

R. MICHAEL DE LORENZO

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SUMMARY

Savvy, results-oriented leader with proven success in creating and managing large-scale web-based products to disparate channels. Background includes being part of a Sequoia-backed start-up, building a department from scratch and developing a feature-rich e-Government solution. Critical thinker and energetic coach/mentor/manager who can apply extensive industry knowledge and tireless work ethic to create and drive innovative and products.

EXPERIENCE

Director of Technology

C3 Holdings, LLC, Nutley, New Jersey

November 2006 – Present

As the chief architect and software engineer for C3, architected and built a large-scale Software-as-a-Service (SaaS) web application suite that is currently utilized by dozens of municipalities and counties in New Jersey to enhance communication and interaction with citizens. Citizen Communication Center (C3) empowers governments to more efficiently meet the needs of its citizens by leveraging online registration features, easy-to-use online services and many popular web 2.0 technologies.

Solution developed enables governments to quickly publish content to various media outlets, including their website(s), Twitter, Facebook and YouTube, communicate with citizens via email, SMS (via a commercial SMS aggregator gateway) and telephone via VoIP (Asterisk), leverage GIS technologies, process online payments for licenses, permits and recreation programs and increase the efficiency of servicing its citizens via online workflow process management functionality.

Since its initial product launch in February 2006 as an ASP.Net 2.0 web application, the application has matured into a suite of cohesive applications built using ASP.Net MVC 1.0, C# 3.5, jQuery, .Net Framework 3.5 and SQL Server 2008 that processes thousands of citizen registrations per day, serves tens of thousands of web pages per day across dozens of municipal websites and delivering hundreds of thousands of messages per month.

As part of re-branding/pivot, the platform was reborn as GovInteract, written completely in Ruby, using the Rails framework and MySQL and running on Ubuntu Linux. The new platform enhances citizen-to-government and government-to-citizen communication via improved two-way messaging, enhanced user interfaces, mobile applications and deeper social network integration. GovInteract launched in September 2010, with additional major releases scheduled for Q1 2011 and Q2 2011.

Lead Developer

Xquizit Technologies, Nutley, New Jersey

June 2007 – Present

As Chief Architect and Software Engineer, at Xquizit Technologies oversaw the support of all existing web-based products for a diverse range of clients (non-profits to international

Skills

Adobe Dreamweaver
Adobe Photoshop
JetBrains Rubymine
JetBrains ReSharper
Microsoft Visual Studio
Microsoft Office Suite

AJAX
ASP.Net/ASP.Net MVC
C#
CSS

Freeswitch
HTML/XHTML
JavaScript
jQuery
Prototype
REST
Ruby on Rails
SaaS
Script.aculo.us

SOA
SOAP
SQL
VB.Net
Web Services
XML/XSL

SQL Server
MongoDB
MySQL

Linux
Windows Server/Vista/XP

Apache
IIS 6.0/7.0

Bing Maps SDK
eBay API
Facebook Graph API
PayPal API
Twitter API
YouTube

Agile Methodologies
Extreme Programming
Object Oriented Design
Regression Testing
Test-Driven Design

corporations) and acted as a coach/mentor/teacher to multiple developers to assist them in upgrading their skill sets.

During this time, Xquizit committed a large portion of its resources providing the infrastructure and support resources for the C3 suite of products.

Senior Web Developer

February 2006 – June 2007

DazGlobal, Inc. (formerly DazMedia, Inc.), Hackensack, New Jersey

Helped create a web development department that managed all development efforts for the company's healthcare-focused clients.

Developed DazGlobal's *MeetingsTracker* web application for managing event planning for events around the globe for DazGlobal's clients. *MeetingsTracker* enabled administrative users to manage events from planning to registration to budgeting to post-events functions from an easy-to-use web-based interface. The application was built to be completely "skinnable" to enable administrators to match the look and feel of *MeetingsTracker* to the look and feel of the event(s) being managed.

Improved the efficiency of building various web-based solutions for clients by creating a library of re-usable code and components. This library allowed us to reduce development time of products by 50-75%. Instituted coding standards for the department to increase the efficiency of all developers by reducing the time required for developers to acclimate themselves to projects other developers had been working on.

Web Developer

August 2004 – February 2006

FoundValue, Inc., San Francisco, California

Major contributor (5th member to join) to development of mission-critical applications that helped launch Internet presence and custom eBay listing tool and CRM for *Sequoia Capital* backed start-up company.

DEVELOPMENT EXPERIENCE AND RESPONSIBILITIES

- Built n-Tiered Internet related Web applications and services using C#, ASP.Net, CSS,
- HTML, JavaScript, AJAX, XML and XSLT for nation's premier network of independent eBay sellers.
- Development time spent equally on back-end, front-end and database development.
- Teamed with an outside Architecture consultant to re-architect existing web applications to improve application maintainability, performance and scalability.
- Refactoring focus was on code re-usability and abstraction and stabilization of each layer of the application.
- Developed XML/XSLT based FAQ system to help reduce workload for Customer Support.
- Wrote base scripting to interface with CyberSource credit card processing to handle purchases of products and subscriptions via the Internet.
- Assisted in writing and maintaining business logic for complex commission/payment processing of weekly and monthly customer payments.
- Built customer shipping interface for printing postage paid shipping labels for UPS and United States Postal Service via the Internet.

DATABASE EXPERIENCE

- Developed, maintained and helped optimize multiple SQL Server 2000 databases and

database objects.

- Wrote complex stored procedures, triggers, user-defined functions, and cursors to interface data with web applications and services.

OTHER RESPONSIBILITIES

- Acted as corporate Email Administrator (using IPSwitch's iMail Server).
- Automated new account creation as part of new customer sign-up process.
- Re-skinned iMail web messaging system to closely resemble corporate design.
- Assisted in evaluating email system upgrades.
- Provided general computer, systems, network and other technical assistance as needed.
- Provided both technical and non-technical customer support via telephone and email.
- Required backend, front-end and database troubleshooting to assist customers with various issues.

Web Developer, Freelance

June 2003 – Present

delorenzo design, llc, Nutley, New Jersey

DEVELOPMENT EXPERIENCE AND RESPONSIBILITIES

- Lead Developer and co-Project Manager of Signum DSC (formerly Digital Signature Capture) web application using ASP.Net and VB.Net with SQL Server backend with Naka24 IT Solutions in King of Prussia.
- Lead Developer and Designer of Digital Signature Capture product for Department of Dermatology at the Hospital of the University of Pennsylvania (HUP) using SQL Server and .NET Framework
 - Digital Signature Capture product was written mainly using VB.Net with some components written in C#. C# components included converting GIF/JPEG images stored as binary data in SQL Server DB to web pages and manipulation of digitally captured signature.
 - Digital Signature Capture web application developed to re-engineer patient form management and convert all patient forms to paperless by capturing patient signatures digitally on signature pads and storing forms in Portable Document Format (PDF).
 - Digital Signature Capture product launched first week of September 2003 in Radnor, PA module of Penn Medicine's Department of Dermatology has successfully captured and stored approximately 100 patient signatures per week.
- Lead Developer and Designer of the re-design and re-engineering of e-commerce site for National Storage Associates, Inc. New site launch in January 2004.
 - The new application allowed NSA to manage aspects of its business ranging from new customer purchases to vendor management.
- Lead Developer and Designer in the re-design of Naka24 IT Solutions corporate website (<http://www.naka24.com>).

Developer, Consultant

May 1999 – June 2003

Automatic Data Processing, Inc., Roseland, New Jersey

DEVELOPMENT EXPERIENCE AND RESPONSIBILITIES

- Lead developer of Financial Systems/QA department Post Audit web application utilizing
- ASP.Net and VB.Net with a SQL Server backend. The Post Audit application was designed to gather, analyze and share post-project data to assist department managers and team members in increasing the efficiency and success of projects.

- The application replaced a manual process that took over 10 man-hours per project to complete with a process that decreased man-hours spent by 80-90%.
- Lead developer of Financial Systems/QA departmental Resourcing and Project Tracking system (Resourcing Database) using Visual Basic with a Microsoft Access backend.
 - Application is used to track departmental personnel (resources) and project status to assist department managers to allocate and spend resources more efficiently and effectively.
 - Also acted as the Resourcing Database Administrator—responsible for application maintenance, design changes and updates, and troubleshooting.
 - Database was adopted by multiple departments soon after successful launch.
- Author of Y2K Regression Test Plans and WinRunner testing scripts for testing of Oracle Financials and Rumba Mainframe. Member of Y2K testing teams.

EDUCATION

Management Information Systems, Bachelor of Science

December 2003

Saint Joseph's University, Philadelphia, Pennsylvania

GPA 3.7/4.0; *Cum Laude*

Three-time Dean's List member, Beta Gamma Sigma Honor Society (AACSB). Three-year Varsity Baseball letter winner, two-time Atlantic 10 Conference Commissioner's Honor Roll. In 2003 was named to Verizon Academic All-District (District 2), 2nd Team and Atlantic 10 Academic All-Conference. Served one season as Assistant Varsity Baseball Coach.