

Mark Fromson

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Summary	<ul style="list-style-type: none">• 9 years experience in Web site and Internet-based application development. Played roles in over 300 separate Internet, Intranet and Extranet projects for over 90 clients in multiple industry verticals.• 7 years experience project managing and account directing medium to large-scale projects. Led multi-disciplinary development teams of 5 - 25 personnel with project budgets up to \$2 Million.• 7 Years experience in e-business strategy consulting, business process analysis and requirements definition• 7 years experience in pre-sales role as prime fulfillment manager.• 7 years experience in online branding and online marketing• 7 years experience in information architecture and usability• 7 years experience constructing and writing deliverables and documents such as: RFP responses, general proposals, presentations, engagement contracts, strategy decks, gap analysis, project plans, budgets, schedules, risk assessments, communication plans, style guides, creative briefs, site maps, storyboards and wire-frames, requirements definitions, functional specifications, hosting and maintenance agreements, user manuals, online marketing plans and project post-mortems.• Twice created and implemented company-wide multi-disciplinary development process and methodology• Personally built over 50 corporate Web sites (graphics and front-end scripting).
Education and Training	<p>Certificate in Project Management University of Washington - 1997</p> <p>Master of Science in Communication (GPA 4.0) Illinois State University - 1996</p> <p>Bachelor of Arts The University of Manitoba - 1991</p>
Project Implementation Technologies	<p>Platforms and Operating Systems: Sun Solaris, UNIX, LINUX, Windows, Apple OS X</p> <p>Web Servers: Microsoft IIS, Apache, IPlanet, Cold Fusion, Filemaker Server</p> <p>Implementation Technologies: Java (J2EE Compliancy, Struts, Servlets, EJBs, JSPs), XML, Active Server Pages, Visual Basic, PERL, Lasso 3-7, Flash MX, Java-Script, DHTML, HTML</p> <p>Software Packages: OS Commerce, X-Cart Commerce, ATG Dynamo Application, Personalization and Scenario Server, Eprise Content Management Server, Microsoft Commerce Server, Resin Java Application Server, Macromedia Jrun Java Application Server, ICAT E-Commerce Server, and many message board, chat, multimedia and utilitarian applications</p> <p>Databases: Oracle, Microsoft SQL Server Enterprise and My SQL, Filemaker pro 3-7, Microsoft Access, FoxPro</p>
Computer Skills	<p>Expert Level in Office Software: Microsoft Word, Project, Power Point, Excel and Visio</p> <p>Expert Level in Graphic Design and Front-End Scripting: Hand Coded Advanced HTML, CSS, JavaScript, Adobe Photoshop, Adobe Illustrator, Adobe ImageReady, Macromedia Fireworks, Visual Source Safe, Corel Bryce</p>

<p>Work Experience</p>	<p>05/03–Present Fromson Consulting Vancouver, B.C.</p> <p>In May of 2003 I formed my own consulting company to offer the following core services: Project Management, Web Design & Development, Business Analysis, Information Architecture and Online Marketing. My current clients served count is 47. www.fromsonconsulting.com</p> <p>Title: Principal</p>
<p>Work Experience</p>	<p>04/01–09/02 Blue*Spark Toronto, Ontario</p> <p>One of Toronto’s top Interactive firms, BlueSpark focuses on e-business strategy, creative and technology implementations for such clients as Aim Trimark, Sun Microsystems, Government of Ontario, Harlequin Publishing, Rogers Media, GlaxoSmithKline Pharmaceuticals, CHUM, CBC, Canadian Tire and the National Ballet of Canada. www.bluespark.com</p> <p>Title: Senior Project Manager (Full Time)</p> <p>Client: Ontario Ministry of Energy, Science and Technology - http://www.est.gov.on.ca/</p> <p>❖ <i>Senior Project Manager for the BiotechOntario.com project. Biotech Ontario is an initiative of the Ontario Ministry of Energy, Science and Technology</i></p> <p>Live Project URL: www.biotechontario.com</p> <p>Scope: Biotech Ontario is a public Internet Portal initiative with an aim to promote Ontario as a biotech center, encourage investment and provide tools and information to facilitate industry growth. The project budget was 1.1 million and ran 8 months in two phases of public release. Included in the project is a large administration Intranet utilized by the Ministry staff to manage the Web site content and database. Also included was a kiosk-based Flash demo of the site available in the ministry booth at the bio 2002 conference in Toronto. The project technology set is a J2EE Java and JSP code base running on a Resin Application server, Microsoft IIS Web Server and SQL database on Windows Server 2000.</p> <p>Role: The project began as a publicly available government RFP. I wrote the RFP response which made the cut from 16 responses to three finalists. We were invited to present to 20 Ministry staff and won the project over two other companies including a Telus/IBM partnership, in part due to my previous experience leading complex Biotech Portal projects (Biocarta.com). My roles on the project were Project Manager, Business Analyst and Information Architect. I led the JAD planning sessions with ministry staff, wrote the requirements and specifications, constructed all site maps and storyboards and managed the team of 12 development staff to project launch. For the second phase of release I played the same roles and increased the project budget significantly through strategic up-selling of various feature and components.</p> <p>Client: GlaxoSmithKline Canada – http://www.gsk.ca</p> <p>❖ <i>Senior Project Manager for the GSK Asthma Connect Patient Manager project. GlaxoSmithKline is one of the world’s largest pharmaceutical companies.</i></p> <p>Live Project URL: www.patientmanager.ca</p> <p>Scope: The Asthma Connect Patient Manager is a private Extranet for Asthma Health Care Professionals. This project was to re-design and re-deploy an outdated EXE windows client as an Internet-based application. The new secure Extranet allows multiple Health Care Professionals across Canada to track their patients and their health progress over time and allows statistical comparisons in various parameters across patient groups in each clinic. Secure administration areas were also built for Clinic manager and GSK staff to manage the users and create new access permissions. The project budget was \$350,000 and ran 5 months. The project technology set is a J2EE STRUTS Java and JSP code base running on an ATG Dynamo Java Application server, Sun iPlanet Web server and Oracle database on Sun Solaris Unix Boxes.</p>

Role: My role initially was pre-sales, using my then current client relationship with GSK to garner the project opportunity, scope the work and secure the contract. My roles on the project were Project Manager, Business Analyst and Information Architect. I led the JAD planning sessions with GSK staff, wrote the requirements and specifications, constructed all site maps and storyboards and managed the project development staff of 7 to first phase completion.

Client: Sun Microsystems - <http://www.sun.ca>

and GlaxoSmithKline Canada - <http://www.gsk.com/>

❖ *Project Manager and Information Architect for the GSK Asthma Connect.com project. BlueSpark was hired by Sun Microsystems as a sub-contractor for the project.*

Live Project URL: <http://www.asthmaconnect.com>

Scope: AsthmaConnect is a complex online portal for Asthma sufferers, providing information, tools and wireless communications designed to assist them in managing their asthma and increase compliance (proper drug use). The total project budget was over 2 million and ran 10 months to initial launch, involving over 30 development staff from Sun Microsystems, BlueSpark, and other involved development, content and software vendors. BlueSpark was hired as a sub-contractor to Sun Microsystems at month three to create the project brand, name, logo, site design and construct the site front-end code. The project technology set is a J2EE Java servlet and JSP code base running on an ATG Dynamo Java Application and Scenario server, Sun iPlanet Web server and Oracle database on Sun Solaris Unix Boxes.

Role: My role on this project initially was Project Manager for BlueSpark's contribution. I initially presented our capabilities to Sun and wrote the contract for our services. I then managed our creative team through branding, naming and logo and site design creation. It soon became apparent that GSK was frustrated with a lack of viewable prototypes. I proposed the creation of the role of information architect for the project, up-sold Sun and GSK on my IA services and led the client and the entire project team of four vendors through detailed requirements definition cycles. I then created detailed site maps and over 120 individual page storyboards which became the de-facto project specifications. I managed the Bluespark team in the creation of the project front-end design and coding and was the manager of content integration and site front-end iterations through multiple beta cycles to project launch. I was then involved as project manager in the follow-on application support and enhancement cycles and played a role in securing Phase 2 of the project for Bluespark

Client: Rogers Communications - <http://www.rogers.ca>

❖ *Project Manager and Information Architect for the 680 News.com Radio Web site requirements and specifications phase. Rogers communications is one of Canada's largest providers of communications, entertainment and information.*

Live Project URL: <http://www.680news.com>

Scope: At the time of my hire, BlueSpark was engaged in a 2 million dollar project to produce all 19 of Rogers Radio Web sites across Canada. The sites are of 4 main template types and are deployed on Eprise content management system, Java servlets and JSP code base, Web Logic App Server, iPlanet Web Server, Oracle Database on Sun Solaris Unix. 680 News was the first news site to be created and was the most complex of the site types, involving automatic XML news feeds from third parties and many smaller application, and complex content management and functionality integration.

Role: My role on the Rogers Radio project was Project Manager and Information Architect for the 680 News Web site requirements and specifications phase. I began by conducting multiple JAD sessions with the Rogers staff. I then coordinated with Rogers staff, 680 News staff and the various software vendors to understand the business processes and detail the project requirements. I then created the information architecture and the requirements and specifications document for the public Web site and secure site administration areas. The final build, test and launch of the site was then managed by BlueSpark's Director of Development, who was the overall lead for the multiple simultaneous site production phases.

<p>Work Experience</p>	<p>02/00–03/01 NextLeft San Diego, California</p> <p><i>An Interactive firm with offices in San Diego, Los Angeles and New York City, NextLeft focuses on e-business strategy, creative and technology implementations for such clients as Gateway Computers, Hewlett Packard, Restoration Hardware, Kyocera Wireless, Biocarta, Ted Waitt Family Foundation, PC Magazine, and Fox Sports. www.nextleft.com</i></p> <p>Title: Senior Account Director (Full Time)</p> <p>Client: Waitt Family Foundation – http://www.waittfoundation.org/</p> <p>❖ <i>Senior Project Manager for the Waitt Family Foundation Web Site and Company Intranet. The Waitt Family Foundation is one of the United States largest charitable organizations, with over 1 billion in reserved assets. The principal is Ted Waitt, owner and founder of Gateway Computers.</i></p> <p>Live Project URL: http://www.waittfoundation.org/</p> <p>Scope: This was a large project involving over 25 internal staff and contractors, and a total budget of just over 1 million dollars. There were two projects running together, the public Web site and the company Intranet. For the public site, the Foundation wanted an Internet presence and brand identity that reflected their newly expanded nationwide philanthropic efforts. This project entailed a large creative effort involving many iterations and conceptual brainstorming. The copy effort was also large and three extra contract copywriters were engaged as writers. Many members of the Foundation were involved in all aspects of the site planning and development. The result was one of the Web's most creative, extensive and innovative charitable foundation Web sites. The Intranet project scope was \$185,000 in budget and included many standard knowledge management, content management and internal communications components that allowed the foundation staff to function more effectively.</p> <p>Role: My role was Lead Project Manager for both the public Web site and the Intranet. I was introduced to the client in pre-sales as lead fulfillment manager, wrote the proposal scope and the contracts. The project was won over many other local and national vendors such as IXL. I was the main client contact and was responsible for overall project success, schedule and budget, change order and new feature negotiation and overall team management and leadership. Both projects launched successfully and my attention was turned towards the next engagement with the foundation detailed below:</p> <p>Client: Harvard Center for Technology and Ethics on behalf of Waitt Family Foundation</p> <ul style="list-style-type: none"> • <i>Senior Project Manager for the Strategic Planning Engagement for the future Waitt Center for Technology and Ethics at Harvard University,</i> <p>Scope: The Waitt Family Foundation was heavily involved with the Harvard Center for Technology and Ethics, so much so that it planned to donate a large sum of money to the center and have the name changed to the Waitt Center for Technology and Ethics at Harvard. NextLeft was brought in to plan the extensive Web site for the new center. This strategic planning stage encompassed a staff of 10 and a budget of \$100,000. The main goal was to establish the vision, scope, schedule and budget for the follow on Web site project. The team traveled to Harvard University on two occasions for JAD sessions with the Center and Foundation staff. Ultimately the market downturn of 2000 led to Ted Waitt withdrawing his funding of the Center and the follow-on Web site engagement was cancelled.</p> <p>Role: My role on this project was Lead Project Manager. I was the main client contact and responsible for JAD session leadership, overall team management and construction of the strategy document including full project schedule and budget for the follow-on Web site engagement.</p> <p>Client: Biocarta – http://www.biocarta.com/</p> <p>❖ <i>Senior Account Director, Project Manager, Business Analyst and Co-Information Architect for the Biocarta.com Web site Portal. Biocarta has become a leading destination for biotech research, encompassing unique research tools for scientists and chemical purchasing capabilities.</i></p>
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Live Project URL: <http://www.biocarta.com/>

Scope: NextLeft was engaged to plan and construct the first release of the Web site for this online biotechnology start-up. The initial project involved 15 staff and a budget of \$200,000. Biocarta.com is a complex biotech portal that provides unique online research, diagrams, open source knowledge contribution capabilities and database tools for scientists. It also sells chemical reagents needed for the synthesis of new drugs. The first release contained portal, knowledge management, and many content management elements. Unique graphic templates were created by NextLeft that standardized a form of medical diagram called Proteomic Pathways. These diagrams show how genes react with proteins and each protein and gene in each diagram connects to worldwide databases on that item. E-commerce functionality was added for their second release with the purchase and integration of a smaller company that sold reagents online.

Role: My role on the project was Account Director, Project Manager, Business Analyst and Co-Information Architect. I was introduced to the client pre-sales as project lead and presented our capabilities and our vision for the project. I created and negotiated the scope, schedule and cost and won the project. I then played the lead role in the project from start to launch, managing the entire team and was the main client contact for all issues. My duties began with leading the strategy sessions that refined features, functionality and business model. Once the first strategic planning phase was over, I constructed the site map, coordinated the construction of the requirements and specifications and managed the development team to project completion. I then played a role assisting a smooth integration of the third party e-commerce functionality for phase 2 release.

Client: Kyocera Wireless – <http://www.kyocera-wireless.com>

❖ *Senior Account Director for the KyoceraWireless.com and Accessory Store Web Site projects. Headquartered in San Diego, Kyocera Wireless is one of the world's largest manufacturers of Cellular phones and related accessories.*

Live Project URL: <http://www.kyocera-wireless.com> & <http://store.kyocera-wireless.com/>

Scope: This project encompassed the re-design and re-organization of the outdated Kyocera-Wireless Corporate Web site and Online Accessory Store. Kyocera wanted new consumer-focused sites to showcase their new products, offer reliable consumer information, the ability to purchase its cellular phone products, and to establish a clear relationship between the corporate website and the Wireless Accessory Store. The project budget was \$350,000 and ran 6 months.

Role: My role on this project was Senior Account Director. I was introduced to the client pre-sales as the person who would be responsible for the project's overall success. I presented our vision for the project and negotiated the scope, logistics and budget with the client. I wrote the contracts for client review and we were awarded the project. Throughout the project my role was main client contact, oversight of the development team, assisting the Project Manager with issue resolution, negotiated change orders and up-sell of various project enhancements.

Client: Lex Fusion Globalization – <http://www.vividcommerce.com/lexfusion/>

❖ *Business Analyst for the Lex Fusion Application Service Provider Strategy Project. Lex Fusion is a localization company providing translation, software and Web site globalization services.*

Scope: Lex Fusion was considering embarking on the creation of a complete online automated translation application service provider for documents, software and Web sites. They required an initial business strategy be completed to form the vision, scope and feasibility for the proposed business. This strategic engagement budget was \$30,000 and lasted 8 weeks.

Role: After several pre-sales meetings, I was engaged by Lex Fusion to complete a strategic vision and scope for their plans. I planned and led multiple JAD sessions with the client president and director of development, conducted a competitive gap analysis, market analysis and gave recommendations for future staffing needs, features, functionality, and overall business model. This project culminated in a Strategy document being presented. The only other NextLeft staff member involved was an Information Architect. Together we detailed a proposed complete site and administration architecture for the proposed system.

	<p>Client: Al Frank Asset Management – http://www.alfrank.com/</p> <p>❖ <i>Business Analyst for Al Frank Asset Management Web Site Project. Al Frank is a local San Diego Investment Company.</i></p> <p>Scope: Al Frank required a new Web presence for their financial services Business.</p> <p>Role: My role on this project was business analyst. I performed the competitive gap analysis and made requirements recommendations for this financial service Web site.</p>
<p>Work Experience</p>	<p>04/97–01/00 USWeb/CKS Seattle, Washington</p> <p><i>USWeb/CKS was in the year 2000 the world's largest publicly traded internet development company, with 10,000 employees and over 90 offices worldwide (changed company name to MarchFirst in 2000). I was among the first 150 employees of USWeb in 1997 as my previous company Cosmix was purchased to become its fourth office location. Our Seattle branch was known as a flagship office, with heavy ties to Microsoft and a staff of over 140 people at its peak.</i></p> <p><i>I began my tenure with USWeb in 1997 as a Web developer and Coordinator of the maintenance department, building new Web sites and managing the hosting, maintenance and sales of small enhancement projects with previous Cosmix clients. I was promoted to Project Coordinator in mid-1997 and began to take the lead project management role in new client projects of various size and scope. I also played the Business Analyst and Interactive Producer role in some projects while managing others simultaneously. In 1999, I was promoted to Associate Consultant performing strategy and account direction duties and led Achieva.com, a large complex Dotcom engagement.</i></p> <p>Title: Associate Consultant (Full-Time)</p> <p>Client: Achieva College Prep Solutions – http://www.achieva.com</p> <p>❖ <i>Lead Strategy Consultant and Account Director for the Achieva.com Project. Achieva is a leader in the field of University admission preparation for high school students in the United States</i></p> <p>Scope: Achieva was a brick and mortar company that specialized in counseling high school students with the college admission process, placing many students at ivy League schools around the country. Their vision was to take the entire process online, allowing a student to take all of their courses through the Web in an interactive e-learning environment. This was a multi-phase Dotcom project involving over 25 internal staff, many software and service vendors and a total budget of near 2 million dollars over 2 phases. The first phase launch was an extensive effort, involving many parts: A large sales front web site that detailed the programs to perspective parents and students and displayed an 8 minute flash demo (a \$300,000 project in itself) and full e-commerce and credit card capabilities to allow for the purchasing of the online program. The online program itself was extensive, with 7 different course modules, online file creation and management for the students and flash educational movies with voice over for each module. The project launched successfully and was introduced to the marketplace. Achieva has since merged with its competitor, Kaplan Inc.</p> <p>Role: My role on Achieva was Lead Strategy Consultant and Account Director. I was introduced to the client pre-sales as project lead and led the client through initial scoping cycles to define the budget, scope and scale of the project. I then wrote the contract for the first phase, presented it to the client and was successful in winning the project. The project began with multiple JAD sessions and market gap analysis to define vision and scope. I led these sessions and played the lead role in helping the client decide how to take their program online in an e-learning environment and helped shape the site features and functionality. My role as Account Director was then to be the main client contact, oversee the development team, assist the Project Manager with issue resolution and negotiate change orders as needed. I also played a lead role in researching and facilitating the necessary software, hardware and service vendor agreements.</p>

Titles: Project Coordinator / Interactive Producer (Full-Time)

Client: Microsoft – <http://www.microsoft.com>

❖ *Project Manager for the Consumer Y2K Web Site on Microsoft.com*

Scope: Microsoft contracted our Seattle office of USWeb/CKS heavily to fulfill many projects, both large and small. One such project was the Consumer Y2K Web Site on Microsoft.com. This project was to construct a Microsoft.com site area containing all the educational material and step-by-step process consumers needed to ensure Y2k compliance for their home computers and Microsoft software. The project entailed adherence to Microsoft site, coding and branding standards, extensive educational material and installing an application that tested the user's computer remotely for Y2K compliance and then recommended the correct steps for the user to ensure compliance. This project contract involved 5 staff and a budget of \$65,000.

Role: My role on this project was Project Manager. I was involved in project meetings at Microsoft's campus in Redmond to determine project scope, wrote the requirements and specifications document and managed the team to project completion and launch on Microsoft.com.

Client: Wavo Software

❖ *Project Manager for the Wavo.com Corporate Web site. Wavo was a software company involved in streaming media and news feeds.*

Scope: This project was the planning and building of the corporate Web presence for the Wavo Software corporation. The project involved 8 staff and had a budget of \$200,000. There were three components to the project, an extensive flash splash movie, a full corporate Web site and integration with the company's streaming media software.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then flew to the client site in Phoenix with the project team of 5 to lead the project planning sessions. I then coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Client: eHome – <http://www.ehome.com>

❖ *Interactive Producer for the administration component of the eHome.com web site. eHome was a heavily funded internet start-up that is still in business today.*

Scope: This project was a large Dotcom start-up with a total project budget of over 3 million dollars and a contracted development staff of over 30. eHome was the first online company to allow the private buying and selling of real estate without the middleman agent, thereby reducing the level of commission on the sale and increasing profits for sellers and lower prices for buyers. This online system was extensive, leading and managing the buyer and seller in the entire process of listing homes and facilitating direct buyer/seller transactions.

Role: My role on this project was as a Creative Producer (Project Manager for the Creative Department) responsible for the build of the templates of the large site administration component that the eHome staff used to manage the business. However, I had extensive visibility into the project from start to finish and consider it one of the best learning experiences to have been a project team member of a large Dotcom start-up in the heyday of the internet boom.

Client: Starbucks – <http://www.starbucks.com>

❖ *Role: Business Analyst for the Starbuck's affiliate marketing program.*

Scope and Role: As the Seattle office's current expert on Online Marketing, I was engaged on contract by Starbucks to research and write an online affiliate marketing plan for Starbucks.com. An affiliate plan consisted of partnering with software vendors that managed the technology behind

banner-ad and click-through affiliate revenue tracking and affiliate acquisition. The budget was \$20,000 and I was the only project member.

Client: Spacelabs Medical – <http://www.spacelabs.com>

❖ *Project Manager for the Spacelabs.com Corporate Web site re-design project. Spacelabs is a leading provider of integrated healthcare information systems and medical devices.*

Scope: This project was the re-design of the corporate Web presence for the Spacelabs Medical corporation. The project involved 5 staff and had a budget of \$40,000.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then met with the client and the team to plan the site, coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Client: Washington State Medical Association – <http://www.wsma.org>

❖ *Project Manager for the Washington State Medical Association Web site re-design project.*

Scope: This was a Web site reorganization and re-design project with a budget of \$20,000.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then met with the client and the team to plan the site, coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Client: Proscenium (Now QPass.com) – <http://www.qpass.com>

❖ *Project Manager for the Proscenium partner Extranet project. Proscenium was an early leader in online Micro-transaction software.*

Scope: This was an Extranet Web site that allowed the Proscenium's partners to view news and information about the company and its various activities. The project budget was \$25,000.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then met with the client and the team to plan the site, coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Client: Washington Athletic Club – <http://www.wac.net/>

❖ *Project Manager for the Washington Athletic Club Web site re-design project.*

Live Project URL: <http://www.wac.net/>

Scope: This was a Web site reorganization and re-design project with a budget of \$30,000.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then met with the client and the team to plan the site, coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Client: Kavu Clothing – <http://www.kavu.com>

❖ *Project Manager for the Kavu Web site re-design project. Kavu is an outdoor clothing company base in Seattle.*

Scope: This was a simple Web site reorganization and re-design project with a budget of \$27,000.

Role: My role on this project was Project manager. I initially met with the client as lead fulfillment manager, negotiated the project scope, schedule and budget, wrote the contracts and secured the project. I then met with the client and the team to plan the site, coordinated and wrote the requirements and specifications document and managed the project to completion and launch.

Title: Maintenance Manager and Web Developer (Full-Time)

Role: Maintenance Manager and Web Developer. My Web development role with USWeb initially

	<p>continued from my role Cosmix Web Design. However, in addition to developing new client Web sites, I began my Project Management experience when I was charged with managing the hosting and maintenance of our entire current client's Web sites. I was responsible for ongoing client communications for all Web site hosting and application problems. I also began my up-sell experience here by generating between 5k and 15k a month in revenues from the sale and management of site updates and new site features and functionality.</p> <p>Clients: Premera Blue Cross, Quantex Computers, Wacom Graphics, Dell, Sprint, Hewlett-Packard, Northwest Hospital, Atrieva (now IBackUp.com), Spacelabs Medical, Classic King FM, KMTT The Mountain, Rhino Records, Zumiez Clothing, Sterling Car Care, Moores Rowland Accounting, Edison Brothers Retail, Haworth Furniture, Bidmatch B2B.</p>
<p>Work Experience</p>	<p>06/96–04/97 Cosmix Web Design Seattle, Washington</p> <p><i>Cosmix Web Design was one of Seattle's first internet development companies, founded in 1995. Cosmix was purchased in 1997 and became the fourth office of USWeb Corporation.</i></p> <p>Title: HTML Programmer (Web Developer) Full Time</p> <p>Role: Web Developer. Working with graphic designers and back-end programmers, I conducted the graphics production, front-end coding and content integration for the following Client Web sites.</p> <p>Clients: Northwest Hospital, Spacelabs Medical, KMTT The Mountain, Rhino Records, Zumiez Clothing, Sterling Car Care, Moores Rowland Accounting, Edison Brothers Retail</p>