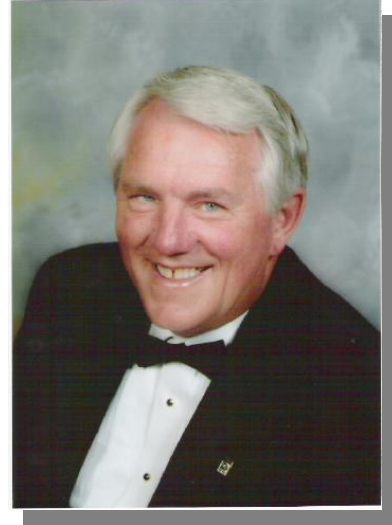


***“Best Ideas That Work”***  
***(Proven Track Record of Completed Projects)***

- Offers many years experience
- Development of productive applications such as:
  - accounting*
  - administration*
  - capacity planning*
  - data conversion*
  - financial*
  - insurance*
  - networks*
  - payroll*
  - personnel*
  - scheduling*
  - utility billing*
  - web design*
- Installation of hardware and software
- Database, Web design & maintenance
- Training



---

***All I need is some idea as to what you want to accomplish  
and I will make it happen***

---

I offer a distinctive blend of vision, creative problem solving & computer skills with a collaborative style of leadership that gets quick results that everyone can use.

**Try to envision how a few of my project solutions would help your organization:**

**Example (1):**

**The position I liked best & most responsible:**

With only 3 years of computer development experience (and NO Unisys experience – this would be unheard of in the consulting business of today – too bad because clients lose a lot of good people), the best position I have had with my career was 10 years as IT Director / Systems Analyst / Programmer for the Concord School District. I liked that position best because I created the Unisys mainframe computer system 6-months after CSD purchased their computer. I added applications (payroll, budgets, account receivable / payable, personnel, student records / scheduling, health records, food services, attendance, report cards, guidance analysis, utility usage (electricity, fuel oil & gas), etc.) most purchased from Unisys and extensively altered or custom built to meet the ever-changing user needs.

**Two weeks after I started with Concord, I asked the hiring manager, “Why was I hired with NO Unisys experience ?”. He said, “You can think !!!” (good answer).**

I designed & installed equipment to network the computer system that tied all 12 schools together with the business office. This was my most productive work environment because I was free to do everything that was necessary to solve computer-related problems. The only reason I am not with Concord today is because of budget cuts.

It seems I did this so well that Unisys technical staff, from throughout New England, visited the school district’s data center to understand what I was doing that was so much better.

(One team manager told me that nobody was utilizing computer resources and producing results like I was. At the time, I didn’t think much about this comment but over the years I have learned he was correct – not very many computer systems work well – most IT departments & software vendors are not responsive to user needs).

**Example (2):**

**Most challenging project completed:**

I rewrote the Unisys financial package that did not work at all. This is a very long story but the net result is that the school district had a full functional financial system and Unisys paid the school district \$10,000 for my batch program changes that they could not fix themselves. Unisys did not want my new on-line program (workhorse of the system - theirs didn’t work at all) because they thought it was too complicated. My on-line program was 50% smaller and accomplished more. Over time, I rebuilt the payroll & financial systems, taking the best features of each totally unrelated application and making them work seamlessly together.

**Example (3):**

**Very good working with clients:**

At the Bank of Boston, the payroll systems manager told me I was the only consultant that gave him what he wanted. (Again, I provide service, I get things done correctly)

**Example (4):**

**Flexible creative computer projects:**

The past few years, I have donated consulting days to our Public TV Auction, Channel 11, Durham, NH (1 day per auction day – 87 consulting days in 9 years). These consulting days are very diverse – that is, I need to be very creative instantly.

Again, plain and simply, I get things done. With my extensive experience, I have many supporting stories. Just ask, chances are I have already solved your typical kinds of problems elsewhere.

---

## TECHNICAL PROFILE:

---

**HARDWARE:** PC, iPad, iPhone, PS/2 – Mainframes: IBM 1401, 370, 3090, 9021/982, 9672,  
Unisys B1865, B1990, Honeywell 2040A

**NETWORKS:** Local/Wide Area, Novell, Peripherals.

**OPERATING SYSTEMS:** Windows 3.1 through 10,  
MVS/XA, VMS, VS, DOS/VSE, MCP/II, MS-DOS, OS, OS/2.

**PROGRAMMING LANGUAGES:** BAL, DAP, NDL, JCL, Cobol, Cobol/2,  
Micro Focus (MicroFocus) NetExpress Cobol, SP2, RM Cobol,  
C, C++, 4GL, Fortran, Quick, SPD Professional & Visual BASIC,  
HTML, Microsoft .NET Technology.

**APPLICATIONS:** Microsoft, Data Conversions, data editors BRIEF & Multi-Edit,  
Insurance, Payroll, Financial, Education, Administration, Retail,  
TSO, ICCF, Cande, Endeavor, PVCS, IQ Report Writer, On-line HELP.

---

## EXPERIENCE:

---

**COMPUTER SUPPORT in 4 States** ————— US 2020 Census

**COMPUTER CONTRACTOR** ————— Many Projects

**IMPLEMENTATION SUPPORT SPECIALIST** ————— Horizon-Boss

**SYSTEMS DEVELOPMENT** ————— CCR Data Systems

**SYSTEMS DEVELOPMENT SPECIALIST V & VI** ————— State of NH

**COMPUTER CONTRACTOR** —————

Sun Life of Canada, Fidelity Investments, The Bank of Boston,

Anderson Systems, Inc., Genesys Software Systems, City of Concord

**SPECIAL PROJECTS PROGRAMMER** ————— RealWorld Corp.

**ADJUNCT PROFESSOR** ————— NH Technical Institute

**IT DIRECTOR / SYSTEMS ANALYST / PROGRAMMER** – Concord School District  
**(Best position)**

**PROGRAMMER** ————— Concord Group Insurance

---

Other resumes available at  
[www.roycefamily.com/resume.htm](http://www.roycefamily.com/resume.htm)

including  
Complete with References

---