

TERRENCE J GATSBY, Ph.D.

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CORE COMPETENCIES

- Strategic Planning
- Organizational Development
- Budget Development & Management
- Contract Negotiations & Management
- Change Management
- Infrastructure Design & Implementation
- Process Improvements & Best Practices
- Project Management
- Continuous Improvement
- Cost Containment
- Large Scale Deployments
- System Architectures
- Rapid Deployments
- Structured Methodologies
- Data Center Management

IT DIRECTOR | CHIEF TECHNOLOGY OFFICER

20+ years of IT experience including 15+ years of broad-based management in Systems Design and Development, Implementation and Support. Strategically and cost effectively utilizes technology in alignment with corporate goals. Consistently improves delivery times and service levels while reducing costs. Excels at strategic planning, building high-performance teams, project management, and implementing best practice methodologies and continuous improvement programs. Certified in IT security, networking, and project management.

PROFESSIONAL EXPERIENCE

IGM Global, Inc.

IGM is a Korean corporation that specializes in educating corporate executives. IGM has trained over 15,000 executives from large global companies such as Samsung, LG, BMW, IBM, etc. It is the largest executive training center in the world. With the creation of IGM Global, Inc., IGM now provides the same level of training by recognized global thought leaders to executives online all over the world.

Managing Director, Global IT

2017 – Present

Involved in all aspects of business strategy and operations. Driving transition of IGM from subscription-based model to transactional, B2B model.

- Effectively led the company to attain a leadership position in preparing C-Level executives for the 4th industrial revolution.
- Fundraised \$1.2 Million in a 3-month timeframe.
- Managed a global IT which stretched across 15 countries & 4 continents
- Effectively managed offshore development accruing a savings of \$325,000.

SVP, IT Operations

2015 – 2017

Selected by both the Chairman and the CEO to jump-start the design and implementation of a world-class online educational platform which has a global footprint serving regions all over the world with localized content.

- Led a product localization in 15 countries in English, French, German, Indian, Japanese, Korean, Malay, Mandarin, & Spanish.
- Spearheaded the design and implementation of a technology architecture and online educational platform initiative built on an extensive Amazon Web Services cloud-based environment with a global content delivery network (CDN) which guaranteed a 99.996% uptime and over \$3 Million in revenue for the first 9 months after launching the product line.

Hybrid Logic Media

Hybrid Logic Media (HLM) was an industry leader in professional websites and mobile application designs, strategy, development, and hosting. HLM produced successful online solutions for organizations in the media and entertainment industry, including networks, venues, publications and more. In 2015, the business was acquired by a larger media and entertainment company to enhance their services.

Director, IT

2011 – 2015

Responsible for overall technology vision, product development, and customer delivery for a 100+ person web development company servicing a large number of media and entertainment companies. Led all aspects of architecture, software and product development, including all make vs. buy analysis, investment rationalization, and delivery schedule for high-end clients.

- Created new cloud-based product offerings and accompanying organizational division to drive and support sales and new customer acquisition which led to a significant rise in revenue.
- Reduced the development lifecycle 30% by streamlining process through the implementation of ITIL, instilling accountability and upgrading tools and training.
- Delivered profitable P&Ls with revenues ranging to \$9.5Million
- Implemented IT outsourcing and offshoring strategies resulting in 1.7 Million development cost savings.

TECHNOLOGICAL PROFICIENCIES

Amazon Web Services (AWS):
Amazon Elastic Compute Cloud (Amazon EC2), Amazon Relational Database Service (RDS), Amazon CloudFront – Content Delivery Network (CDN), Amazon Simple Storage Service (S3), Amazon Elastic Load Balancing (ELB), Amazon CloudWatch, Amazon Route 53 (Route 53), Amazon Elastic Block Store (Amazon EBS)

Application Systems

Apache Web Server, Microsoft Exchange Server, Microsoft SQL Server MySQL Server, Oracle, VMware

Hardware Platforms

Back-Up and Storage Devices, HP Blade Centers, HP Blade Centers, HP Servers, IBM Blade Centers, IBM P-Series, IBM Storage Systems, NetApp Storage, Storage Area Networks (SAN)

Network Protocols

Border Gateway Protocol (BGP), Enhanced Interior Gateway Routing Protocol (EIGRP), Multiprotocol Label Switching (MPLS), Open Shortest Path First (OSPF), Routing Information Protocol (RIP), Transmission Control Protocol/Internet Protocol (TCP/IP)

Networking

Cisco Routers, Cisco Switches, Disaster Recovery, Domain Name System (DNS), Firewalls, Hardware Appliances, Intrusion Detection Systems (IDS), LAN Knowledge, Load Balancers, Network Architect, Network Design and Implementation, Network Performance Tuning, Network Security, Remote Access, Virtual Private Networks (VPN), VoIP (Nortel & Cisco), WAN Infrastructure, Wireless Networks

OS Platforms

Amazon Linux, CentOS, Linux, Microsoft Windows Server, Red Hat Enterprise Linux, Ubuntu Server

Development Methodologies

Agile, Scrum, Waterfall

Web Development

Branding & UX, HTML/CSS, PHP Development, Web Design, WordPress

PJM Interconnection

PJM is responsible for managing the electric grid of the eastern United States. It is a regional transmission operator (RTO). It is the primary part interconnection grid operating an electric transmission system serving the entire eastern United States. It is also the world's largest competitive wholesale electricity market, which is conducted through an online day-ahead like NASDAQ.

Sr. IT Architect

2005 – 2011

Managed \$40 million budget for all software and hardware, license term subscriptions, and consulting contracts by collaborating with cross-functional teams such as Procurement, Legal, IT and Engineering in reviewing terms and conditions, determining requirements, and negotiating pricing. Provided quarterly reports of spend on expenses and amortized fees. Selected with several other individuals to design and implement the NextGen power grid for the eastern United States.

- Managed a technical staff of 35+ and budget of \$40 Million for 4-year project.
- Reduce server footprint and create a dynamic infrastructure by employing cloud computing and other recommendations resulting in the virtualization of 90% of the systems responsible for power grid and wholesale market reliability.
- Implemented 1,600 virtual systems & decommission 2,300 physical systems cutting operational cost by 36% while simultaneously increasing grid efficiency.
- Led a global design and implementation of a large SOA (service oriented architecture) initiative for eastern US power grid saving grid members over \$5 Million annually.

Sr. Network Engineer

2001 – 2005

Recruited to help standup electrical wholesale market system in web-based internet trading system.

- Spearheaded implementation of technology architecture initiatives including current and future technologies (i.e. networks, mainframe, distributed/grid systems, UNIX, VM, and WIN systems) taking reliability from 89.65% to 99.995% uptime.

OTHER PROFESSIONAL EXPERIENCE

National A-1 Internet, IT Operations Manager	2000-2001
National A-1 Internet, Sr. Network Engineer	1999-2000
Proscap Technologies Inc., MIS Manager	1998-1999
Merck Pharmaceutical, Network Analyst (Consultant)	1996-1998
General Accident Insurance, Network Analyst (Consultant)	1996-1998
Info Systems, Inc., Network Analyst (Consultant)	1995-1996

EDUCATION

University of Sedona, Sedona, AZ

- ✓ Doctor of Philosophy, Transpersonal Counseling

University of Sedona, Sedona, AZ

- ✓ Masters of Science, Metaphysical Science

University of Phoenix, King of Prussia, PA

- ✓ Bachelor of Science in Information Technology

PROFESSIONAL DEVELOPMENT AND CERTIFICATIONS

- ✓ Certified Project Manager, Project Management Leadership Group, Inc., Atlanta, GA
- ✓ Certified Cisco Design Associate, Cisco Systems, San Jose, CA
- ✓ Certified Cisco Network Associate, Cisco Systems, San Jose, CA
- ✓ Certified Cisco Network Professional, Cisco Systems, San Jose, CA
- ✓ Certified CheckPoint Security Associate, CheckPoint Systems, Thorofare, NJ
- ✓ Certified CheckPoint Security Expert, CheckPoint Systems, Thorofare, NJ
- ✓ Certified in Homeland Security - Level 3, American Board for Certification in Homeland Security, Springfield, MO