# Giorgio Frondoni

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## Global Technology Executive

### Growth Catalyst | Turnaround Architect | Value Creator

Versatile, high-energy executive who leads companies through change and challenge to profitable growth. Expertise with managing multiple global teams with extensive technical and project management qualifications and skills to direct concurrent projects. History of producing record improvements in profitability, and unprecedented elevation in operating cash flow and increase in EBITDA. Change agent, taking initiative and orchestrating activities that reverse static operations.

Core Skills: IT Infrastructure & Design, Software Development Life Cycle (SDLC), Technical Project Management, Quality Assurance, System & Unit Testing, Process Improvement, Technical Product Documentation Analysis, Application Development, Strategic Planning, and Best Practices

## Professional Experience And Accomplishments

**SOLV-TECH CONSULTING, INC. - Plano, Texas**                                      2/2016–Present
**Founder and President**
Streamline business by outsourcing legal, bookkeeping, payroll, business banking, company email, and website hosting. Researched and sourced most cost-effective services.
Deliver technical solutions for companies to maximize profits.

- Developed a mathematical predictive data migration model for a customer used on a live system. Managed daily operations of the model with support teams in Ireland, Pennsylvania and Seattle.

**ETC CORPORATION - Richardson, Texas**                                            5/2013–1/2016
**Chief Operating Officer**
Directed 600 employees including executives and staff of senior management direct reports. Managed System Deployment, Quality Assurance, Operations and Customer Care, Central Support, and Project Management Office. Reinstated 401K Safe Harbor and increased company matching. Supported business development plan to respond to local transportation agency RFPs.

- Tripled EBITDA and produced positive cash flow after restructuring contract terms and conditions and establishing performance and improvement measurement initiatives in designated departments focused on System Delivery, QA, Operations and Service Level Agreements (SLA).
- Captured $2 million in annual consulting fees by designing and implementing a consultant-to-hire program, collaborating with HR, System Development and Quality Assurance department managers.
- Saved $200,000 monthly employee turnover costs by implementing a new hire orientation program.
- Conceived advanced procedures to determine accuracy of projects and product deployment estimates embraced by stakeholders. Implemented as procedure and marshaled multi–year company product roadmap.
- Presided over major companywide initiatives as Executive Sponsor, including large-scale testing automation, system availability improvement for hosted solutions, PCI DSS Level 1 certification (achieved in 2016), and data center move to co-location.

**TRANSCORE - San Diego, California**                                              12/2002–4/2013
**Vice President | Chief of System Development (2007–2013) | $2+ million budget**

Repeatedly promoted based on strong performance of continuous core products improvements, cost reduction, and on-going efficiency enhancements. Directed core product software development to support national and international business units.

- Led two major software product areas- back office application for electronic toll collection and violation processing and maintenance of web-based online management systems, written in C#.
- Cut development costs 50% by improving software development life cycle and QA initiatives.

- Saved $1.5 million annual fees by developing Customer Account Management System (CAMS), a standard back office solution deployed to the Delaware Department of Transportation. Versions of CAMS later used in A25 in Montreal-Quebec Canada, West Virginia, Houston Metro, and Virginia.

**Assistant Vice President | Chief of System Development (2004–2007)**

Directed core product hardware and software development supporting national and global business units. Managed budget and more than 30 cross–functional employees in three regions.
- Reduced software defects in all areas. Reversed inefficiencies preventing predictability of defects in software life cycle and hindering cost estimates.
- Built a team in 2 weeks and helped with a $60 million new technology project in Dubai.
- Introduced and continually monitored objectives in process metrics methodology allowing targeted corrective actions for predictions and improved accuracy in project delivery milestones and costs.
- Spearheaded software configuration management enterprise-wide, including design and production of customized computers used as Toll Lane Controllers, improving efficiency of existing process.
- Steered back office application upgrade for Virginia Department of Transportation.
- Appointed Software Manager for assignment in the Middle East.

**Director, Software Development** (2003–2004)

Led team of 70 cross–functional employees including 5 line managers, 4 developer groups, DBAs, configuration management team, and QA personnel based in a single facility in San Diego.
- Improved estimate accuracy and assumption for new projects by implementing defined strategies.
- Seamlessly transitioned software maintenance to another TransCore facility and implemented formal unit testing and test–driven development to all development teams.

**Software Manager & Senior DBA** (2002–2003)
- Managed software life cycle management for electronic toll road systems in Puerto Rico.
- Steered software development process from inception through launch; coordinated development efforts of 5 teams in San Diego and Dallas managed design documentation and approval.
- Completed and passed factory acceptance and pursuant commissioning systems tests in field, including online payment certification with Puerto Rico financial institutions on-time and within budget. Operational since January 2004.

**Earlier experience:**
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- **CTO** at **Levamen, Calgary, Canada, Director SW Dev** at **Cardionet, San Diego, CA** and **Java Architect and Principal DBA** at **SAIC, San Diego, CA**

## Education and Professional Development

UNIVERSITA' STATALE - Milan, Italy                     Master of Science, Physics

UCSD Extension & Alliant University, San Diego:
**Advanced Certificate: Strategic Management, Emphasis in Finance | C# Language Courses**
**Specialized Certificate: Java Programming**

MySQL S.A. – MySQL Lab: **Core and Professional MySQL Certifications**

## Technical Proficiencies

**Internet and Servers**: AWS, Microsoft.NET Framework, Web Services. MS WCF, J2EE, JavaBeans, EJB 2.0, JBoss, WebLogic, IBM WebSphere Applications Server, Apache Web Server, Tomcat and Java based Web Services
**Languages**: C#, Java, JSP, HTML, CSS, SQL (Oracle PLSQL, MS T–SQL, MySQL), PHP and C–Language
**Tools**: Visual Studio, Eclipse, Jasper, PhoneGap, SSRS, JUnit, Selenium, Mock Objects, and HP Quality Center
**Databases**: MS SQL Server 2012–2008, MySQL 4.1 (certified), MySQL 5.0, Oracle
**Operating Systems**: Windows, Linux, and Android

**Other Tools**: SVN, Test Driven Development, Extreme Planner Tool, Design Patterns Methodology, Object–Oriented design tools, MS Visio, and UML