

John Moyles

VP of Integrations

Personal Information

Location

Denver, CO

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Who I am and What I Bring to the Table

I'm a Denver, Colorado-based professional, offering more than 20 years of success and expertise in **corporate, consulting and startup** environments using the art and science of leading the most important corporate resource: people.

I have centered my career on being a hands-on high-performing servant leader, technologist, strategist, motivator, thought leader, and effective communicator that translates organizational vision into measurable results that have **maximized performance**, had a **material positive impact on revenue and cost**, and have **increased productivity and efficiencies** across the organization.

For the last five years, I've held several leadership positions at a major Managed Services Provider, working with a wide variety of customer verticals, environments (local, co-lo, cloud), requirements and needs.

Recent Experience

Director of Integrations (MA&I)

Synoptek & Critigen (Acquired by Synoptek) | Denver, CO
2013 – 2018

A national Managed Service Provider with \$100M/450 staff. Recruited by the CEO to move from the Product Management/Development leadership role to establish and lead the Integration Management Office (IMO).

- Proven track record of success: Was heavily and directly involved in five acquisitions with Synoptek, with two of the acquisitions each individually doubling the revenue and staff and geographical presence of the company. The result is a single integrated organization that has moved from being a mid-market player with a regional footprint to an enterprise having a coast-to-coast and overseas (EU, India) presence.
- Broad shoulders: Ownership of functional and technology assessments during due diligence planning, integration, and post-close execution management of M&A transactions. Was accountable for the delivery and success of M&A integration engagements and financials, involving multiple teams with up to 100 executive sponsors, staff, vendors, and strategic partners.
- Trusted advisor on the pre-deal phase: Involvement in the preparation and planning for the integration program as a bridge from the due diligence phase. Coordinated with the board, c-suite, and stakeholders to enable seamless integration from strategy formulation to execution. Set the plans and pace for acquisition integrations and guided decision-making processes.
- Standardized and formalized the practice: As leader of the Integration Management Office, created and maintained detailed M&A transition plans & playbooks. Assessed status of each transition with a view to maximizing readiness; learned from previous activities to improve playbook rigor and requirements, to better enable the success of future M&A activities.
- Ensured alignment and realization of strategic goals: With the standardized approach to integration work, ensured that the strategic goals of transactions were realized on time, on budget, on schedule by interacting and collaborating with the leadership team converting strategic interest and intent into the identification, engagement, diligence, and execution of transactions.
- Predictable, profitable, sustainable integrations: Provided hands-on leadership, management, and oversight on all M&A integration project work streams - including IT infrastructure separation, data center migration, application integration, separation, & rationalization, personnel rationalization, and realizing cost & revenue synergies. Identified risks and issues related to integration planning, timeliness, and functional areas. Formulated and managed mitigation plans for integration.
- Successfully managed financial outlay and outcomes: Responsible for day-to-day oversight on financial aspects of project plans for prospecting, due diligence, and integration activities, including creating and documenting key requirements and ensuring they are met (e.g., deliverables from cross-functional teams).

Previous Experience

Management and Technology Consultant

JM Consulting, 2004 - 2013 | Denver, CO

Provided 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 optimizing effectiveness and cost efficiencies. Marquee engagements below (further engagements can be found at johnmoyles.com):

- **Teachers-Teachers.com:** Collaborated with TTCM management and staff to restructure and rebuild the main line of business application, ensure best operational practices, and enable SLAs and OLAs to be met with high certainty.
- **Sprint Mobile:** Contracted to manage the build-out and deployment of Sprint's mobile (4GL) development center in Denver. Duties included coordination with multiple internal teams, vendors, and business units throughout the country to design and implement network/server connectivity and security hardening. Over twenty different technology and budgetary stakeholders were identified during the project, all of which were "won over" to the project through direct personal interaction and relationship building.
- **Newmont Mining Corporation:** Worked with executive leadership to make critical path decisions on existing and future deployments for mission-critical intranet applications. Enhanced performance and security by working with onshore, nearshore, and off-shore teams implementing best practice processes in their environment. Made recommendations on staffing and hiring practices to reduce over-staffing.
- **Chicago Mercantile Exchange (CME):** Brought on to rescue a stalled web presence project involving all the CME's core business units. At the time of the project, each business unit was independently run, with individual P&Ls. Primary responsibility was achieving consensus from executive management in each business unit, inserting and managing teams in each unit.

Vice President (VP) of IT/IS

IP Silver, 2008 - 2010 | Denver, CO

Co-founded a professional services startup focused on virtual server and virtual desktop integration (VDI) services with \$2.25M in annual revenue. Built up a team of contractors and employees reaching 15 resources at the peak; created a culture that inspired personal accountability while capitalizing on individual strengths.

Vice President (VP) of Operations

X2Delta Networks, 2000 - 2004 | Denver, CO

Brought on as a partner in a startup delivering boutique data center and co-location services for more than 60 SMB clients while managing a team of 15 remote and on-site staff. Accountable for day-to-day operations (help desk, engineering) and owned departmental P&L responsibility.

Vice President (VP), App & Web Development

Total SumParts, 1999 - 2000 | Leesburg, VA

As a direct report to the CEO managed development staff for the complete life cycle development of desktop and web-based applications. Managed personnel in teams of 5 to 15 people per project, up to 5 concurrent projects; set and managed project budgets; coordinated projects across department boundaries.

Chief Executive Officer (CEO)

C:\ Drive, 1995 - 1999 | Castleton, VA

Launched startup focused on bringing network technologies in health care and education markets. network market. Expanded into business and web presence internet services by acquiring development and professional services firm. Primary duties included growing the business through direct sales, marketing campaigns, and partnerships. \$5.4M in revenue, 40 Staff.