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## **Industry and Account Specific Accomplishments for Guy Simonian.**

### **Engineering & Manufacturing**

**Hamilton Standard - Division of United Technologies:** Presented and sold the use of DECplan project planning and time management software to key project managers within the division. Worked with representatives of the Software Productivity Consortium to perform assessment services as part of a larger effort to sell DEC's Cohesion solution for Aerospace and Defense, a "Software Engineering Environment" that incorporates development software from companies like Interleaf, PCMS, Cadre, and DEC. It would also incorporate a pictures to code generator built by Hamilton employees.

**Sikorsky Aircraft - Division of United Technologies:** Introduces Alpha risc technology to the Scientific Analysis Avionics, Survivability, and Rotor dynamics teams at Sikorsky. Coordinated the work of software conversion specialists who ran benchmarks of the target C and Fortran code. Also presented Alpha technology to the Engineering Automation team responsible for the custom product data manager in use. Supported the sale and delivery of environmental engineering software from Batell Corporation to the information management group under an Oracle database on pathworks and Appletalk LANs. Delivered technical presentations to same on the context and benefits of Object Oriented design, languages, and databases. Worked with purchasing in an effort to automate the accounts payable process with a solution that included imaging and workflow automation software from Computron Associates.

**KAMAN:** Sold KAMAN on DECdesign structured analysis and design software using the Gane & Sarson methodology. Also sold the DECset environment for the maintenance of the product inventory and distribution application to the corporate division.

**Digital Equipment Corporation:** Provided hands on programming design and implementation for CIM by building configuration control and communication links between engineering databases and process machines including in circuit testers, component insertion devices, and surface mount robotics.

**Digital Matrix Corporation:** Designed and constructed assembler level programming logic for a product line of dot matrix printers. Sold these devices to OEM customers like Pitney Bowes, and major accounts like Truck Stops of America.

**Masters Thesis:** Designed and constructed a universal message center device composed of a microprocessor based intelligence module, a display matrix panel, and ROM resident programming logic.

### **Finance & Insurance**

**Aetna Employee Benefits Division:** Sold software testing, building, and construction products to a team using artificial intelligence for medical history claims validation.

**Aetna Commercial Insurance Division:** Participated in a sales team which sold and delivered a 10 terabyte data warehouse for this business. Over \$5 million per year in income to DEC for 3 years was generated from the sales to this division alone. I was responsible for the sale and configuration of configuration management, automated build, and Repository software.

**Aetna Corporate Division:** Sold and managed a project which delivered a highly customized executive information system to the office of the chairman involving office automation and PC LAN integration. \$400,000 in systems and services was generated.

**Cigna Employee Benefits Division:** Participated in sales team which sold \$841,000 in systems and services to EDS company to build a prototype for a medical records system customization of the EPIC software.

**Prudential Insurance:** Sold Repository, CASE, and database technology to penetrate this non-DEC account. Has since become one of the largest revenue generators for DEC in the insurance industry.

**Hartford Steam Boiler & Inspection Company:** Sold and customized a \$300,000 system that affected field engineer communications and image based document storage and retrieval. The networking technology involved ethernet to token ring communications using Proteon, image storage and retrieval using both Excalibur and DECcamera software, IBM 3270 communications, both Novell and Lan Manager LANs and SNA gateway technologies, and an Oracle database under VAX/VMS.

**NASDAQ:** Sold the market systems division on DEC's Cohesion environment for application development. Architected and presented a software development environment solution for the NASD corporate systems division which has responsibility for issuer support services, the central registration depository, the market data server, the enterprise data server, as well as finance. The size of the market business is \$60 million while the corporate business is \$10 million.

**Phoenix Mutual/Home Life:** Sold the life division, called the New Business connection on DEC's RDB along with the use of the Rally 4gl. Managed a project team responsible for the functional system test, and loaded stress testing of the staged software releases. Configured a similar environment for use by the Group insurance division for their field automation. Sales volumes from this account were in excess of \$3 million per year.

**ITT/Hartford Insurance Group:** Sold on the DEC team which won the 36 site field automation business for the group life division. Configured and trained the first set of customer developers using Oracle under VAX/VMS. This success led to a large imaging solution for the same customer. DEC has generated as much as \$8 million per year from this account. Architected and presented a solution for the claims loss automation group. The solution proposed would cost \$/50 million and would integrate 3500 people in field offices throughout the country. The software development environment proposed included components from different vendors for configuration management, code generation, rollout management, functional and stress testing, database design, modeling, and construction, the generation of remote procedure calls under DEC for a client/server environment with an Oracle database and the Tuxedo transaction processing monitor.

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**Other accounts:** Aetna Financial, Citibank, LIMRA, Greenwich Capital, Phibro, Sanford Bernstein, FACTset.

### **Pharmaceuticals**

**Pfizer Corporation:** Sold the DECset environment along with startup services and training to the pre-clinical area. DECset has modules for configuration management, performance testing, intelligent editing, automated building facilities, and regression testing. Sold DECdesign structured analysis and design CASE software to same. Sold DECplan project planning to a number of project leaders in clinical research, quality control, manufacturing, and drug metabolism.

**Other accounts:** American Cyanamid, Miles Laboratories

### **Technology specific competencies**

Client/Server, OO, OODBMS, CASE, Database, OLTP, GUI generation, LAN and WAN networks, VMS, DOS, UNIX, Windows, NT, Motif, C, C++, Cobol, Fortran, Basic, PL/1, Project Management, Software Testing, Code Generation, CIM, Information Engineering, RAD, Structured Analysis, Software Metrics