

# DAVID E. BERENT

3411 Salem Trace, Marietta, Georgia 30062

(404) 353-5096

Dave.Berent@gmail.com

## BUSINESS OWNER, IT EXECUTIVE, PROJECT MANAGER

LEADERSHIP	EXECUTION	TECHNOLOGY
<ul style="list-style-type: none"><li>➤ Hires the right people and develops staff</li><li>➤ Coaches to exceed expectations</li><li>➤ Exemplifies integrity, respect and a passion for service</li><li>➤ Communicates effectively at all levels of a business</li><li>➤ Builds global teams that respect cultural differences</li><li>➤ Negotiates equitably with suppliers and partners</li></ul>	<ul style="list-style-type: none"><li>➤ Develops strong partnerships with business owners and executives</li><li>➤ Ensures business strategy is driving IT projects</li><li>➤ Measures and leverages success</li><li>➤ Understands business drivers and collaborates to solve business problems</li><li>➤ Delivers "software as a service" to empower small business owners</li></ul>	<ul style="list-style-type: none"><li>➤ Develops/implements large-scale software applications on multiple platforms</li><li>➤ Understands large data center and global infrastructure components</li><li>➤ Implements Enterprise Resource Planning (ERP) systems</li><li>➤ Provides data integration services</li><li>➤ Designs, builds and supports websites</li></ul>

## ACCOMPLISHMENTS

### Classic Web Work, LLC

2007-2008

*A start-up incorporated on January 28, 2008. Delivers websites and website support services to small businesses looking to establish a presence on the Internet.*

Founded the company, pursuing a belief that "software as a service" will become the dominant vehicle for delivering software to small businesses. "Software as a service" is a "pay as you go" expense, requiring no capital investment that allows small companies to compete more effectively. *Classic Web Work* delivers "software as a service" to its clients and promotes client growth through the effective use of a website as a sales and marketing tool.

### Technical Training

2007

*In preparation for starting a technology company, completed training in the following technologies:*

- Microsoft .Net 2.0
- Microsoft Visual Studio 2005
- Microsoft Visual C#
- Microsoft Expression Suite
- Microsoft SQL Server 2005
- Microsoft IIS
- Adobe CS3 Photoshop and Flash

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## **PRG-SCHULTZ INTERNATIONAL, INC., Atlanta, GA**

**2001-2006**

*A \$350 million global public company and industry leader, which performs reviews of disbursement and procurement transactions to identify and recover overpayments and under-deductions to suppliers.*

### **VP Information Systems & Technology**

Directed a global team of 135 IT professionals and a \$17 million budget, providing information services and technologies to over 600 client audit locations in the U.S./Canada, Europe, Latin America and Asia/Pacific.

- Saved \$3 million by creating a centralized Data Acquisition Services (DAS) organization and defining a standard process for acquiring client data.
- Re-structured the European IT function to leverage centralized U.S. processing capabilities and best practices, resulting in a recurring \$1 million expense reduction.
- Consolidated the processing and data conversions for an entire line of business, transitioning all related programming services from Southern California to Atlanta, resulting in a savings of \$700,000 in annual payroll and \$300,000 in annual infrastructure expense.
- Achieved 95% on time delivery of programming projects, averaging 2500 projects on an annual basis.
- Achieved a 30% year over year improvement in internal client satisfaction.
- Exceeded revenue expectations at major retail accounts including Wal\*Mart, Kroger, Walgreen's, Target, Ahold, Lowe's, Sainsbury, Somerfield and Migros.
- Procured and implemented multiple versions of SAP R/3 in VMware environment for client transaction analysis. Pioneered the development of an SAP "certified" data extraction tool that is used by clients to extract data at a reduced cost, with fewer errors and in a consistent manner.
- Managed part of the IT integration process for the acquisition of Howard Schultz & Associates (HS&A) in 2002. This initiative resulted in annual cost savings of \$5 million.
- Appointed to the corporate Senior Leadership Team as IT liaison to operations.

## **INTERNATIONAL SYSTEMS CONSULTANTS, Atlanta, GA**

**1997-2000**

*An \$8 million entrepreneurial consultancy specializing in leading edge, web-based solutions and support. Business acquired by PRG-Schultz International.*

### **VP Operations**

Managed the consulting practice, including P&L, contracts, client relations and delivery of consulting services. Directed 40 consultants/sub-contractors.

- Increased revenues by \$2 million through the expansion of scope/services to existing clients.
- Implemented web-based applications and performed consulting services for various clients including:
  - Suburban Lodges of America: Proposed and sold the development of a new web-based Global Reservation System.

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- iCollector.com: Implemented a hosting environment, service-level agreement and comprehensive co-location services for an on-line auction business, saving the client \$500,000 in annual expenses.
- AllTel Communications, Inc.: Developed a web-based reporting tool for service level agreements.
- Clarus Corporation: Assisted in the development of B2B procurement software.

**SANDS & COMPANY, INC.,** Marietta, GA

**1988-1997**

*A \$38 million privately owned, full-service vending operator serving over 200 clients.*

## **Director, Information Services**

Managed all technology related projects and activities including strategic planning, application development, training, user support, and hardware/software maintenance with a team of 8 IT professionals.

- Replaced all core legacy systems, saving \$1.5 million annually in related administrative, personnel expense and cash/food shrinkage.
- Architected a new technology infrastructure. Migrated to AS/400 platform and Wide Area Network, utilizing distributed SNA Server to connect remote sites with AS/400. Saved \$250,000 annually.
- Leveraged bar-coding and data warehouse technologies to improve vending sales.
- Awarded a \$3 million food service contract at Georgia State University for proposing/implementing a point-of-sale network with custom polling software for collecting and reporting sales and product usage.

**ROLLINS, INC.,** Atlanta, GA

**1984-1988**

*A \$750 million pest and termite control company (through its Orkin subsidiary) with 1.6 million customers.*

## **Senior Project Leader**

- Led the in-house development of a Distribution System to support the distribution of chemicals and supplies to a network of 400 branch locations, generating annual savings in excess of \$1 million.
- Project managed several other development efforts including a billing system for Rollins Protective Services and a corporate Casualty Claims System.

**ADDITIONAL INDUSTRY EXPERIENCE:** Traveler's Insurance Company and Information Systems of America covering project management, database administration, systems design and programming impacting general financial, investment portfolio and group pension record-keeping applications.

## **EDUCATION**

**B.A., Computer Science,** State University of New York at Potsdam, 1975

## **COMMUNITY LEADERSHIP**

Metropolitan Atlanta United Way Investment Volunteer, Children's Board Member