

WAYNE B. NORRIS

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OBJECTIVE: WORK IN FINANCIAL OR DATA ANALYSIS WITH INCREASING RESPONSIBILITY.

FUNCTIONS:

- Statistical Analysis
- Financial Statements
- Operations Analysis
- Job Costing
- Financial Analysis
- QuickBooks
- General Ledger
- Visual Basic
- Budgeting
- PeachTree
- Programmer
- ERP
- Excel
- Access
- Networks

INDUSTRY EXPERIENCE:

- Biomedical
- Software
- Retail / POS / Restaurant
- Defense
- Dot-Com
- Aerospace
- Telephony
- Stocks
- Environmental
- E-Cash
- International
- Outsourcing
- Consulting Services
- Oil & Gas
- Manufacturing

EMPLOYMENT HISTORY

Interim Controller, Phoenix|X-Ray, Camarillo, CA, 2003

I am acting controller during a management reorganization of this German-American company. My responsibilities include GL, AR, AP, Payroll, Inventory, Tax, operations analysis, and general financial and management accounting and consulting.

Financial Analyst, Management Consultant, 2002 - 2003

I currently work with several small- to mid-sized firms, providing financial and managerial accounting services, analysis of financial and operations data, and related management and software consulting.

I am also working with four startup companies in varying stages of seed round financing and reverse merger. I provide accounting and management consulting, technical consulting, business plan development, and promotional assistance. The firms are in the local telephone service, medical imaging, electronic cash, and nuclear waste management sectors.

Acting Controller, Chief Financial Officer, The Total Link, 2002

The Total Link is a telecommunications reseller in the Competitive Local Exchange Carrier [CLEC] industry in the Bell South area. My work includes financial analysis and preparation of telephone tariffs for regulatory agencies the States and for the FCC.

Accounting Software Program Manager, Advantage Business Systems, Inc., 2001 - 2002

Advantage produces ERP, back office, accounting, and analysis software for the wholesale and retail lumber, home center, hardware, apparel, and food industries, with 1,500 installations worldwide.

I was the project manager for the team developing the core of their Version 5. I coordinated the California and Texas teams, managing features, budgets, schedules, and staffing.

Senior Program Manager, 3DstockCharts.com, 2000 - 2001

3DstockCharts.com produces real-time 3-D displays of Level-2 stock prices on the major Electronic Communication Networks [ECNs]. The site is used by stock traders worldwide.

I was responsible for financial analysis, project management, qualifying and managing outsourced and distributed development, budgeting and scheduling, job costing, and staffing.

Research & Development Manager, Biopac Systems, Inc., Goleta, CA, 1999 - 2000

Biopac Systems manufactures a line of medical instruments for research and education. Biopac equipment can monitor and record over 40 electrophysiologic channels.

I managed a group of 11 engineers, including three engineers working remotely. I chaired the weekly company management meetings, launched the company Intranet, established and staffed the Quality Assurance department, created ISO 9001 procedures and Version Control, established a company Internship program, managed schedules and budgets, and determined compensation strategies, bonus practices, and related HR policies.

Vice President, Emulation Systems, Inc., Santa Maria, CA, 1998

Emulation Systems, Inc. built aircraft and truck simulators for the US Government, civilian training, and entertainment industries. Our products included FAA certificated simulators for Cessna 172 and 182 aircraft, plus realistic simulators for the F-18, Cessna 210, and Beech 19 series of aircraft, the Hughes 500 series helicopters, as well as truck-mounted spray-boom applicators.

My responsibilities included financial analysis, management of Engineering, R&D, Manufacturing, and Customer Support. I was responsible for costs, schedules, milestones, and HR.

Vice President, Chief Technology Officer, Typhoon Software, Santa Barbara, CA, 1992 - 1997

I managed 80 people, including 55 computer scientists and managers located in St. Petersburg, Russia. We performed 57 engineering development projects for 41 U.S. customers over a 5½ year period, including 7 Fortune 500 companies.

I personally marketed and sold every original project Typhoon ever produced, and assumed primary management responsibility for all of them. I was in charge of our company's trade show presence and staff at 7 COMDEX shows over 5 years and personally met with 300 potential customer groups over 5½ years, successfully closing 41 as customers.

Typhoon was the world's largest supplier of Russian software and engineering talent. Projects included accounting systems, ERP systems, database systems for the banking, medical, legal, printing, automotive, law enforcement, and retail communities, and Internet applications.

I managed the DOS-to-Windows migration of major parts of Cougar Mountain's accounting software package. I also managed the development and delivery to Xerox Business Systems of a printing industry ERP system featuring integration to HR, Inventory, Timekeeping, Fixed Assets, and General Ledger. The system was installed for the LA Unified School System, Microsoft, and other clients.

I managed a successful 8-person, 4-month proposal for a \$7.5 million rewrite of the entire Guam government accounting software environment, including data mining and document management.

Director of Federal Systems Division, ExperTelligence, Inc., Santa Barbara, CA, 1990-1991

I managed the largest object-oriented hypertext software development project ever undertaken for the US Government, Dynamic Documents™, for a National Security customer. We delivered a prototype, and then negotiated a multi-million-dollar follow-on contract for the next several years. My responsibilities included project management, budgeting, scheduling, Government reporting, security management, and technical management.

EDUCATION

- Santa Barbara City College / UCSB: Courses leading to designation as a CPA
- Microsoft Certified Professional [MCP] designation
- University of Texas, Austin: Professional Certificate, HAZOPS and Risk and Management
- Defense Department Industrial Security Institute, Honolulu, HI: Security Management Certificate
- UCSB: Post-graduate work in Advanced Math and Physics, Human Factors and Ergonomics
- University of California, Santa Barbara: B.A. Physics