

John Moyles

Denver Metro Area

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LEADER: STRATEGY/SERVICE DEVELOPMENT

BUSINESS STRATEGY | MERGERS & ACQUISITIONS (M&A) | SERVICE DEVELOPMENT

Delivering Results through Leadership, Vision, Persistence, Engagement and Process

Highly strategic and tactical **IT Leader and Business Strategist** offering more than 20 years of success and expertise in leading cross-functional technology teams in planning, developing, and deploying sophisticated technology solutions and infrastructures that **maximized business performance and delivered substantial cost savings and productivity. Open to relocation in the San Diego metro area.**

Leverages dynamic project management skills to direct and coordinate multiple large-scale projects and cross-functional teams. Provides tactical and technical guidance in managing workflows to ensure compliances with budgets and deadlines, while coordinating efforts to produce on-time and on-budget delivery of **multimillion-dollar projects.**

Effective Communicator, Valued Team Leader, and Technology Subject-Matter Expert (SME) regularly engaged with C-level and senior-executive teams as a **Trusted Business Advisor** to identify and select cost-effective technologies that align with business objectives, translate organizational vision into measurable results, and deliver added value.

Built reputation for ability to develop, mentor, and lead dedicated teams by instilling a high-performance culture, recognizing individual strengths, and managing weaknesses to facilitate personal and team success. Adept at identifying needs, analyzing situations, mobilizing resources, and clarifying objectives with clearly defined benchmarks and capabilities to **inspire accountability and engender pride in performance to achieve a common goal.**

"[...] His technical knowledge is unsurpassed. He also has a unique ability to bridge the gap between technology and business drivers. This allows John to not only represent correct technical recommendations, but also justify technical investments by non-technical decision-makers. He represents quite well at executive and technical levels. [...]" ~ Business Development Executive, Synoptek, LLC ~

SIGNATURE STRENGTHS & COMPETENCIES INCLUDE

Service Development	Strategic Planning	Executive Technology Leadership
Product Management	Business Development	Cross-Functional Team Leadership
Risk Analysis, Management & Mitigation	Budgeting / P&L / Cost Control	Team Building & Development
Vendor Relations & Negotiations	Mergers, Acquisitions, & Integrations	Program/Project Scope & Management
Strategic Sales & Marketing Support	Technology & Business Integration	Change Management / Restructuring
Large-Scale Technology Deployment	Business Process	Cloud Computing Architectures

TECHNOLOGY SOLUTIONS & INFRASTRUCTURE LEADERSHIP

Synoptek / Critigen Managed Services | Denver, CO 2013 to Present
DIRECTOR OF MERGERS, ACQUISITIONS & INTEGRATIONS; DIRECTOR OF CLIENT ADVISORY (2015 to Present)

Promoted for capturing attention of management team early on following Synoptek's acquisition of Critigen Managed Services. Work directly with VP of M&A to strategize the long-term view, balance short- and long-term business integration goals, and align systems to deliver value in cost and revenue synergies. Reports to: VP of M&A.

- ▶ **ACQUISITION INTEGRATION LEADERSHIP:** Key Impact Player in facilitating the largest acquisition and integration of 2 companies with a combined value of \$80M with 450 staff.
 - Established and communicated a robust governance framework with a clear organizational direction and strategic objectives to executive teams, stakeholders, and staff.
 - Applied a methodical approach in developing and implementing a carefully managed program and communications plan to achieve executive, stakeholder, and employee buy-in.
 - Completed the integration program in 12 months instead of the estimated 24 months, which enabled organizational review of the acquisitions cost and revenue synergies ahead of schedule.
- ▶ **OPERATIONAL IMPROVEMENTS:** Worked with executive teams and department leaders beyond the acquisition to identify and pursue internal improvements that optimized organizational alignment along with the business's IT strategy.

"John's organizational skills and adherence to "logical" process permits him to get multiple projects done, and done correctly the first time. His competencies include extensive technical knowledge, but he never loses touch with the overall business objective and perhaps most importantly the user perspective. His understandings of the costs of many technological solutions have assisted us in making the best choices for both our company and our clients." ~ Director of Marketing, Synoptek, LLC ~

SENIOR SOLUTIONS MANAGER (2013 to 2015)

Worked directly with the VP of Sales, VP of Operations, CFO, and CEO to architect business requirements into reality using industry best practices. Contributed to strategic, financial, operational, and technical development of product catalog through financial modeling, market positioning, technical documentation and training, and sustainability and improvement programs.

- ▶ **STRATEGIC PLANNING & EXECUTION:** Collaborated with executive team and Line of Business (LoB) stakeholders to pinpoint overlaps and gaps within processes, technologies, and functions.
 - **Defined a business model** ensuring reallocation of staff throughout organization, in addition to integrating and consolidating IT infrastructure, such as physical data centers, virtualization stacks, and networking stacks.
 - **Decreased capital and operating costs, while mitigating attrition rates.**
- ▶ **PRODUCT DIFFERENTIATION:** Tackled the challenge of product consolidation from previous acquisitions that resulted in duplications, inefficiencies, confusion, and lost revenue due to lack of differentiation.
 - **Reduced number of SKUs by 75%** while ensuring all surviving SKUs had clear sales strategies, service schedules, and pricing models; **decreased inefficiencies** and **recovered lost revenues** within business.
 - **Conceptualized and built** an SKU profitability model that represented an accurate understanding of true SKU delivery costs; realized increased visibility to true operational margins of products.
- ▶ **PRODUCT DELIVERY OPTIMIZATION:** Streamlined the product delivery system by pinpointing key areas of concern throughout processes, people, and technologies that prevented consistent delivery of a product.
 - Created cross-functional process models to **standardize the selling, building, marketing, and delivery methods**; negotiated SLAs/OLAs to define what product the customer will receive and ensure compliance.
 - **Decreased sales cycles with customers** to enable faster delivery of multi-product sales by identifying and determining synergies of product pillars, and repositioning products as whole stack solutions.
- ▶ **PROFESSIONAL RECOGNITION: Awarded Employee of the Year in 2014** for outstanding success in implementing cost-effective, scalable technology and business intelligence solutions that optimized business performance.
 - **Promoted to Director of M&A in 2014.**

"[...] John has always been a go-to person for various technical and business acumen, but also because he is very approachable and grounded. Even after all the challenges we have faced through new clients, company acquisitions and strategies, his dedication to motivating and educating his colleagues and managers is commendable. If you are hiring for success, then you would want to get in touch with John." ~ Director of Solutions Architecture, Synoptek, LLC ~

Self-Employed | Denver, CO

2000 to 2013

INDEPENDENT CIO & CONSULTANT

Provided technology vision and leadership in the development and implementation of IT programs and enterprise information systems for multiple companies to define and focus market strategies, streamline processes, and recognize growth opportunities for the purpose of optimizing effectiveness and cost efficiencies. Partnered with executive and C-level management teams to achieve stakeholder buy-in and measure organizational success through KPI metrics.

SELECT PROJECTS INCLUDED:

TEACHERS-TEACHERS (TTCM): Collaborated with TTCM management and staff to restructure and rebuild the LoB application, ensure best operational practices, and enable SLAs and OLAs to be met with high certainty and predictability for the world's largest education hiring Internet Company.

- Created and presented a business case to the executive management team demonstrating the need for and value of experienced IT staff. Secured approval and budget to drive the selection, interviewing, and hiring process.
- Secured IT infrastructure and increased reliability to **achieve a 99.99% uptime for 8 years** with no security breaches.
- **Optimized launch of new website** through a combination of vision, design, and budget to enhance functionality, usability, and speed improvements, which, in turn, resulted in greater market positioning and customer experience.
- Migrated data from the capital expenditure model to an operational model, which **accomplished measurable cost savings**, including lower operational staffing support costs.
- Service has **more than 1M candidates and 20,000 schools** are signed up, with **more than 25M annual website views**.

"John has provided a wide range of IT consulting services to Teachers-Teachers.com for the past ten years. He is a master of many skill sets including network/system administration, programming, and desktop support. He built out and managed our entire IT infrastructure and maintained a 99.99% uptime. John handles himself very professionally and is very detail-oriented. His wide range of knowledge was a great asset to our company as we built our IT department. I strongly recommend John Moyles." ~ Former Client ~

SELECT PROJECTS CONTINUED:

SPRINT MOBILE: Secured major contract to plan and design the network and server connectivity and security upgrades in a BDS environment, as well as lead the building and deployment of Sprint's 4GL mobile development center in Denver. Coordinated with multiple nationwide internal technical and project teams, vendors, and business units, in addition to **securing partnerships with more than 20 technology and budgetary stakeholders** using natural rapport.

CHICAGO MERCANTILE EXCHANGE (CME): Salvaged a stalled web presence project involving the CME's core business units - Clearing, Corporate Development, Finance, Legal and Regulatory, Operations, Products and Services, and Technology.

TECHNOLOGY ENTREPRENEUR

COFOUNDER & Vice President of IT/IS | IP Silver | Denver, CO

2008 to 2010

Co-founded a startup focused on virtual server and virtual desktop integration (VDI) services with \$2.25M in annual revenues.

- Partnered with Sun Microsystems as **primary SME** for implementation of Sun VDI services across the Denver metro area.
- **Reduced operational costs by 35%** by employing a "buck stops here" mentality, which enabled reallocated of spend and allowed R&D as well as growth opportunities to expand outside of the initial niche market.
- Built team of 5 to 10 people; created a work culture that inspired personal accountability, while capitalizing on individual strengths to **facilitate team success**.

"[...] Reliable, results-oriented, and wickedly funny are terms that come to mind when I recall our working relationship. If you are looking for a highly-capable, self-motivated, and accountable techno-geek-with-a-personality, you should call John." ~ Business Partner, IP Silver ~

COFOUNDER & CIO | X2Delta Networks | Denver, CO

2000 to 2004

Established a startup business delivering ISP and co-location services for more than 60 SMB clients, while managing a team of 15 remote and on-site staff. Held full P&L responsibility and oversaw an operating budget of \$5M.

- Designed and implemented network layout and **fostered key relationships** with several point of presence, power, and cooling providers.
- Envisioned, planned, and directed the build-out of a high-reliability/availability server farm and co-location space, in addition to **overseeing the daily operations** of the facility for more than 3 years.
- **Built a 24/7/365 Help Desk for Tier Level I, II, and III support** for deployment, availability, monitoring, maintenance, and issue resolution; integrated control measures to **effectively manage employee flow**.

"The simple fact is that John is a game changer for any organization. Today, John is a powerhouse of business insight, trends, and strategy; a wiz with financials and contract nuances, a manager of people and projects who inspires, leads, organizes ... and gets things done. Earlier in his career, John was a bona fide information technology genius with a breadth and depth of knowledge I've only seen in a couple of other people. Bottom line: you want him on your team" ~ Business Partner, X2Delta Networks ~

VOLUNTEER EXPERIENCE

Event Volunteer, The Adoption Exchange
Event Volunteer, Mid-American Boston Terrier Rescue

Non-Commissioned Officer (NCO), Sergeant | United States Marine Corps.
Honorable Discharge, Highly Decorated with Highest Possible Recommendations for Reenlistment

"If you want to get your job done with a solution that is state-of-the-art, practical, and cost-effective, then John should be your choice. He has an uncanny ability to find the right logic, very quickly. Did I mention that he is brilliant without arrogance?" ~ Former Client ~