufacturing. Scott's clients include the following corporations:

**Ameren Callaway Nuclear  
Constellation Energy  
Cincinnati Water Works  
First Energy  
Spartan Chemical**

**American Electric Power  
Cleveland Clinic  
DTE Energy  
Hanson Inc.  
Ford Motor Company**

**Arrow Tru-Line  
Dana Corporation  
Eaton Corporation  
LeagueBoss.com  
SSOE Inc.**

### **PROFESSIONAL BACKGROUND**

Scott joined WTA Consulting in 2000. Scott's experience comes from his ten years with Aeroquip-Vickers (acquired by Eaton), a multi-billion dollar, multi-national, Fortune 500 manufacturing company, and more recently from large energy utilities. Scott is an experienced developer with expertise in Oracle and Microsoft database and Internet technologies including Java, JSP, JDBC, SQL, HTML/CSS, XML/XSL, ASP/VBScript, MS Access /VBA, ODBC, UNIX shell scripting and C programming, as well as Primavera Project Management software and integration SDK and API. Scott graduated Cum Laude from Grand Valley State University and holds a Bachelor of Science in Computer Science and Mathematics/Statistics.