

William D. (Bill) Lattimer

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Career Summary and Goals

Extensive experience and expertise in information technology consulting and consulting management, program/project management, and IT strategy and operations. Broad business, consulting and management experience across numerous industries. Extensive experience in consultative professional sales including C-level executive engagement.

Seeking roles in consulting or information technology leadership in mid-size to large organizations with a progressive drive to deliver quality service to internal and external customers.

Experience

S.D. Deacon Corporation: *Corporate Information Technology Manager, May 2008 – April 2011*

Senior manager responsible for Information Technology company-wide. 600 users, 7 IT staff distributed between 4 offices – Seattle, Portland, Sacramento and Irvine. Responsible for strategic planning, enterprise architecture, business management and operations. Implemented Information Technology Infrastructure Library (ITIL) Service Management including company-wide Service Desk and Change Management processes. Reduced operating budget by over \$500K per year while dramatically improving service levels and offering new IT services.

Microsoft: *Engagement Manager, US Services Consulting for IT Operations, October 2006 – May 2008*

Responsible for marketing, business development and management of IT service consulting engagements across the Western US. Consulting for IT Operations delivers consulting services based on Information Technology Infrastructure Library (ITIL), Microsoft Operations Framework (MOF) and intellectual property from Microsoft Information Technology. Managed staff of 10+ senior consultants.

Microsoft: *Industry Briefing Consultant, Microsoft Executive Engagement, January 2005 – October 2006*

Work with Microsoft Global, Strategic and Major account teams, Microsoft business and product groups and key customers to develop highly customized executive briefings for C-level executives from Microsoft's largest customers. Act as an extended part of the manufacturing Industry Unit and Industry Solutions Unit to deliver industry messages. Work within the World-Wide Briefing Network to help ensure consistency of message and leveraging of content development world-wide.

Microsoft: *Consultant, Partner Advantage Plus, April 2001 – January 2005*

Provide proactive application development guidance to key Microsoft Independent Software Vendors (ISVs) in the manufacturing industry. Provide consulting and support services with ISV adoption of Microsoft development tools, platforms and technologies. Provide education, knowledge transfer and on-demand reactive support. Coordinate among diverse groups at Microsoft, including product groups, sales and marketing and Product Support Services (PSS) teams to drive customer acceptance of and success with Microsoft products and technologies. Global Technology Account Manager for Siemens and ABB, with international virtual teams of 2-5. Built Microsoft Solutions Framework (MSF) consulting and training practice to ~1500 hours/year. Part of team that developed MCP test 70-301 *Managing, Organizing, and Delivering IT Projects by Using Microsoft Solutions Framework 3.0*.

Papa 51 Ltd.: *Managing Partner, August 1998 - November 2000*

Partner in aircraft manufacturing business of 35 employees.

Mountain West Capital Group: *Lead Partner, August 1998 - November 2000*

Partner in high-technology day-trading financial firm. Oversee business, technology and operations.

Microsoft: *Managing Consultant, North Central District, August 1997 – August 1998*

Managed team of 10+ consultants, providing staff management, engagement management, budgeting, planning and consulting sales. Responsible for high-risk engagements, such as the BASICS 2000 project for Gateway Corporation. The BASICS project was the largest project in the North Central District, and involved over \$1.1M of subcontracting fees paid to a Microsoft Solution Provider (VANSTAR) and standardization on a complete Microsoft platform. Refined, sold and managed the second Partner Program Manager engagement for HRM, a Minneapolis-based Solution Provider. Explored the role of a Partner-dedicated Managing Consultant, focused on adding Microsoft resources to Solution Provider projects to drive Microsoft product adoption and successful implementation.

Microsoft: Senior Consultant, North Central District, June 1996 – August 1997

Work with Microsoft top corporate and Solution Provider customers to remove barriers to implementation of Microsoft products and technologies. Help develop, sell, and then delivered the first Solution Provider Partner Program Manager (PPM) engagement, a one-year engagement with AmeriData.

Microsoft: Architectural Engineer, Central Region and North Central District, June 1994 – June 1996

Provide pre-sales technical and marketing support to Fortune 1000 customers for all Microsoft products and programs to drive early adoption of Microsoft products and technologies. Focus on Financial/Insurance/Retail verticals. Act as district resource on development tools, open systems strategy and object technology.

Act as a region-wide resource for communicating Microsoft's business and technical strategy to Fortune 500 customers. Develop and coordinate or deliver in-depth technical training for Microsoft's field Systems Engineers. Coordinate customer and field Systems Engineer feedback to Microsoft product groups.

Microsoft: Senior Network Systems Engineer, North Central District, June 1991 – Jan 1994

Provide pre-sales technical and marketing support to Fortune 1000 customers for all Microsoft products and programs to drive early adoption of Microsoft products and technologies. Focus on Financial/Insurance/Retail verticals. Act as district resource on development tools, open systems strategy, object technology and database technology. Part of new Microsoft teams selling Microsoft LAN Manager and SQL Server.

Previous experience includes consulting and information technology roles with **JWP Information Systems (now Siemens Business Systems), Jostens, Business Incentives** and others.

Education

- Currently attending City University (online) working in upper division of Bachelor of Science Business Management, Management Information Systems focus (2012 completion)
- ITIL Foundations V2 certification and other various industry certification and training

Other Interests

- Private Pilot with 500+ hours and high-performance, complex and tailwheel endorsements. Webmaster for www.I-17.org, a historical site for a particular type of aircraft.