



**John J. Cirignano, PMP, IBM/CEPM
PTC, President**



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Professional Profile

Mr. Cirignano is both an **IBM Certified Executive Project Manager** and a **Project Management Institute (PMI) Certified Project Manager**.

Over 30 years of seasoned experience as a senior executive, program & project manager, business process re-engineer, problem solver/change agent, university professor, catalyst, & organizer.

Experience Summary

A leader at deploying PMOs with standardized project launch processes, applied methodology laboratory workshops and utilization of standardized systems integration methodology.

Complex project & program Mgmt. experience utilizing PMI, Agile, Scrum, & OpenUP methodologies:

- PMO Startups
- Recovery of complex troubled and failed projects
- Aerospace, defense systems, intelligence community, and health care Federal programs
- Enterprise B2C and B2B e-Commerce solutions
- Computer operating system software and hardware development
- Custom application development
- Enterprise-wide client/server implementations
- Management of two of the largest data centers in the US
- Business process re-engineering

A successful track record at organizational and systems development:

- Director of Program Management Office
- General Manager of a computer services company
- Corporate Director of MIS
- Director of Advanced Systems Planning

Experience

3/2002 – Present: President, Patriots Technology Consulting, Bedford, MA

- eCommerce Project and Program Management & PMO Setup consulting based on PMI, Agile, Scrum, & OpenUP methodologies.
- For Northeastern University, College of Professional Studies
 - As Academic Director for PM Graduate Courses led 10/2009 PMI/GAC accreditation of MS in Project Management & MS in Leadership with Project Management Specialization programs.
 - Developed & taught new course plans for existing 7 graduate project management courses adding 3 new case based courses, including Global Proj. Mgmt. & Managing Troubled Projects.
 - Designed & developed all structure & content for Project Management Instructor Resource Center: PM course stnds. & guidance, course plans, faculty surveys, & faculty discussion boards.
 - Designed and deployed Project Management Portal. <http://www.northeastern.edu/cpspmportal/>
- For Boston University, Metropolitan College

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- Instrumental in start up of 75% of proj. mgmt. curriculum for MBA, Graduate Cert. in Project Mgmt. & MS in Project Management online and classroom degree programs.
 - Developer & managing prof. for capstone online/on ground courses in International & Advanced Proj. Mgmt. including aligning projects to bus. strategy for optimizing enterprise success.
 - Developed and conducted MS Project applied laboratory workshops.
- For Wentworth Institute of Technology, Computer Science Department
- Taught Information Systems Project Management course, MS Project laboratory sessions, & Systems Analysis and Design

3/1997 - 2/2002: IBM Certified Executive Project Manager, Business Innovation Services, IBM Global Services, Waltham, MA

- Integrated all Divisional financial and reporting project management procedures into an electronic project management playbook.
- Assisted in development of internal IBM PMO launch team process.
- Assisted setting up retail brokerage web site Program Office for Fidelity Investments.
- Developed a customized IBM methodology applied laboratory workshop for fast track utilization of a new methodology tool set for developing initial integrated project plans and starter work products.
- Led the first time deployments of new releases of Enterprise B2C and B2B e-Commerce solutions including development to field developed software fixes.
- Assisted in applying IBM systems integration methodology to planning Federal government intelligence community web-based projects for:
 - The National Imagery and Mapping Agency (NIMA) National System for Geospatial Intelligence Project (Prime Contractor: General Dynamics)
 - The National Security Agency (NSA) Intelligence Community Multi-Int Acquisition Program (IC MAP) (Prime Contractor: Raytheon)

8/1996 - 3/1997: Principal Consultant, Cap Gemini, Dallas, TX; TransMillennium Services

- Project Manager for Year 2000 project assessments.

3/1995 - 8/1996: Senior Business Consultant/Program Manager, Professional Services, A T & T Global Information Solutions, Irving, TX

- Successfully managed the project recovery of a software design, development, and release for a \$70 to \$100 million POS system rollout for 5,000 Seven Eleven convenience stores.
- Successfully managed the program recovery of a major telecommunications company's (GTE) PMO for a billing & fulfillment system replacement including a CMM assessment of program management practices. PMO Reports: 25; Project Managers: 33; Indirect Reports: 220

1992 - 3/1995: President & Chief Executive Officer, New Technology Consulting, Spring, TX

- Designed/developed region wide volunteer agencies database for 17 universities & school districts.

1988 - 1992: Senior Project Manager, Compaq Computer Corporation, Houston, TX

- Program managed the first release of Microsoft Windows on Compaq PCs. Direct: 12; Indirect: 150
- Program managed Compaq UNIX software releases deploying the first database for managing change control between COMPAQ internal and third party developers.

1987 - 1988: President, Technical Consultants to Management, San Antonio, TX

Management consulting services to clients in Texas, Kentucky, Rhode Island, & Massachusetts. Included:

- Project managed setup of remote IBM data center in Glasgow, KT to main IBM data center in New Bedford, MA for a mid-sized manufacturing corporation.

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1982 – 1987: Director, Program Management Office, Datapoint Corporation, San Antonio, TX

- Used business process reengineering processes to reduce the time needed for new software releases from 9 to 12 months to 3 to 6 months.
- PMO Program Manager for HW/SW development programs (mini-computers, peripherals, network components, work stations, operating software, and communications software) for international & domestic products including remarketing of 3rd party PCs, peripherals, & SW. Dir.: 15; Indir.: 200

Prior Experience Highlights

- As Corporate Manager, Management Information Systems, Technical Aid Corporation, rebuilt computer services by converting all batch operations to full online operations. Installed all new mission critical financial systems including 20,000-person payroll/billing system & on-line accounting systems. Direct Reports: 30; Indirect Reports: 6
- Achieved for City of Boston: \$800,000/annum computer rental savings; 12 data center reorganization plan. Direct Reports: 1 Indirect Reports: 20
- For Blue Cross/blue Shield of Delaware, saved Medicare Part B contract by installing new IBM mainframe, instituting on-line data entry, & establishing new organization; implemented formal strategic planning. Direct Reports: 120 Indirect Reports: 10
- For Xerox Corporation, resolved stalemate in TP systems development; prepared 1,100 person division reorganization plan merging duplicative functions. Resolved major problems with consolidation of centralized manufacturing & financial computer centers. Direct: 110 Indir.: 20
- For United Technologies, reorganized financial/commercial/manufacturing computer center's operations, operations analysis, software support/development, & administrative functions. New problem tracking and resolution processes resulted in up-time improvement from 64% to 97%. 21 mainframes; 4 networks/1,000 terminals; Budget: \$21 million/annum. Direct: 250 Indirect: 30
- For Massachusetts Blue Shield outsourcing contract: Managed the project recovery of EDS's generalized claims processing system previously 9 months behind schedule; developed a duplicate recoupment system, \$3,000,000 recovered; instituted formal project management & SW development RJE procedures using remote data centers (Dallas, TX, & Harrisburg, PA).
- For Raytheon, designed, developed, & installed relational database oriented engineering bill of material system for Patriot Missile System that was 10 times faster than the equivalent IBM generation breakdown processor. Direct Reports: 19 Indirect Reports: 20
- MIT Instrumentation Laboratory (Charles Stark Draper Laboratory), provided CAD/CAM support for Apollo, Deep Submergence Submarine, & Poseidon guidance, navigation, & control computers. Designed & implemented structured (modular) program designs reducing CAD/CAM customization time for new computers from 6 to 2 months. Direct Reports: 1 Indirect Reports.: 4

Education

- MBA, Honors, Beta Gamma Sigma, Boston Univ., Boston, MA
- MS, Physics, Northeastern Univ., Boston, MA
- BS, Physics & Mathematics, Tufts University, Medford, MA
- Quality College, Winter Park, FL
- High School: Boston Latin School
- Project Mgmt. Certification Training Program, A T & T Global Info. Solutions, Irving, TX

Memberships

- Member, Project Management Institute
- Microsoft Project Users Group/Microsoft Project Assoc., Boston Chapter, President 2003 – 2005

Recognition, Awards, & Certifications

John J. Cirignano, PMP, IBM/CEPM

- Certified Executive Project Manager, IBM Global Services, Business Innovation Services
- PMP (Project Management Professional) certificate # 5325, Project Mgmt. Institute
- "Who's Who of Emerging Leaders in United States"
- "Who's Who in the East"
- "Who's Who in Finance & Industry"